

# Seafood Buyers Mission at 2023 Seafood Expo North America

## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

#### AUSTRALIA

#### SASK International Exports & Imports PTY LTD

| Contact Information                 |  |                                      |   |
|-------------------------------------|--|--------------------------------------|---|
| Title                               | Name / Email / Phone   |                                      |   |
| Managing Director                   | Available upon registration (go to "My Activities" if you already registered)  |                                      |   |
| Company Information                 |  |                                      |   |
| Company Address:                    | Available Upon Registration  | Website:                             | www.sask.com.au                                 |
| Company Phone:                      | Available Upon Registration  | Year Founded:                        | 2006  |
| Company Description:                | SASK International is involved in International exporting and importing of fish and other products to Europe, Asia and North America. SASK supply direct to Supermarkets, Importers, Wholesalers and Distributors throughout Asia. |                                      |   |
| Type of Business:                   | Importer/Distributor, Manufacturer, Wholesaler   | Customer(s):                         | FoodService/HORECA,Retail - Supermarket/Grocery |
| Facilities:                         | Warehousing, Administration office, processing plant   | Geographic Region(s) Served:         | Australia, Asia, Europe and North America       |
| Industry Segment(s):                | Seafood  |                                      |   |
| Shipping and Quotation Preferences  |  |                                      |   |
| Preferred Incoterm(s):              | CIF  | Consolidator(s) in the US:           | None  |
| Preferred Port(s) of Import:        |  | Preferred Port(s) of Export from US: | None  |
| Product Information                 |  |                                      |   |
| Attributes of Interest:             | Chilled,Natural,Organic  |                                      |   |
| Capacity to Import:                 | Frozen Products  | Cannot Import:                       | None at this stage                              |
| Products of Interest at this Event: |  |                                      |   |
| Fish & Seafood                      | Finfish  | Monkfish (Lophius americanus)        |   |
|                                     |  | Perch, Ocean (Sebastes marinus)      |   |
|                                     |  | Sea Bass (Centropristis striata)     |   |
| Additional Information              |  |                                      |   |
| Additional Products of Interest:    |  |                                      |   |
| Spiny Dogfish                       |  |                                      |   |



T: 312.334.9200 or 215.829.9111

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### BUYER PROFILES

#### AUSTRIA

#### Binca Development GmbH

| Contact Information                 |  |   |   |
|-------------------------------------|--|---|---|
| Title                               | Name / Email / Phone   |   |   |
| Senior Buyer Seafood                | Available upon registration (go to "My Activities" if you already registered)  |   |   |
| Company Information                 |  |   |   |
| <b>Company Address:</b>             | Available Upon Registration  | <b>Website:</b>                             | www.binca-group.com/en/   |
| <b>Company Phone:</b>               | Available Upon Registration  | <b>Year Founded:</b>                        | 2001  |
| <b>Company Description:</b>         | The binca group is an internationally active group of companies that specialises in fish and seafood and operates its own production facilities in Belgium and Austria. Some important Austrian retailers and wholesaler hold shares at Binca and secure volumes and turnover. They do not simply sell fish and seafood, but develop customised and optimised concepts for freshness, frozen and convenience. Their customers include food retailers and wholesalers, industry and e-commerce. |   |   |
| <b>Type of Business:</b>            | Importer/Distributor, Manufacturer, Wholesaler   | <b>Customer(s):</b>                         | Food Manufacturing, Food Service/HORECA, Retail - Supermarket/Grocery |
| <b>Facilities:</b>                  | Offices in Austria, Belgium and Vietnam, store houses in Austria and Belgium, new seafood processing plant in Austria (10.000 tons)  | <b>Geographic Region(s) Served:</b>         | mainly Austria, some Germany  |
| <b>Industry Segment(s):</b>         | Seafood  |   |   |
| Shipping and Quotation Preferences  |  |   |   |
| <b>Preferred Incoterm(s):</b>       |  | <b>Consolidator(s) in the US:</b>           | None  |
| <b>Preferred Port(s) of Import:</b> |  | <b>Preferred Port(s) of Export from US:</b> | None  |
| Product Information                 |  |   |   |
| <b>Attributes of Interest:</b>      | Chilled, Frozen  |   |   |
| <b>Capacity to Import:</b>          | Chilled Products, Frozen Products  | <b>Cannot Import:</b>                       | none  |
| Products of Interest at this Event: |  |   |   |
| Fish & Seafood                      | Finfish  | Monkfish ( <i>Lophius americanus</i> )      |   |
|                                     |  | Pacific Salmon                              |   |



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### BUYER PROFILES

|   |                      |  |
|---|----------------------|--|
| Fish & Seafood  | Finfish              | Perch, Ocean ( <i>Sebastes marinus</i> )   |
|   |                      | Swordfish  |
|   |                      | Tuna   |
|   | Other Fish & Seafood |  |
|   | Shellfish            | American Lobster ( <i>Homarus americanus</i> )   |
|   |                      | Boston/Longfin Squid ( <i>Loligo pealei</i> /Doryteuthis ( <i>Amerigo</i> ) <i>pealeii</i> ) |
|   |                      | Boston/Longfin Squid ( <i>Loligo pealei</i> /Doryteuthis ( <i>Amerigo</i> ) <i>pealeii</i> ) |
|   |                      | California Squid ( <i>Loligo opalescens</i> )  |
|   |                      | Crab   |
|   |                      | Oyster   |
|   |                      | Sea Scallop ( <i>Placopecten magellanicus</i> )  |
|   |                      | Shortfin/Illex Squid ( <i>Illex illecebrosus</i> )   |
| Additional Information  |                      |  |
| Additional Products of Interest:<br>Eastern Oyster & Belon Oyster<br>Jonah Crab |                      |  |

AUSTRIA

Binca Development GmbH



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### BUYER PROFILES

#### CHILE

#### Comercial Sea Garden SPA

| Contact Information                |  |                                      |  |
|------------------------------------|--|--------------------------------------|--|
| Title                              | Name / Email / Phone   |                                      |  |
| Purchase Manager Assistant         | Available upon registration (go to "My Activities" if you already registered)  |                                      |  |
| Company Information                |  |                                      |  |
| Company Address:                   | Available Upon Registration  | Website:                             | www.comercial.seagarden.cl/index.html  |
| Company Phone:                     | Available Upon Registration  | Year Founded:                        | 2001   |
| Company Description:               | <p>Sea Garden is an importer, exporter, distributor, and wholesaler of frozen seafood products. With more than 20 years of experience, is one of the main seafood importers and wholesalers in Chile, offering a wide catalog of 45 products, including fish, shellfish, octopus, scallops, squids, and breaded products, and are a direct importer of sushi ingredients. The company has its own cold chain storage with 1,200 tons of capacity, a demonstration kitchen, and a cold-chain repackaging and production plant. They have an outlet and operate in warehouses in Santiago, Temuco, and Puerto Varas, cities in Chile's central region, distributing their products countrywide. Sea Garden exports to more than 28 international markets in North America, South America, the European Union, the Middle East, and Asia.</p> |                                      |  |
| Type of Business:                  | FoodService/HORECA, Importer/Distributor, Wholesaler   | Customer(s):                         | Food Manufacturing, FoodService/HORECA, Retail - Convenience, Retail - Supermarket/Grocery |
| Facilities:                        | Sea garden has headquarters and outlets in the central region of Chile, its own cold chain storage with 1,200 tons of capacity, a demonstration kitchen, a cold chain repackaging / production plant, and its own fleet of vehicles for distribution countrywide.  | Geographic Region(s) Served:         | Countrywide Chile  |
| Industry Segment(s):               | Frozen, Retail   |                                      |  |
| Shipping and Quotation Preferences |  |                                      |  |
| Preferred Incoterm(s):             | CIF, CFR, FOB  | Consolidator(s) in the US:           | None   |
| Preferred Port(s) of Import:       |  | Preferred Port(s) of Export from US: | None   |
| Product Information                |  |                                      |  |



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|  |                      |  |      |
|--|----------------------|--|------|
| <b>Attributes of Interest:</b>             |                      | Chilled,Frozen                                 |      |
| <b>Capacity to Import:</b>                 | Frozen Products      | <b>Cannot Import:</b>                          | None |
| <b>Products of Interest at this Event:</b> |                      |  |      |
| Fish & Seafood                             | Finfish              | American Eel ( <i>Anguilla rostrata</i> )      |      |
|  |                      | Atlantic Herring ( <i>Clupea harengus</i> )    |      |
|  |                      | Atlantic Mackerel ( <i>Scomber scombrus</i> )  |      |
|  |                      | Atlantic Salmon                                |      |
|  |                      | Carp   |      |
|  |                      | Catfish  |      |
|  |                      | Cods   |      |
|  |                      | Dogfish ( <i>Squalus acanthias</i> )           |      |
|  |                      | Haddock  |      |
|  |                      | Hake   |      |
|  |                      | Halibut  |      |
|  |                      | Monkfish ( <i>Lophius americanus</i> )         |      |
|  |                      | Pacific Salmon                                 |      |
|  |                      | Perch, Freshwater                              |      |
|  |                      | Perch, Ocean ( <i>Sebastes marinus</i> )       |      |
|  |                      | Pollack/Whiting                                |      |
|  |                      | Scup/Porgy ( <i>Stenotomus chrysops</i> )      |      |
|  |                      | Sea Bass ( <i>Centropristis striata</i> )      |      |
|  |                      | Skate ( <i>Bathyrja</i> or <i>Raja</i> spp.)   |      |
|  |                      | Swordfish                                      |      |
|  |                      | Tilapia  |      |
|  |                      | Trout  |      |
|  |                      | Tuna   |      |
|  | Other Fish & Seafood | Ready Meals                                    |      |
|  | Shellfish            | Abalone  |      |
|  |                      | American Lobster ( <i>Homarus americanus</i> ) |      |

CHILE

Comercial Sea Garden SPA



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**BUYER PROFILES**

|                                 |           |  |
|---------------------------------|-----------|--|
| Fish & Seafood                  | Shellfish | Blue Mussel ( <i>Mytilus edulis</i> )  |
|                                 |           | Boston/Longfin Squid ( <i>Loligo pealei</i> /Doryteuthis ( <i>Amerigo</i> ) <i>pealeii</i> ) |
|                                 |           | California Squid ( <i>Loligo opalescens</i> )  |
|                                 |           | Clams  |
|                                 |           | Clams  |
|                                 |           | Coldwater Shrimp ( <i>Pandalus borealis</i> )  |
|                                 |           | Conch/Whelk  |
|                                 |           | Crab   |
|                                 |           | Crayfish/Crawfish  |
|                                 |           | Cuttlefish   |
|                                 |           | Octopus  |
|                                 |           | Oyster   |
|                                 |           | Sea Scallop ( <i>Placopecten magellanicus</i> )  |
|                                 |           | Sea Urchin   |
|                                 |           | Shortfin/Illex Squid ( <i>Illex illecebrosus</i> )   |
| Snail                           |           |  |
| Ready Meals                     | Seafood   | Prepared seafood   |
| Additional Information          |           |  |
| Additional Product of Interest: |           |  |
| Butterfish                      |           |  |
| Eastern Oyster & Belon Oyster   |           |  |
| Clams/Quahogs                   |           |  |
| Ocean Quahogs                   |           |  |
| Atlantic Surfclam               |           |  |

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### BUYER PROFILES

#### CHINA

#### JiuYuanCang Shanghai Trading Co., Ltd

| Contact Information                 |   |   |  |
|-------------------------------------|---|---|--|
| <b>Title</b>                        | <b>Name / Email / Phone</b>   |   |  |
| Director                            | Available upon registration (go to "My Activities" if you already registered)   |   |  |
| Company Information                 |   |   |  |
| <b>Company Address:</b>             | Available Upon Registration   | <b>Website:</b>                             |  |
| <b>Company Phone:</b>               | Available Upon Registration   | <b>Year Founded:</b>                        | 2016   |
| <b>Company Description:</b>         | Founded in 2016, JiuYuanCang is mainly an importer of seafood and fruits, as well as an assortment of other products, with a strong food industry background and connections to China's wholesale market and retail market. |   |  |
| <b>Type of Business:</b>            | Broker, Distributor, Importer, Importer/Distributor, Retailer, Wholesaler   | <b>Customer(s):</b>                         | FoodService/HORECA,Retail - Convenience,Retail - Internet/TV,Retail - Specialty/Gourmet,Retail - Supermarket/Grocery |
| <b>Facilities:</b>                  | Food processing plant, cooler, freezer  | <b>Geographic Region(s) Served:</b>         | Mainland China, Taiwan, Hong Kong, West coast USA  |
| <b>Industry Segment(s):</b>         | Frozen, Natural/Organic   |   |  |
| Shipping and Quotation Preferences  |   |   |  |
| <b>Preferred Incoterm(s):</b>       | N/A   | <b>Consolidator(s) in the US:</b>           | None   |
| <b>Preferred Port(s) of Import:</b> | Guangzhou, Shanghai, Hong Kong  | <b>Preferred Port(s) of Export from US:</b> | Long Beach, CA; Los Angeles, CA  |
| Product Information                 |   |   |  |
| <b>Attributes of Interest:</b>      | All Natural,Frozen  |   |  |
| <b>Capacity to Import:</b>          | Frozen Products   | <b>Cannot Import:</b>                       | None   |
| Products of Interest at this Event: |   |   |  |
| Fish & Seafood                      | Finfish   | American Eel (Anguilla rostrata)            |  |
|                                     |   | Cods  |  |
|                                     | Invertebrates   | Sea Cucumber                                |  |
|                                     | Other Fish & Seafood  | Cured/Smoked Fish                           |  |
|                                     | Shellfish   | Abalone                                     |  |



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### BUYER PROFILES

|                        |           |   |
|------------------------|-----------|---|
| Fish & Seafood         | Shellfish | American Lobster ( <i>Homarus americanus</i> )                                      |
|                        |           | Boston/Longfin Squid ( <i>Loligo pealei</i> /Doryteuthis (Amerigo) <i>pealeii</i> ) |
|                        |           | California Squid ( <i>Loligo opalescens</i> )                                       |
|                        |           | Coldwater Shrimp ( <i>Pandalus borealis</i> )                                       |
|                        |           | Conch/Whelk   |
|                        |           | Crab  |
|                        |           | Oyster  |
|                        |           | Sea Urchin  |
| Additional Information |           |   |
|                        |           |   |

CHINA

JiuYuanCang Shanghai Trading Co., Ltd



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### BUYER PROFILES

#### CHINA

#### Qingdao Rizheng Trading Co., Ltd

| Contact Information                 |   |   |   |
|-------------------------------------|---|---|---|
| <b>Title</b>                        | <b>Name / Email / Phone</b>   |   |   |
| President                           | Available upon registration (go to "My Activities" if you already registered)   |   |   |
| Company Information                 |   |   |   |
| <b>Company Address:</b>             | Available Upon Registration   | <b>Website:</b>                             | www.oceangala.com   |
| <b>Company Phone:</b>               | Available Upon Registration   | <b>Year Founded:</b>                        |   |
| <b>Company Description:</b>         | <p>Ocean Gala has been in the seafood business for over 30 years, and has developed into a leader and professional full-service provider for imported seafood, integrating with production, research &amp; development, branding, marketing and sales. Our products are currently sold to North America and EU, and in China Ocean Gala has become a leading brand for imported seafood.</p> <p>Our products include various wild finfish (Toothfish, Black Cod, Pacific/Atlantic Cod, Pollock and Haddock), Salmon, Halibut, Sole, Redfish, Black Tiger Shrimp, Blue Shrimp, Banana Prawn, Brown Tiger Prawn, Lobster, King Crab, Dungeness Crab, Scallop, Blue Mussel and others, total over 100 premium seafood sourced globally. We also supply customized seafood gift boxes that are very popular with consumers.</p> |   |   |
| <b>Type of Business:</b>            | Distributor, Importer, Importer/Distributor, Manufacturer   | <b>Customer(s):</b>                         | FoodService/HORECA, Retail - Club Store/Warehouse, Retail - Supermarket/Grocery |
| <b>Facilities:</b>                  | Seafood processing plant  | <b>Geographic Region(s) Served:</b>         | Nationwide China, North America and EU  |
| <b>Industry Segment(s):</b>         | Seafood   |   |   |
| Shipping and Quotation Preferences  |   |   |   |
| <b>Preferred Incoterm(s):</b>       | CNF   | <b>Consolidator(s) in the US:</b>           | Seattle, WA   |
| <b>Preferred Port(s) of Import:</b> |   | <b>Preferred Port(s) of Export from US:</b> | None  |
| Product Information                 |   |   |   |
| <b>Attributes of Interest:</b>      | All Natural, Frozen   |   |   |
| <b>Capacity to Import:</b>          | Frozen Products   | <b>Cannot Import:</b>                       | N/A   |
| Products of Interest at this Event: |   |   |   |
| Fish & Seafood                      | Finfish   | Perch, Ocean (Sebastes marinus)             |   |
|                                     | Invertebrates   |   |   |



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|                        |                      |   |
|------------------------|----------------------|---|
| Fish & Seafood         | Other Fish & Seafood |   |
|                        | Shellfish            | American Lobster ( <i>Homarus americanus</i> )  |
|                        |                      | Sea Scallop ( <i>Placopecten magellanicus</i> ) |
| Additional Information |                      |   |
|                        |                      |   |

CHINA

Qingdao Rizheng Trading Co., Ltd



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### BUYER PROFILES

#### FRANCE

#### Gelazur

| Contact Information                 |   |   |                        |
|-------------------------------------|---|---|------------------------|
| <b>Title</b>                        | <b>Name / Email / Phone</b>   |   |                        |
| Purchasing manager                  | Available upon registration (go to "My Activities" if you already registered)   |   |                        |
| Company Information                 |   |   |                        |
| <b>Company Address:</b>             | Available Upon Registration   | <b>Website:</b>                               | http://www.gelazur.com |
| <b>Company Phone:</b>               | Available Upon Registration   | <b>Year Founded:</b>                          |                        |
| <b>Company Description:</b>         | <p>Gelazur is one of the main importers of frozen seafood in France. The more than 50 years old company is a key supplier to French retailers.</p> <p>Import, handle, process and whole distribution to the HRI sector, foodservice companies and retailers.</p> <p>We source all over the world in more than 40 countries and sell 10,000 tons of frozen sea products.</p> <p>We also process ready-to-eat seafood products for the retailers.</p> |   |                        |
| <b>Type of Business:</b>            | Distributor,<br>Importer/Distributor,<br>Wholesaler   | <b>Customer(s):</b>                           | FoodService/HORECA     |
| <b>Facilities:</b>                  |   | <b>Geographic Region(s) Served:</b>           | France                 |
| <b>Industry Segment(s):</b>         | Frozen  |   |                        |
| Shipping and Quotation Preferences  |   |   |                        |
| <b>Preferred Incoterm(s):</b>       |   | <b>Consolidator(s) in the US:</b>             | None                   |
| <b>Preferred Port(s) of Import:</b> |   | <b>Preferred Port(s) of Export from US:</b>   | None                   |
| Product Information                 |   |   |                        |
| <b>Attributes of Interest:</b>      | Chilled,Frozen  |   |                        |
| <b>Capacity to Import:</b>          | Not Applicable  | <b>Cannot Import:</b>                         | N/A                    |
| Products of Interest at this Event: |   |   |                        |
| Fish & Seafood                      | Finfish   | Monkfish ( <i>Lophius americanus</i> )        |                        |
|                                     |   | Perch, Ocean ( <i>Sebastes marinus</i> )      |                        |
|                                     |   | Skate ( <i>Bathyraja</i> or <i>Raja</i> spp.) |                        |



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|                        |           |   |
|------------------------|-----------|---|
| Fish & Seafood         | Shellfish | American Lobster ( <i>Homarus americanus</i> )  |
|                        |           | Sea Scallop ( <i>Placopecten magellanicus</i> ) |
| Additional Information |           |   |
|                        |           |   |

**FRANCE**

**Gelazur**



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#### FRANCE

#### Metro Cash and Carry France

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|------------------------------------|---|--------------------------------------|---|
| Title                              | Name / Email / Phone  |                                      |   |
|                                    | Available upon registration (go to "My Activities" if you already registered)   |                                      |   |
| Company Information                |   |                                      |   |
| Company Address:                   | Available Upon Registration   | Website:                             | <a href="https://www.metro.fr/metro-cash-and-carry-france">https://www.metro.fr/metro-cash-and-carry-france</a>   |
| Company Phone:                     | Available Upon Registration   | Year Founded:                        |   |
| Company Description:               | Concarneau Trading Office in France is part of the METRO AG group (Germany). They focus mostly in seafood purchasing operations for France and other European countries.  |                                      |   |
| Type of Business:                  | FoodService/HORECA, Importer, Retailer  | Customer(s):                         | FoodService/HORECA  |
| Facilities:                        | Founded in Mülheim an der Ruhr, Germany in 1964, METRO Cash & Carry's concept was revolutionary at the time: professional customers could select their own purchases all under one roof, pay for them in cash and take the items with them. Over 50 years on, METRO is a leading international wholesale company, with food and non-food assortments specialised in serving the needs of hotels, restaurants and caterers (HoReCa) as well as independent merchants (Traders). Around the world, METRO has some 17 million customers who benefit from their multichannel mix. | Geographic Region(s) Served:         | METRO is a leading international wholesaler operating in more than 30 countries worldwide. They consider themselves the strong partner of choice for professional customers and pursue an attractive multichannel marketing strategy, selling their products via 672 wholesale stores and 66 delivery depots as well as the online marketplace METRO MARKETS, to secure this status.<br>In France, they have 99 stores and 800,000 customers. METRO is the No. 1 seafood wholesaler for independent catering. |
| Industry Segment(s):               |   |                                      |   |
| Shipping and Quotation Preferences |   |                                      |   |
| Preferred Incoterm(s):             |   | Consolidator(s) in the US:           | None  |
| Preferred Port(s) of Import:       |   | Preferred Port(s) of Export from US: | None  |



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# Seafood Buyers Mission at 2023 Seafood Expo North America

## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

| Product Information                 |   |  |      |
|-------------------------------------|---|--|------|
| Attributes of Interest:             | Sustainably Produced  |  |      |
| Capacity to Import:                 | Alcoholic Beverages,Chilled Products,Dairy Products,Frozen Products,Meat Products | Cannot Import:                         | None |
| Products of Interest at this Event: |   |  |      |
| Fish & Seafood                      | Finfish   | Monkfish (Lophius americanus)          |      |
|                                     |   | Skate (Bathyraja or Raja spp.)         |      |
|                                     | Shellfish   | American Lobster (Homarus americanus)  |      |
|                                     |   | Sea Scallop (Placopecten magellanicus) |      |
| Additional Information              |   |  |      |
|                                     |   |  |      |

FRANCE

Metro Cash and Carry France



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# Seafood Buyers Mission at 2023 Seafood Expo North America

## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

#### GERMANY

#### Ghorban Global GmbH

| Contact Information                 |   |                                       |  |
|-------------------------------------|---|---------------------------------------|--|
| Title                               | Name / Email / Phone  |                                       |  |
| Managing Director / Owner           | Available upon registration (go to "My Activities" if you already registered)   |                                       |  |
| Company Information                 |   |                                       |  |
| Company Address:                    | Available Upon Registration   | Website:                              | www.ghorbanglobal.com  |
| Company Phone:                      | Available Upon Registration   | Year Founded:                         | 2010   |
| Company Description:                | Ghorban Global focus in on high quality fresh food, mainly Meat and Seafood. The company is said to be the biggest fresh tuna importer (airfreight) and distributor in Germany. Beside there is also a business with frozen seafood products such as shrimps and scallops. In the past the company also had a live lobster business from time to time. Ghorban's Customers are other food wholesalers and some retailers. |                                       |  |
| Type of Business:                   | Importer/Distributor  | Customer(s):                          | FoodService/HORECA,Retail - Specialty/Gourmet,Retail - Supermarket/Grocery |
| Facilities:                         | Office and cool storage in Hilden/Germany   | Geographic Region(s) Served:          | Whole Germany and Austria, some Eastern Europe                             |
| Industry Segment(s):                | Foodservice/HRI, Seafood  |                                       |  |
| Shipping and Quotation Preferences  |   |                                       |  |
| Preferred Incoterm(s):              | to be discussed   | Consolidator(s) in the US:            | None   |
| Preferred Port(s) of Import:        |   | Preferred Port(s) of Export from US:  | None   |
| Product Information                 |   |                                       |  |
| Attributes of Interest:             | N/A   |                                       |  |
| Capacity to Import:                 | Chilled Products,Frozen Products,Meat Products  | Cannot Import:                        | none   |
| Products of Interest at this Event: |   |                                       |  |
| Fish & Seafood                      | Finfish   | Monkfish (Lophius americanus)         |  |
|                                     |   | Swordfish                             |  |
|                                     |   | Tuna                                  |  |
|                                     | Shellfish   | American Lobster (Homarus americanus) |  |



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# Seafood Buyers Mission at 2023 Seafood Expo North America

## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

|   |           |  |
|---|-----------|--|
| Fish & Seafood  | Shellfish | Crab                                   |
|   |           | Oyster                                 |
|   |           | Sea Scallop (Placopecten magellanicus) |
| Additional Information  |           |  |
| Additional Products of Interest:<br>Eastern Oyster & Belon Oyster<br>Jonah Crab<br>Deep Red Sea Crab<br>Rock Crab |           |  |

GERMANY

Ghorban Global GmbH



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# Seafood Buyers Mission at 2023 Seafood Expo North America

## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

#### HONG KONG

#### Hong Kong Technology Venture Company Limited

| Contact Information                 |   |                                       |                      |
|-------------------------------------|---|---------------------------------------|----------------------|
| Title                               | Name / Email / Phone  |                                       |                      |
| Head of Retail Merchandising        | Available upon registration (go to "My Activities" if you already registered)   |                                       |                      |
| Company Information                 |   |                                       |                      |
| Company Address:                    | Available Upon Registration   | Website:                              | www.hktvmall.com     |
| Company Phone:                      | Available Upon Registration   | Year Founded:                         |                      |
| Company Description:                | The largest online shopping mall in Hong Kong, HKTVmall offers 600k products from 100+ world-renowned brands and 4,000+ merchants, covering Supermarket, Skincare & Makeup, Electrical Appliances, Housewares, Mother & Baby, Pets etc. |                                       |                      |
| Type of Business:                   | Retailer  | Customer(s):                          | Retail - Internet/TV |
| Facilities:                         | We have our own warehouse and logistics team  | Geographic Region(s) Served:          | Hong Kong            |
| Industry Segment(s):                | Retail  |                                       |                      |
| Shipping and Quotation Preferences  |   |                                       |                      |
| Preferred Incoterm(s):              | CIF   | Consolidator(s) in the US:            | None                 |
| Preferred Port(s) of Import:        |   | Preferred Port(s) of Export from US:  | None                 |
| Product Information                 |   |                                       |                      |
| Attributes of Interest:             | Frozen  |                                       |                      |
| Capacity to Import:                 | Frozen Products, Meat Products  | Cannot Import:                        | N/A                  |
| Products of Interest at this Event: |   |                                       |                      |
| Fish & Seafood                      | Finfish   | Atlantic Salmon                       |                      |
|                                     |   | Halibut                               |                      |
|                                     |   | Pacific Salmon                        |                      |
|                                     |   | Perch, Ocean (Sebastes marinus)       |                      |
|                                     | Other Fish & Seafood  |                                       |                      |
|                                     | Shellfish   | American Lobster (Homarus americanus) |                      |
| Crab                                |   |                                       |                      |



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**Seafood Buyers Mission at 2023 Seafood Expo North America**  
**Boston, MA 03/11/2023 - 03/11/2023**  
**BUYER PROFILES**

|                        |           |   |
|------------------------|-----------|---|
| Fish & Seafood         | Shellfish | Sea Scallop ( <i>Placopecten magellanicus</i> ) |
| Additional Information |           |   |
|                        |           |   |

**HONG KONG**

**Hong Kong Technology Venture Company Limited**



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# Seafood Buyers Mission at 2023 Seafood Expo North America

## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

#### HONG KONG

#### Oriental Partners Limited

| Contact Information                 |  |   |   |
|-------------------------------------|--|---|---|
| Title                               | Name / Email / Phone   |   |   |
| Director of Product Development     | Available upon registration (go to "My Activities" if you already registered)  |   |   |
| Company Information                 |  |   |   |
| <b>Company Address:</b>             | Available Upon Registration  | <b>Website:</b>                             | http://www.orientalpartners.com.hk  |
| <b>Company Phone:</b>               | Available Upon Registration  | <b>Year Founded:</b>                        | 2001  |
| <b>Company Description:</b>         | Oriental Partners is a leading food importer and distribution company in Hong Kong over 21 years. It is currently specializing in importing frozen and chilled quality meat and other temperature-controlled foods. Its wide selection of premium food products from worldwide to the food industry that covers horeca, wholesalers and retailers in Hong Kong and China |   |   |
| <b>Type of Business:</b>            | Distributor,<br>FoodService/HORECA,<br>Importer, Importer/Distributor,<br>Retailer, Wholesaler   | <b>Customer(s):</b>                         | FoodService/HORECA,Retail - Convenience,Retail - Department Store,Retail - Discount Store,Retail - Internet/TV,Retail - Natural/Organic/Healthy,Retail - Specialty/Gourmet,Retail - Supermarket/Grocery |
| <b>Facilities:</b>                  | HACCP and ISO 22000 accredited food processing workshop, temperature control logistics team and over 20,000 sq. ft. cold storage facilities which equip with various temperature settings  | <b>Geographic Region(s) Served:</b>         | Hong Kong, Macau and Mainland China.  |
| <b>Industry Segment(s):</b>         | Foodservice/HRI, Frozen, Retail  |   |   |
| Shipping and Quotation Preferences  |  |   |   |
| <b>Preferred Incoterm(s):</b>       | CFR Hong Kong or CIF Hong Kong   | <b>Consolidator(s) in the US:</b>           | None  |
| <b>Preferred Port(s) of Import:</b> | Hong Kong  | <b>Preferred Port(s) of Export from US:</b> | None  |
| Product Information                 |  |   |   |
| <b>Attributes of Interest:</b>      | Chilled,Frozen,Hormone Free,Natural,No Antibiotics,No Artificial Ingredients,No Preservatives,Vegan,Vegetarian   |   |   |



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**Seafood Buyers Mission at 2023 Seafood Expo North America**  
**Boston, MA 03/11/2023 - 03/11/2023**  
**BUYER PROFILES**

|                                     |   |  |     |
|-------------------------------------|---|--|-----|
| Capacity to Import:                 | Chilled Products,Dairy Products,Frozen Products,Meat Products | Cannot Import:   | N/A |
| Products of Interest at this Event: |   |  |     |
| Fish & Seafood                      | Finfish   | Atlantic Mackerel (Scomber scombrus)                               |     |
|                                     |   | Atlantic Salmon  |     |
|                                     |   | Cods   |     |
|                                     |   | Pacific Salmon   |     |
|                                     |   | Perch, Ocean (Sebastes marinus)                                    |     |
|                                     |   | Sea Bass (Centropristis striata)                                   |     |
|                                     | Other Fish & Seafood  |  |     |
|                                     | Shellfish   | American Lobster (Homarus americanus)                              |     |
|                                     |   | Blue Mussel (Mytilus edulis)                                       |     |
|                                     |   | Boston/Longfin Squid (Loligo pealei/Doryteuthis (Amerigo) pealeii) |     |
|                                     |   | Clams  |     |
|                                     |   | Conch/Whelk  |     |
|                                     |   | Crab   |     |
|                                     |   | Oyster   |     |
|                                     |   | Sea Scallop (Placopecten magellanicus)                             |     |
|                                     |   | Shortfin/Illex Squid (Illex illecebrosus)                          |     |
| Additional Information              |   |  |     |
| Additional Products of Interest;    |   |  |     |
| Eastern Oyster & Belon Oyster       |   |  |     |
| Clams/Quahogs                       |   |  |     |
| Atlantic Surfclam                   |   |  |     |
| Jonah Crab                          |   |  |     |
| Deep Red Sea Crab                   |   |  |     |
| Rock Crab                           |   |  |     |

**HONG KONG**

**Oriental Partners Limited**



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# Seafood Buyers Mission at 2023 Seafood Expo North America

## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

#### INDONESIA

#### PT Anugerah Berkat Mandiri Bersama

| Contact Information                 |   |                                      |  |
|-------------------------------------|---|--------------------------------------|--|
| Title                               | Name / Email / Phone  |                                      |  |
| Buyer/Manager                       | Available upon registration (go to "My Activities" if you already registered)   |                                      |  |
| Company Information                 |   |                                      |  |
| Company Address:                    | Available Upon Registration   | Website:                             | www.anugerahberkat.co.id   |
| Company Phone:                      | Available Upon Registration   | Year Founded:                        | 2004   |
| Company Description:                | <p>The main company for importing product from the worldwide. We always choose good quality and safety consume product for our customer.</p> <p>Founded in 2004, PT ANUGERAH BERKAT MANDIRI BERSAMA start as a small business to supply Frozen Food in Jakarta such as Meat, Seafood, Pork, and Processed food to Hotel, Restaurant, Supermarket in Jakarta and Bali.</p> <p>2 subsidiary companies for distribution.</p> <p>PT Sinar Pangan Pratama - Handling and distributing Pork products.</p> <p>PT Surya Cipta Pangan - Handling and distributing Meat, Seafood, and Grocery products.</p> |                                      |  |
| Type of Business:                   | Importer/Distributor, Wholesaler  | Customer(s):                         | Food Manufacturing, Food Service/HORECA, Retail - Club Store/Warehouse, Retail - Supermarket/Grocery |
| Facilities:                         | Dry and Frozen facilities   | Geographic Region(s) Served:         | Java and Bali island   |
| Industry Segment(s):                | Confectionery, Foodservice/HRI, Frozen, Retail, Seafood, Snacks, Specialty/Gourmet  |                                      |  |
| Shipping and Quotation Preferences  |   |                                      |  |
| Preferred Incoterm(s):              | DDP   | Consolidator(s) in the US:           | None   |
| Preferred Port(s) of Import:        |   | Preferred Port(s) of Export from US: | None   |
| Product Information                 |   |                                      |  |
| Attributes of Interest:             | All Natural, Dairy, Frozen, Halal, Halal Uncertified  |                                      |  |
| Capacity to Import:                 | Dairy Products, Frozen Products, Meat Products  | Cannot Import:                       | alcoholic product  |
| Products of Interest at this Event: |   |                                      |  |
| Bakery Products                     | Cookies   | Ready-to-Eat Cookies                 |  |



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# Seafood Buyers Mission at 2023 Seafood Expo North America

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### BUYER PROFILES

|                          |                                    |   |
|--------------------------|------------------------------------|---|
| Bakery Products          | Granola                            | Mixed/Trail Mix   |
|                          |                                    | Plain Granola   |
|                          |                                    | Sweetened/Flavored Granola  |
|                          | Milled Products (Flours, Starches) | Cereal Grains   |
|                          |                                    | Potato Flakes   |
|                          | Pastries/Tarts/Pies                | Ready-to-Eat Pastries & Tarts                                       |
| Beverages                | Juices                             | Fruit Juice   |
|                          |                                    | Other Juices  |
|                          | Sweetened/Soft-Drinks              | Soda/Pop  |
| Confectionery            | Chocolate Confectionery            | Chocolate Tablets/Squares   |
|                          |                                    | Chocolate with Toys   |
|                          |                                    | Seasonal Chocolate  |
| Dairy & Related Products | Dairy                              | Butter  |
|                          |                                    | Cream Cheese  |
|                          |                                    | Yogurt Products & Sour Milk Drinks                                  |
|                          | Non-Dairy                          | Cheese  |
| Fish & Seafood           | Finfish                            | Atlantic Salmon   |
|                          |                                    | Cods  |
|                          |                                    | Halibut   |
|                          |                                    | Pacific Salmon  |
|                          |                                    | Sea Bass (Centropristis striata)                                    |
|                          |                                    | Trout   |
|                          | Other Fish & Seafood               | Caviar  |
|                          |                                    | Cured/Smoked Fish   |
|                          |                                    | Roe   |
|                          | Shellfish                          | Abalone   |
|                          |                                    | Blue Mussel (Mytilus edulis)  |
|                          |                                    | Boston/Longfin Squid (Loligo pealeii/Doryteuthis (Amerigo) pealeii) |
|                          |                                    | Conch/Whelk   |
|                          |                                    | Oyster  |

**INDONESIA**

**PT Anugerah Berkat Mandiri Bersama**



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### BUYER PROFILES

|   |                  |   |
|---|------------------|---|
| Fish & Seafood                          | Shellfish        | Sea Scallop ( <i>Placopecten magellanicus</i> ) |
|   |                  | Sea Urchin                                      |
| Meats & Related Products                | Beef/Bovine      | Loin  |
|   |                  | Other products                                  |
|   |                  | Processed products                              |
|   |                  | Sirloin   |
|   | Pork             | Belly   |
|   |                  | Bones   |
|   |                  | Leg   |
|   |                  | Loin  |
|   |                  | Pig Fat/Lard                                    |
|   |                  | Processed meats                                 |
|   |                  | Ribs  |
|   |                  | Shoulder  |
|   | Poultry (Turkey) | Whole Turkey                                    |
|   | Processed Meats  | Bacon   |
|   |                  | Cold Cuts                                       |
|   |                  | Hot Dogs  |
|   |                  | Jerky/Dried                                     |
|   |                  | Meatballs                                       |
|   |                  | Pattie/Hamburger                                |
|   |                  | Sausage   |
| Ready Meals                             | Soup             | Soup, Canned                                    |
| Sauces, Dressings, Spreads & Condiments | Condiments       |   |
|   | Dips             | Dip, Other                                      |
|   | Dressings        |   |
|   | Spreads          |   |
| Spices & Seasonings                     | Herbs            | Dried/Ground Herb                               |
|   | Spice            | Dry Spice                                       |
| Sweet/Savory Snacks                     | Chips/Crisps     | Potato Chips                                    |

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## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

|                        |              |                     |
|------------------------|--------------|---------------------|
| Sweet/Savory Snacks    | Chips/Crisps | Tortilla/Corn Chips |
|                        | Fruit Snacks | Fruit Snacks        |
|                        | Meat Snacks  | Meat Sticks         |
|                        | Popcorn      | Microwave Popcorn   |
|                        | Pretzels     | Hard Pretzels       |
|                        |              | Soft Pretzels       |
| Additional Information |              |                     |
|                        |              |                     |

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# Seafood Buyers Mission at 2023 Seafood Expo North America

## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

#### INDONESIA

#### PT. Masuya Graha Trikenca

| Contact Information                |   |                                      |   |
|------------------------------------|---|--------------------------------------|---|
| Title                              | Name / Email / Phone  |                                      |   |
| Purchasing Manager                 | Available upon registration (go to "My Activities" if you already registered)   |                                      |   |
| Company Information                |   |                                      |   |
| Company Address:                   | Available Upon Registration   | Website:                             | <a href="http://www.masuya.co.id">http://www.masuya.co.id</a>   |
| Company Phone:                     | Available Upon Registration   | Year Founded:                        | 1989  |
| Company Description:               | Has over 30 years experience in imports and distribution.   |                                      |   |
| Type of Business:                  | Distributor, Importer, Importer/Distributor   | Customer(s):                         | Food Manufacturing, Food Service/HORECA, Retail - Club Store/Warehouse, Retail - Convenience, Retail - Department Store, Retail - Discount Store, Retail - Drugstore, Retail - Natural/Organic/Healthy, Retail - Other (Non-Food), Retail - Specialty/Gourmet, Retail - Supermarket/Grocery |
| Facilities:                        | Frozen, Refrigerated Warehouse, Dry Warehouse, Trucking (refrigerated). Sales team for both foodservice & retail segment in each branch | Geographic Region(s) Served:         | Indonesia Nationwide  |
| Industry Segment(s):               | Bakery, Beverages, Confectionery, Food Ingredients, Foodservice/HRI, Frozen, Private Label, Retail, Seafood, Snacks, Specialty/Gourmet  |                                      |   |
| Shipping and Quotation Preferences |   |                                      |   |
| Preferred Incoterm(s):             | CIF   | Consolidator(s) in the US:           | None  |
| Preferred Port(s) of Import:       | Port Tanjung Priok, Jakarta   | Preferred Port(s) of Export from US: | None  |
| Product Information                |   |                                      |   |
| Attributes of Interest:            | Chilled, Dairy, Dried/Dehydrated, Halal, Low Fat, Non-Dairy, Plant Based, Vegan, Vegetarian   |                                      |   |



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# Seafood Buyers Mission at 2023 Seafood Expo North America

## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

|                        |   |   |                   |
|------------------------|---|---|-------------------|
| Capacity to Import:    | Alcoholic Beverages,Chilled Products,Dairy Products,Frozen Products,Meat Products | Cannot Import:                            |                   |
|                        | Products of Interest at this Event:   |   |                   |
| Fish & Seafood         | Finfish   | Atlantic Mackerel (Scomber scombrus)      |                   |
|                        |   | Atlantic Salmon                           |                   |
|                        |   | Cods                                      |                   |
|                        |   | Hake                                      |                   |
|                        |   | Halibut                                   |                   |
|                        |   | Monkfish (Lophius americanus)             |                   |
|                        |   | Pacific Salmon                            |                   |
|                        |   | Perch, Ocean (Sebastes marinus)           |                   |
|                        |   | Sea Bass (Centropristis striata)          |                   |
|                        |   | Trout                                     |                   |
|                        |   | Tuna                                      |                   |
|                        |   | Other Fish & Seafood                      | Cured/Smoked Fish |
|                        | Shellfish   | Abalone                                   |                   |
|                        |   | American Lobster (Homarus americanus)     |                   |
|                        |   | Blue Mussel (Mytilus edulis)              |                   |
|                        |   | Clams                                     |                   |
|                        |   | Crab                                      |                   |
|                        |   | Oyster                                    |                   |
|                        |   | Sea Scallop (Placopecten magellanicus)    |                   |
|                        |   | Shortfin/Illex Squid (Illex illecebrosus) |                   |
| Additional Information |   |   |                   |
|                        |   |   |                   |

INDONESIA

PT. Masuya Graha Trikencana



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# Seafood Buyers Mission at 2023 Seafood Expo North America

## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

#### LATVIA

#### Reaton Food and Delicatessen

| Contact Information                 |   |   |  |
|-------------------------------------|---|---|--|
| <b>Title</b>                        | <b>Name / Email / Phone</b>   |   |  |
| Fish & Seafood Category Manager     | Available upon registration (go to "My Activities" if you already registered)   |   |  |
| Company Information                 |   |   |  |
| <b>Company Address:</b>             | Available Upon Registration   | <b>Website:</b>                             | www.reaton.lv  |
| <b>Company Phone:</b>               | Available Upon Registration   | <b>Year Founded:</b>                        | 1988   |
| <b>Company Description:</b>         | Reaton is a Latvia based high quality food specialist, that supplies the food service industry in all three baltic countries Lithuania, Latvia and Estonia. Beside the delivery food service supply they run 2 Delicatessen shops and 1 Cash & Carry market. the about 50 Mio.\$ turnover comes 80% from food service and 20% from retail. About 30% of the turnover comes from seafood. Reaton gets 2 - 3 deliveries a week of fresh seafood supply from Paris Rungis. |   |  |
| <b>Type of Business:</b>            | Importer/Distributor, Wholesaler  | <b>Customer(s):</b>                         | FoodService/HORECA,Retail - Specialty/Gourmet,Retail - Supermarket/Grocery |
| <b>Facilities:</b>                  | Head office + store houses + 1 Cash & Carry Market + 2 Delicatessen shops in Latvia, Sales offices in Lithuania and Estonia   | <b>Geographic Region(s) Served:</b>         | Baltics: Latvia, Lithuania, Estonia  |
| <b>Industry Segment(s):</b>         | Foodservice/HRI, Frozen, Seafood  |   |  |
| Shipping and Quotation Preferences  |   |   |  |
| <b>Preferred Incoterm(s):</b>       | to be discussed   | <b>Consolidator(s) in the US:</b>           | None   |
| <b>Preferred Port(s) of Import:</b> |   | <b>Preferred Port(s) of Export from US:</b> | None   |
| Product Information                 |   |   |  |
| <b>Attributes of Interest:</b>      | Chilled,Frozen  |   |  |
| <b>Capacity to Import:</b>          | Chilled Products,Frozen Products  | <b>Cannot Import:</b>                       | none   |
| Products of Interest at this Event: |   |   |  |
| Fish & Seafood                      | Finfish   | American Eel (Anguilla rostrata)            |  |
|                                     |   | Dogfish (Squalus acanthias)                 |  |



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|                        |                      |   |
|------------------------|----------------------|---|
| Fish & Seafood         | Finfish              | Monkfish ( <i>Lophius americanus</i> )  |
|                        |                      | Pacific Salmon  |
|                        | Other Fish & Seafood |   |
|                        | Shellfish            | American Lobster ( <i>Homarus americanus</i> )                                      |
|                        |                      | Boston/Longfin Squid ( <i>Loligo pealei</i> /Doryteuthis (Amerigo) <i>pealeii</i> ) |
|                        |                      | California Squid ( <i>Loligo opalescens</i> )                                       |
|                        |                      | Clams   |
|                        |                      | Crab  |
|                        |                      | Cuttlefish  |
|                        |                      | Sea Scallop ( <i>Placopecten magellanicus</i> )                                     |
|                        |                      | Shortfin/Illex Squid ( <i>Illex illecebrosus</i> )                                  |
| Additional Information |                      |   |

**LATVIA**

**Reaton Food and Delicatessen**



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## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

#### PERU

#### Seafrost SAC

| Contact Information                |   |                                      |  |
|------------------------------------|---|--------------------------------------|--|
| Title                              | Name / Email / Phone  |                                      |  |
| Business Development Manager       | Available upon registration (go to "My Activities" if you already registered)   |                                      |  |
| Company Information                |   |                                      |  |
| Company Address:                   | Available Upon Registration   | Website:                             | www.seafrost.com.pe  |
| Company Phone:                     | Available Upon Registration   | Year Founded:                        | 1998   |
| Company Description:               | SEAFROST is located in the north of Peru, in the industrial area of Paita. Founded in 1995 by Don Marcello Bologna (who arrived from Italy to Peru) and his partners Andrea, Bruno, and Antonio brings more than 50 years of expertise and knowledge of the seafood frozen products industry. The company is one of the main Peruvian Seafood companies, specializing in the processing and distribution of frozen seafood products. The company has rapidly become one of the top Peruvian seafood processors on a wide range of items such as frozen, boiled, dried, and canned products like finfish, loligo squid, giant squid, octopus, tuna, shrimps, and scallops, with two plants and 1,500 employees, importing from the U.S, Europe, and Latin America. |                                      |  |
| Type of Business:                  | Importer/Distributor, Manufacturer  | Customer(s):                         | Food Manufacturing, Food Service/HO RECA, Retail - Convenience, Retail - Specialty/Gourmet |
| Facilities:                        | Seafrost has two plants located in Paita and manages its own fleet of vessels.  | Geographic Region(s) Served:         | Peru nationwide, besides exporting to more than 40 countries.                              |
| Industry Segment(s):               | Frozen  |                                      |  |
| Shipping and Quotation Preferences |   |                                      |  |
| Preferred Incoterm(s):             | CFR, FOB or CIF   | Consolidator(s) in the US:           | None   |
| Preferred Port(s) of Import:       |   | Preferred Port(s) of Export from US: | Los Angeles, CA; Miami, FL; Port Everglades, FL; Seattle, WA; Tacoma, WA                   |
| Product Information                |   |                                      |  |
| Attributes of Interest:            | All Natural, Sustainably Produced   |                                      |  |
| Capacity to Import:                | Frozen Products   | Cannot Import:                       | n/a  |



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### BUYER PROFILES

| Products of Interest at this Event: |                      |  |
|-------------------------------------|----------------------|--|
| Fish & Seafood                      | Finfish              | Atlantic Herring (Clupea harengus)                                 |
|                                     |                      | Atlantic Mackerel (Scomber scombrus)                               |
|                                     |                      | Atlantic Salmon  |
|                                     |                      | Hake   |
|                                     |                      | Monkfish (Lophius americanus)                                      |
|                                     |                      | Pacific Salmon   |
|                                     |                      | Perch, Ocean (Sebastes marinus)                                    |
|                                     |                      | Sea Bass (Centropristis striata)                                   |
|                                     | Other Fish & Seafood | Cured/Smoked Fish  |
|                                     |                      | Other fish & seafood   |
|                                     | Shellfish            | American Lobster (Homarus americanus)                              |
|                                     |                      | Boston/Longfin Squid (Loligo pealei/Doryteuthis (Amerigo) pealeii) |
|                                     |                      | California Squid (Loligo opalescens)                               |
|                                     |                      | Cuttlefish   |
|                                     |                      | Shortfin/Illex Squid (Illex illecebrosus)                          |
| Additional Information              |                      |  |
|                                     |                      |  |

PERU

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## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

#### SINGAPORE

#### Fish International Sourcing House Pte Ltd

| Contact Information                 |  |   |  |
|-------------------------------------|--|---|--|
| <b>Title</b>                        | <b>Name / Email / Phone</b>  |   |  |
| Mr.                                 | Available upon registration (go to "My Activities" if you already registered)  |   |  |
| Company Information                 |  |   |  |
| <b>Company Address:</b>             | Available Upon Registration  | <b>Website:</b>                             | www.fishsingapore.com  |
| <b>Company Phone:</b>               | Available Upon Registration  | <b>Year Founded:</b>                        |  |
| <b>Company Description:</b>         | Headquartered in Singapore, FISH is an international seafood company with 4 processing facilities in China, Indonesia, Japan and Malaysia and sales offices in Brunei, Hong Kong, Singapore and Taiwan. Backed by over 50 years of experience, FISH specialises in the manufacturing, distribution, import and export of high quality deep frozen seafood products to the USA, China, the EU, the Middle East, Russia and Southeast Asia. Through an effective and efficient procurement, production and distribution system, the company aims to deliver the best quality seafood products to its customers. The company processes 24000 MT of seafood each year. |   |  |
| <b>Type of Business:</b>            | Distributor, Importer, Importer/Distributor, Manufacturer, Retailer  | <b>Customer(s):</b>                         | Animal Feed Industry, Food Service/HORECA, Retail - Convenience, Retail - Discount Store, Retail - Internet/TV, Retail - Natural/Organic/Healthy, Retail - Specialty/Gourmet, Retail - Supermarket/Grocery |
| <b>Facilities:</b>                  | Automatic bandsaw, -60 degree Celcius cold room thermoforming machines, smoking equipment, RF defrosting, nitrogen freezer.  | <b>Geographic Region(s) Served:</b>         | Asia, South East Asia, Middle-East, South America, Central America   |
| <b>Industry Segment(s):</b>         | Frozen, Pet Food, Seafood  |   |  |
| Shipping and Quotation Preferences  |  |   |  |
| <b>Preferred Incoterm(s):</b>       | CFR, CIF   | <b>Consolidator(s) in the US:</b>           | None   |
| <b>Preferred Port(s) of Import:</b> |  | <b>Preferred Port(s) of Export from US:</b> | None   |
| Product Information                 |  |   |  |
| <b>Attributes of Interest:</b>      | 100% Organic, Chilled, Halal, Kosher, Natural, Plant Based, Sustainably Produced   |   |  |



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### BUYER PROFILES

|  |   |                       |       |
|--|---|-----------------------|-------|
| <b>Capacity to Import:</b>                 | Alcoholic Beverages,Biotech/GMO,Chilled Products,Dairy Products,Frozen Products,Meat Products | <b>Cannot Import:</b> | None. |
| <b>Products of Interest at this Event:</b> |   |                       |       |
| Fish & Seafood                             | Finfish   |                       |       |
|  | Shellfish   |                       |       |
| <b>Additional Information</b>              |   |                       |       |
|  |   |                       |       |

**SINGAPORE**

**Fish International Sourcing House Pte Ltd**



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# Seafood Buyers Mission at 2023 Seafood Expo North America

## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

#### SOUTH KOREA

#### **CJ Freshway Co. Ltd**

| Contact Information                 |  |   |   |
|-------------------------------------|--|---|---|
| <b>Title</b>                        | <b>Name / Email / Phone</b>  |   |   |
| Manager                             | Available upon registration (go to "My Activities" if you already registered)  |   |   |
| Company Information                 |  |   |   |
| <b>Company Address:</b>             | Available Upon Registration  | <b>Website:</b>                             | http://www.cj.net   |
| <b>Company Phone:</b>               | Available Upon Registration  | <b>Year Founded:</b>                        | 2002  |
| <b>Company Description:</b>         | CJ Freshway, a world best food distributor and food service company with global supply chains, is creating healthy and delicious food culture. |   |   |
| <b>Type of Business:</b>            | Distributor, FoodService/HORECA, Importer/Distributor, Manufacturer, Wholesaler  | <b>Customer(s):</b>                         | Food Manufacturing, FoodService/HORECA, Retail - Discount Store, Retail - Drugstore, Retail - Internet/TV, Retail - Supermarket/Grocery |
| <b>Facilities:</b>                  | Logistics center, Warehouse, R&D center, etc.  | <b>Geographic Region(s) Served:</b>         | Korea nationwide and overseas counties as well  |
| <b>Industry Segment(s):</b>         | Bakery, Beverages, Confectionery, Food Ingredients, Foodservice/HRI, Frozen, Private Label, Retail, Snacks, Specialty/Gourmet                  |   |   |
| Shipping and Quotation Preferences  |  |   |   |
| <b>Preferred Incoterm(s):</b>       | EXW/FOB/CFR  | <b>Consolidator(s) in the US:</b>           | None  |
| <b>Preferred Port(s) of Import:</b> | Busan  | <b>Preferred Port(s) of Export from US:</b> | Long Beach, CA; Los Angeles, CA; Baltimore, MD; Newark, NJ; Newark, NY; El Paso, TX; Seattle, WA; Tacoma, WA                            |
| Product Information                 |  |   |   |
| <b>Attributes of Interest:</b>      | Frozen   |   |   |
| <b>Capacity to Import:</b>          | Chilled Products, Dairy Products, Frozen Products, Meat Products   | <b>Cannot Import:</b>                       | Alcoholic beverage  |
| Products of Interest at this Event: |  |   |   |
| Fish & Seafood                      | Finfish  | American Eel (Anguilla rostrata)            |   |
|                                     |  | Atlantic Salmon                             |   |
|                                     | Other Fish & Seafood   | Ready Meals                                 |   |



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### BUYER PROFILES

|                        |           |  |
|------------------------|-----------|--|
| Fish & Seafood         | Shellfish | American Lobster (Homarus americanus)  |
|                        |           | Blue Mussel (Mytilus edulis)           |
|                        |           | Clams                                  |
|                        |           | Sea Scallop (Placopecten magellanicus) |
| Additional Information |           |  |
|                        |           |  |

**SOUTH KOREA**

**CJ Freshway Co. Ltd**



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## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

#### SOUTH KOREA

#### **New Port Co Ltd**

| Contact Information                 |  |  |                                    |
|-------------------------------------|--|--|------------------------------------|
| <b>Title</b>                        | <b>Name / Email / Phone</b>  |  |                                    |
| President                           | Available upon registration (go to "My Activities" if you already registered)  |  |                                    |
| Company Information                 |  |  |                                    |
| <b>Company Address:</b>             | Available Upon Registration  | <b>Website:</b>  |                                    |
| <b>Company Phone:</b>               | Available Upon Registration  | <b>Year Founded:</b>   | 1997                               |
| <b>Company Description:</b>         | This company imports dogfish, skate, Illex squid, etc. from the US and other seafood products including baby octopus from Vietnam. The company seeks to expand purchases of northeast U.S. seafood products. |  |                                    |
| <b>Type of Business:</b>            | Distributor, FoodService/HORECA, Importer, Importer/Distributor  | <b>Customer(s):</b>  | FoodService/HORECA                 |
| <b>Facilities:</b>                  | Warehouse, Sale office, etc.   | <b>Geographic Region(s) Served:</b>  | Korea nationwide                   |
| <b>Industry Segment(s):</b>         | Foodservice/HRI, Seafood   |  |                                    |
| Shipping and Quotation Preferences  |  |  |                                    |
| <b>Preferred Incoterm(s):</b>       | FOB, CIF   | <b>Consolidator(s) in the US:</b>  | None                               |
| <b>Preferred Port(s) of Import:</b> | Busan  | <b>Preferred Port(s) of Export from US:</b>  | None                               |
| Product Information                 |  |  |                                    |
| <b>Attributes of Interest:</b>      | Frozen   |  |                                    |
| <b>Capacity to Import:</b>          | Frozen Products  | <b>Cannot Import:</b>  | alcoholic beverages, meat products |
| Products of Interest at this Event: |  |  |                                    |
| Fish & Seafood                      | Finfish  | American Eel ( <i>Anguilla rostrata</i> )  |                                    |
|                                     |  | Dogfish ( <i>Squalus acanthias</i> )   |                                    |
|                                     |  | Monkfish ( <i>Lophius americanus</i> )   |                                    |
|                                     |  | Skate ( <i>Bathyraja</i> or <i>Raja</i> spp.)  |                                    |
|                                     | Shellfish  | Boston/Longfin Squid ( <i>Loligo pealei</i> /Doryteuthis ( <i>Amerigo</i> ) <i>pealeii</i> ) |                                    |
|                                     |  | Shortfin/Illex Squid ( <i>Illex illecebrosus</i> )   |                                    |



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**Boston, MA 03/11/2023 - 03/11/2023**  
**BUYER PROFILES**

**Additional Information**

**SOUTH KOREA**

**New Port Co Ltd**



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## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

#### TAIWAN

#### Abounding Nature Resources Co., Ltd

| Contact Information                 |  |   |                        |
|-------------------------------------|--|---|------------------------|
| <b>Title</b>                        | <b>Name / Email / Phone</b>  |   |                        |
| Purchasing Manager                  | Available upon registration (go to "My Activities" if you already registered)  |   |                        |
| Company Information                 |  |   |                        |
| <b>Company Address:</b>             | Available Upon Registration  | <b>Website:</b>                             |                        |
| <b>Company Phone:</b>               | Available Upon Registration  | <b>Year Founded:</b>                        |                        |
| <b>Company Description:</b>         | Established in Taipei, Taiwan in 2012, Abounding Nature Resources has been dedicated to importing high-end seafood products for its customers across the spectrum of the F&B industry, from wholesalers, fine-dining restaurants, to retailers and food manufacturers. Products we import come mainly from the west coast of the USA, including: geoduck, oysters, Dungeness crabs, shrimp, sea urchins, wild salmon, etc. In addition to the Taiwan market, we sell seafood to China and Hong Kong. Currently, we are sourcing quality frozen lobsters to grow business potential with our customers. |   |                        |
| <b>Type of Business:</b>            | Importer, Wholesaler   | <b>Customer(s):</b>                         | FoodService/HORECA     |
| <b>Facilities:</b>                  | Cooler, Truck, water tanks   | <b>Geographic Region(s) Served:</b>         | Whole island of Taiwan |
| <b>Industry Segment(s):</b>         | Seafood  |   |                        |
| Shipping and Quotation Preferences  |  |   |                        |
| <b>Preferred Incoterm(s):</b>       |  | <b>Consolidator(s) in the US:</b>           | Kent, WA               |
| <b>Preferred Port(s) of Import:</b> | Port of Taipei   | <b>Preferred Port(s) of Export from US:</b> | Seattle, WA            |
| Product Information                 |  |   |                        |
| <b>Attributes of Interest:</b>      | All Natural  |   |                        |
| <b>Capacity to Import:</b>          | Chilled Products,Frozen Products   | <b>Cannot Import:</b>                       | N/A                    |
| Products of Interest at this Event: |  |   |                        |
| Fish & Seafood                      | Finfish  | American Eel ( <i>Anguilla rostrata</i> )   |                        |
|                                     |  | Perch, Ocean ( <i>Sebastes marinus</i> )    |                        |
|                                     |  | Scup/Porgy ( <i>Stenotomus chrysops</i> )   |                        |
|                                     |  | Sea Bass ( <i>Centropristis striata</i> )   |                        |



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|                        |           |   |
|------------------------|-----------|---|
| Fish & Seafood         | Shellfish | American Lobster ( <i>Homarus americanus</i> )  |
|                        |           | Blue Mussel ( <i>Mytilus edulis</i> )           |
|                        |           | Clams   |
|                        |           | Crab  |
|                        |           | Oyster  |
|                        |           | Sea Scallop ( <i>Placopecten magellanicus</i> ) |
| Additional Information |           |   |
| FAS buyer              |           |   |

TAIWAN

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### BUYER PROFILES

#### TAIWAN

#### Gourmet's Partner Ltd.

| Contact Information                 |   |                                      |   |
|-------------------------------------|---|--------------------------------------|---|
| Title                               | Name / Email / Phone  |                                      |   |
| Sales Manager                       | Available upon registration (go to "My Activities" if you already registered)   |                                      |   |
| Company Information                 |   |                                      |   |
| Company Address:                    | Available Upon Registration   | Website:                             | <a href="http://www.gourmetspartner.com.tw">http://www.gourmetspartner.com.tw</a> |
| Company Phone:                      | Available Upon Registration   | Year Founded:                        |   |
| Company Description:                | <p>Gourmet's Partner is a company specializing in exquisite fine cuisine and pastry industry, providing various product selections mainly from Europe, but also from USA, Canada, Australia and Japan with brand recognition and truly quality assurance. You can learn our product category from "Dairy"(butter, cream, cheese), "Perishable ingredients"(fresh mushrooms, oysters, meat), "Pastry ingredients"(chocolate, frozen fruit puree and IQF fruits), "Grocery"(pasta, tomato sauce, olive oil, dried mushroom and Balsamic vinegar, "Classic European fine food"(Iberian pork and ham, caviar, truffles, foie gras and fleur de sel, Every single product we carried and presented has been selected among the best in their category. Business operation is covering food service, retailer, franchised-chain, pastry shop, manufacturer and air catering. Friendly communication and constant technical support are the main reasons to drive business growing with customer satisfaction. Tailor-made recipes and specific product sourcing are also our strength to stand out the leading position of Gourmet's Partner Ltd. Last but not least, Gourmet's Partner aims to develop the finest dining culture and best service provided to our customers, of course, to be the best partner that all customers can rely on.</p> |                                      |   |
| Type of Business:                   | Importer/Distributor, Retailer  | Customer(s):                         |   |
| Facilities:                         |   | Geographic Region(s) Served:         |   |
| Industry Segment(s):                |   |                                      |   |
| Shipping and Quotation Preferences  |   |                                      |   |
| Preferred Incoterm(s):              |   | Consolidator(s) in the US:           |   |
| Preferred Port(s) of Import:        |   | Preferred Port(s) of Export from US: |   |
| Product Information                 |   |                                      |   |
| Attributes of Interest:             |   |                                      |   |
| Capacity to Import:                 |   | Cannot Import:                       |   |
| Products of Interest at this Event: |   |                                      |   |



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**Seafood Buyers Mission at 2023 Seafood Expo North America**  
**Boston, MA 03/11/2023 - 03/11/2023**  
**BUYER PROFILES**

**Additional Information**

**TAIWAN**

**Gourmet's Partner Ltd.**



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# Seafood Buyers Mission at 2023 Seafood Expo North America

## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

#### TAIWAN

#### Hi-Rich Seafood Enterprise Co., LTD.

| Contact Information                 |  |   |  |
|-------------------------------------|--|---|--|
| Title                               | Name / Email / Phone   |   |  |
|                                     | Available upon registration (go to "My Activities" if you already registered)  |   |  |
| Company Information                 |  |   |  |
| Company Address:                    | Available Upon Registration  | Website:                                      | N/A  |
| Company Phone:                      | Available Upon Registration  | Year Founded:                                 |  |
| Company Description:                | Hi-Rich Seafood Enterprise Co., LTD is founded by a group of seafood aficionados in Taipei, Taiwan in 2002. By handling clients and international traders (suppliers) with knowledgeable experience and honesty, Hi-Rich is able to build up a trust-worthy and strong relationship with international traders (suppliers) and local customer. In order to reach out to markets throughout Taiwan, Hi-Rich set up branches in Taipei, Taichung and Kaohsiung respectively with sales agent and employees, covering a wider service to clients island-wide. |   |  |
| Type of Business:                   | Importer/Distributor   | Customer(s):                                  | Food Manufacturing, Food Service/HO RECA, Retail - Convenience, Retail - Discount Store, Retail - Internet/TV, Retail - Other (Non-Food) |
| Facilities:                         | storage  | Geographic Region(s) Served:                  | Taiwan   |
| Industry Segment(s):                | Seafood  |   |  |
| Shipping and Quotation Preferences  |  |   |  |
| Preferred Incoterm(s):              | CFR  | Consolidator(s) in the US:                    | None   |
| Preferred Port(s) of Import:        |  | Preferred Port(s) of Export from US:          | None   |
| Product Information                 |  |   |  |
| Attributes of Interest:             | Frozen   |   |  |
| Capacity to Import:                 | Chilled Products, Frozen Products  | Cannot Import:                                | Live   |
| Products of Interest at this Event: |  |   |  |
| Fish & Seafood                      | Finfish  | Atlantic Mackerel ( <i>Scomber scombrus</i> ) |  |
|                                     |  | Perch, Ocean ( <i>Sebastes marinus</i> )      |  |
|                                     |  | Sea Bass ( <i>Centropristis striata</i> )     |  |



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### BUYER PROFILES

|                        |           |   |
|------------------------|-----------|---|
| Fish & Seafood         | Shellfish | American Lobster (Homarus americanus)     |
|                        |           | California Squid (Loligo opalescens)      |
|                        |           | Sea Scallop (Placopecten magellanicus)    |
|                        |           | Shortfin/Illex Squid (Illex illecebrosus) |
| Additional Information |           |   |
|                        |           |   |

TAIWAN

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# Seafood Buyers Mission at 2023 Seafood Expo North America

## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

#### TAIWAN

#### Seafood and Meat Corp

| Contact Information                 |   |                                       |   |
|-------------------------------------|---|---------------------------------------|---|
| Title                               | Name / Email / Phone  |                                       |   |
| Sales Manager                       | Available upon registration (go to "My Activities" if you already registered)   |                                       |   |
| Company Information                 |   |                                       |   |
| Company Address:                    | Available Upon Registration   | Website:                              |   |
| Company Phone:                      | Available Upon Registration   | Year Founded:                         |   |
| Company Description:                | Since 2016, Seafood & Meat Corp. has been operating in international seafood trading and running a seafood-focused restaurant alongside a retail shop. We import and distribute a wide variety of seafood, including live and frozen, with categories ranging from lobsters, king crabs, oysters, scallop, to uni and abalone. Our main customers are wholesalers and hotel and restaurant end-users. |                                       |   |
| Type of Business:                   | Importer/Distributor, Retailer  | Customer(s):                          | Retail - Department Store, Retail - Internet/TV, Retail - Specialty/Gourmet, Retail - Supermarket/Grocery |
| Facilities:                         | Water tank, Freezer, Kitchen facilities   | Geographic Region(s) Served:          | Taiwan  |
| Industry Segment(s):                | Seafood   |                                       |   |
| Shipping and Quotation Preferences  |   |                                       |   |
| Preferred Incoterm(s):              | CIF   | Consolidator(s) in the US:            | None  |
| Preferred Port(s) of Import:        |   | Preferred Port(s) of Export from US:  |   |
| Product Information                 |   |                                       |   |
| Attributes of Interest:             | All Natural   |                                       |   |
| Capacity to Import:                 | Frozen Products, Meat Products  | Cannot Import:                        | N/A   |
| Products of Interest at this Event: |   |                                       |   |
| Fish & Seafood                      | Shellfish   | American Lobster (Homarus americanus) |   |
| Additional Information              |   |                                       |   |
| FAS buyer                           |   |                                       |   |



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# Seafood Buyers Mission at 2023 Seafood Expo North America

## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

#### TAIWAN

#### Yen & Brothers Enterprise Co., LTD.

| Contact Information                 |  |  |   |
|-------------------------------------|--|--|---|
| Title                               | Name / Email / Phone   |  |   |
| Buyer                               | Available upon registration (go to "My Activities" if you already registered)  |  |   |
| Company Information                 |  |  |   |
| Company Address:                    | Available Upon Registration  | Website:                                       | <a href="https://www.yens.com.tw/web/en-us/index.html">https://www.yens.com.tw/web/en-us/index.html</a> |
| Company Phone:                      | Available Upon Registration  | Year Founded:                                  | 1968  |
| Company Description:                | Yen & Brothers is a well-known company which is doing frozen seafood business in Taiwan for half of a century. They have their own cold storage, logistic team (delivering trucks), processing factories, and multiple branches in Taiwan. |  |   |
| Type of Business:                   | Broker, Distributor, Importer, Manufacturer  | Customer(s):                                   | Food Manufacturing, Food Service/HORECA, Retail - Internet/TV, Retail - Supermarket/Grocery             |
| Facilities:                         | Processing factories, cold storage raw material processing plant, prepared food processing plant.  | Geographic Region(s) Served:                   | All over the world. Taiwan, USA, Brazil, Europe, Asia, China, Australia, and New Zealand.               |
| Industry Segment(s):                | Frozen, Seafood  |  |   |
| Shipping and Quotation Preferences  |  |  |   |
| Preferred Incoterm(s):              | FOB  | Consolidator(s) in the US:                     | None  |
| Preferred Port(s) of Import:        | Kaohsiung, Taiwan  | Preferred Port(s) of Export from US:           | None  |
| Product Information                 |  |  |   |
| Attributes of Interest:             | Frozen, Halal, Kosher  |  |   |
| Capacity to Import:                 | Frozen Products  | Cannot Import:                                 | alcohol and medicine.   |
| Products of Interest at this Event: |  |  |   |
| Fish & Seafood                      | Finfish  | Perch, Ocean ( <i>Sebastes marinus</i> )       |   |
|                                     | Shellfish  | American Lobster ( <i>Homarus americanus</i> ) |   |



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# Seafood Buyers Mission at 2023 Seafood Expo North America

## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

|                        |           |   |
|------------------------|-----------|---|
| Fish & Seafood         | Shellfish | Boston/Longfin Squid ( <i>Loligo pealei</i> /Doryteuthis (Amerigo) <i>pealeii</i> ) |
|                        |           | Shortfin/Illex Squid ( <i>Illex illecebrosus</i> )                                  |
| Additional Information |           |   |
|                        |           |   |

TAIWAN

Yen & Brothers Enterprise Co., LTD.



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# Seafood Buyers Mission at 2023 Seafood Expo North America

## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

#### THAILAND

#### Central Food Wholesales Ltd

| Contact Information                            |  |                                      |                       |
|--|--|--------------------------------------|-----------------------|
| Title  | Name / Email / Phone   |                                      |                       |
| Head of Commercial Seafood and Processed Foods | Available upon registration (go to "My Activities" if you already registered)  |                                      |                       |
| Company Information                            |  |                                      |                       |
| Company Address:                               | Available Upon Registration  | Website:                             | www.centralgroup.com  |
| Company Phone:                                 | Available Upon Registration  | Year Founded:                        | 1956                  |
| Company Description:                           | <p>Central Food Wholesale is the wholesale food division of the Central Group in Thailand. The group consists of several publicly listed entities and has over 80,000 employees.</p> <p>Central Group is a leader in the retail and service business in Thailand. We consist of a variety of diverse investments in various corporations, each of which has become the leader in retail, property development, hospitality, and food &amp; beverage industries. We focus on core businesses, core brands, brand commitment, striving to be number one in the mind of consumers in each segment, and creating differentiation in brand experience through "quality" products and services.</p> <p>Central Group continue to strengthen our position in the marketplace, both domestically and internationally, with its branches all over the country. International branches include Italy, Denmark, Indonesia, and Vietnam.</p> |                                      |                       |
| Type of Business:                              | FoodService/HORECA, Importer/Distributor, Retailer, Wholesaler   | Customer(s):                         | FoodService/HORECA    |
| Facilities:                                    | Wholesale stores, located in Bangkok and expanding nationwide. B2B online platform   | Geographic Region(s) Served:         | Nationwide. Thailand. |
| Industry Segment(s):                           | Frozen, Private Label, Retail, Seafood   |                                      |                       |
| Shipping and Quotation Preferences             |  |                                      |                       |
| Preferred Incoterm(s):                         | CIF and CNF  | Consolidator(s) in the US:           | None                  |
| Preferred Port(s) of Import:                   |  | Preferred Port(s) of Export from US: | None                  |
| Product Information                            |  |                                      |                       |
| Attributes of Interest:                        | Chilled,Dairy,Sustainably Produced   |                                      |                       |



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**Seafood Buyers Mission at 2023 Seafood Expo North America**  
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**BUYER PROFILES**

|  |   |                   |      |
|--|---|-------------------|------|
| Capacity to Import:  | Chilled Products,Dairy Products,Frozen Products,Meat Products | Cannot Import:    | None |
| Products of Interest at this Event:  |   |                   |      |
| Dairy & Related Products   | Dairy   | Butter            |      |
|  |   | Buttermilk        |      |
|  |   | Cheese & Curd     |      |
|  |   | Cream             |      |
|  |   | Dairy Other       |      |
|  | Non-Dairy   | Cheese            |      |
| Fish & Seafood   | Finfish   | Cods              |      |
|  |   | Hake              |      |
|  |   | Halibut           |      |
|  |   | Pacific Salmon    |      |
|  |   | Perch, Freshwater |      |
|  |   | Trout             |      |
|  | Invertebrates   | Jellyfish         |      |
|  |   | Sea Cucumber      |      |
|  | Other Fish & Seafood  | Caviar            |      |
| Shellfish  |   |                   |      |
| Additional Information   |   |                   |      |
| buyer has long experience in the wholesale business with over 18 very successful years in fresh food. Buyer joins Central Group to develop a new model of wholesale business in Thailand. Central Group is the top retailer in Thailand. |   |                   |      |

**THAILAND**

**Central Food Wholesales Ltd**



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# Seafood Buyers Mission at 2023 Seafood Expo North America

## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

#### VIETNAM

#### Hai San Hoang Gia

| Contact Information                 |   |   |   |
|-------------------------------------|---|---|---|
| <b>Title</b>                        | <b>Name / Email / Phone</b>   |   |   |
|                                     | Available upon registration (go to "My Activities" if you already registered)         |   |   |
| Lady Boss                           | Available upon registration (go to "My Activities" if you already registered)         |   |   |
| Company Information                 |   |   |   |
| <b>Company Address:</b>             | Available Upon Registration   | <b>Website:</b>                             | www.haisanhoanggia.com  |
| <b>Company Phone:</b>               | Available Upon Registration   | <b>Year Founded:</b>                        | 2016  |
| <b>Company Description:</b>         | HOANG GIA SEAFOOD (ROYAL SEAFOOD) is one of the premium retail chain of live seafood  |   |   |
| <b>Type of Business:</b>            | Distributor, FoodService/HORECA, Importer, Importer/Distributor, Retailer, Wholesaler | <b>Customer(s):</b>                         | FoodService/HORECA, Retail - Convenience, Retail - Department Store, Retail - Internet/TV, Retail - Supermarket/Grocery |
| <b>Facilities:</b>                  | Office, Warehouses, Outlets, Delivery Vehicles  | <b>Geographic Region(s) Served:</b>         | Vietnam nationwide  |
| <b>Industry Segment(s):</b>         | Foodservice/HRI, Seafood  |   |   |
| Shipping and Quotation Preferences  |   |   |   |
| <b>Preferred Incoterm(s):</b>       | CIF   | <b>Consolidator(s) in the US:</b>           | None  |
| <b>Preferred Port(s) of Import:</b> |   | <b>Preferred Port(s) of Export from US:</b> | None  |
| Product Information                 |   |   |   |
| <b>Attributes of Interest:</b>      | Natural   |   |   |
| <b>Capacity to Import:</b>          | Frozen Products   | <b>Cannot Import:</b>                       | alcoholic   |
| Products of Interest at this Event: |   |   |   |
| Fish & Seafood                      | Finfish   | Atlantic Salmon                             |   |
|                                     |   | Pacific Salmon                              |   |
|                                     | Shellfish   | American Lobster (Homarus americanus)       |   |
|                                     |   | Crab  |   |



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### BUYER PROFILES

|  |           |   |
|--|-----------|---|
| Fish & Seafood   | Shellfish | Oyster  |
|  |           | Sea Scallop ( <i>Placopecten magellanicus</i> ) |
| <b>Additional Information</b>  |           |   |
| <p>Estimated 2020 Total Seafood Imports: \$10,000,000<br/> Total 2020 US Seafood Imports: \$5,000,000</p> <p>Product of Interest</p> <p>American Lobster<br/> Estimated annual purchases: Over 200,000 Lbs<br/> Estimated frequency and volume: Weekly<br/> Product Form: Live</p> <p>Eastern Oyster &amp; Belon Oyster<br/> Estimated annual purchases: Over 10,000 dozen of Jumbo size<br/> Estimated frequency and volume: Weekly<br/> Product Form: Live</p> <p>Clams/Quahogs<br/> Estimated frequency and volume: Weekly<br/> Product Form: Live</p> <p>Blue Mussel<br/> Estimated frequency and volume: Weekly<br/> Product Form: Live</p> <p>Jonah Crab<br/> Estimated frequency and volume: Weekly<br/> Product Form: Live</p> |           |   |

**VIETNAM**

**Hai San Hoang Gia**



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## Boston, MA 03/11/2023 - 03/11/2023

### BUYER PROFILES

#### VIETNAM

#### Pham Gia Phat Export Import Co.

| Contact Information                 |   |   |  |
|-------------------------------------|---|---|--|
| <b>Title</b>                        | <b>Name / Email / Phone</b>   |   |  |
| Director                            | Available upon registration (go to "My Activities" if you already registered) |   |  |
| Company Information                 |   |   |  |
| <b>Company Address:</b>             | Available Upon Registration   | <b>Website:</b>                             | no   |
| <b>Company Phone:</b>               | Available Upon Registration   | <b>Year Founded:</b>                        | 2012   |
| <b>Company Description:</b>         |   |   |  |
| <b>Type of Business:</b>            | Distributor, Importer/Distributor, Wholesaler                                 | <b>Customer(s):</b>                         | FoodService/HORECA, Retail - Supermarket/Grocery |
| <b>Facilities:</b>                  | Office, Proper warehouses, transportation vehicles                            | <b>Geographic Region(s) Served:</b>         | All regions in Vietnam                           |
| <b>Industry Segment(s):</b>         |   |   |  |
| Shipping and Quotation Preferences  |   |   |  |
| <b>Preferred Incoterm(s):</b>       | CIF   | <b>Consolidator(s) in the US:</b>           | None   |
| <b>Preferred Port(s) of Import:</b> |   | <b>Preferred Port(s) of Export from US:</b> | None   |
| Product Information                 |   |   |  |
| <b>Attributes of Interest:</b>      | Frozen  |   |  |
| <b>Capacity to Import:</b>          | Frozen Products   | <b>Cannot Import:</b>                       | N/A  |
| Products of Interest at this Event: |   |   |  |
| Fish & Seafood                      | Finfish   | Atlantic Salmon                             |  |
|                                     |   | Catfish                                     |  |
|                                     |   | Cods  |  |
|                                     |   | Dogfish (Squalus acanthias)                 |  |
|                                     |   | Halibut                                     |  |
|                                     |   | Pacific Salmon                              |  |
|                                     |   | Perch, Ocean (Sebastes marinus)             |  |
|                                     |   | Trout                                       |  |



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### BUYER PROFILES

|  |           |  |
|--|-----------|--|
| Fish & Seafood   | Finfish   | Tuna                                   |
|  | Shellfish | Abalone                                |
|  |           | American Lobster (Homarus americanus)  |
|  |           | Clams                                  |
|  |           | Crab                                   |
|  |           | Oyster                                 |
|  |           | Sea Scallop (Placopecten magellanicus) |
| Additional Information   |           |  |
| Additional Products of Interest:<br>Quahogs / Ocean Quahogs<br>Atlantic Surfclam<br>Jonah Crab<br>Deep Red Sea Crab<br>Rock Crab |           |  |

**VIETNAM**

**Pham Gia Phat Export Import Co.**



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