

COMPANY OVERVIEW

From field to table



Investors

Chumak company was founded by Swedish businessmen Johan Boden and Carl Sturen, supported by Professor Hans Rausing – one of the owners of Tetra Pak company (the leader in production of packaging for food products).

In 2008 investment companies Dragon Capital and East Capital Bering Ukraine Fund jointly bought shares of Professor Hans Rausing & became co-owners of Chumak company.



EAST CAPITAL

Dragon  Capital

Integrity. Strength. Experience.

From field to table

CHUMAK[®]

Chumak today

- Chumak is one of the biggest processors of tomatoes in Central and Eastern Europe
- The biggest producer in Ukraine and only one producer in **the Commonwealth of Independent States**, which uses its own raw materials
- Our general capacity: **89 000 tons per year**, including
 - 67 000 tons of tomato based products
 - 22 000 tons of mayonnaise based products
- Our warehouse capacity: **16 000 pallet places**



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Production. Quality control and certification

Certificate ISO 9001:2009

Certificate ISO 22000:2007

Food Safety System Certification 22000

Yearly audit of Macdonald's independent auditors

Heinz-international audit (Diced cucumbers for Heinz sauces)

Bunge audit (Mayonnaise production)

Regular supervision of UA official controlling units



From field to table

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Assortment

Main categories of products

Ketchup

6 main popular taste, yellow ketchup, ketchup for children

Condiment sauces

10 main popular ready-made sauces based on mayonnaise and tomato

Mayonnaise

5 types of fat and 7 types of package

Tomato group

Tomato paste, Tomato sauces, Passata

Juice, Fruzi

Tomato and fruit juices, and fruit smoothies

Sunflower oil and seeds

Seeds: 8 types of package
OIL: 3 types of bottle

Pasta

12 types of form



From field to table

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Competitive Advantages

- ▶ Growing our own tomatoes allows us to control high quality of our products as tomatoes are delivered from our fields to our factory within 4 hours
- ▶ Control over the quality of raw materials for all our products
- ▶ Our product does not contain any coloring, preservatives, GMO
- ▶ We've got a wide variety of products, that can satisfy all preferences
- ▶ Advanced production technologies help us to save the nutritious treasure of tomatoes – lycopene, which reduces risk of many diseases (including cancer and heart disease)



From field to table

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Ketchup

Chumak ketchup is made from ripe tomatoes picked and pressed the same day. That's why it has such nice natural taste and fragrance. Doesn't contain any GMO, dyes and preservatives.

Assortment:

Delicate has a very soft taste that is popular & much desired by the whole family



Tomato classic taste of ripe tomatoes, warmed by hot Ukrainian sun. Ideal for your favorite sandwich



Barbeque the best Ukrainian tomatoes and spices will give unrivaled flavor for meat and poultry



Chili juicy Ukrainian tomatoes combined with burning red pepper - for thrill-seekers



Delicate for Kids, 200 g made especially for children & according to a special recipe; has an extraordinary delicate sweet taste, 100% natural, without starch.



Yellow, 280g Unique ketchup, only Chumak grows yellow tomato for producing ketchup



Package: doy pack 300g/500g



Package: glass bottle 330g



Package: PET 500 g



Package: pail 5 kg

Storage temperature:
0 - 25° C

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Tomato Paste

Only tomato paste from Chumak will add the taste of juicy, ripe Ukrainian tomatoes to your dishes. To produce 1 kg of Chumak tomato paste we need 6.2 kg of fresh tomatoes.



Package: tetra classic 70g/tin can 420g
Without preservative



Package: glass 200g/350g/450g
Without preservative



Package: pail 1kg/5kg
With preservative

Passata

Package:
glass bottle 760 g



Storage temperature:
0 - 25° C

From field to table

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Pasta sauces

Assortment of Pasta sauces:

- **Arrabiata Spicy**
- **Napolitana** with Oregano and Basil
- **Bascayola** with Mushrooms



Package: glass bottle 440g

Condiment sauces

Assortment of sauces mayonnaise-based:

- **Tartar** delicate sauce with herbs and diced pickles
- **Carpathian** with mushrooms
- **Bulgarian** with sweet pepper
- **Cossack** with horseradish
- **French** with mustard
- **Aioli** with garlic



Package: doy pack 200g, glass bottle 330g

Assortment of sauces tomato-based:

- **Georgian** for meat with Caucasian spices
- **Mexican** with hot pepper - halapenos
- **Texas** barbeque
- **Satsebely**

Storage temperature: 0 - 18° C



From field to table

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Mayonnaise

Chumak mayonnaise is produced without adding any preservatives using innovative ingredient pasteurization (thermal processing) technology. Thanks to pasteurization technology, Chumak mayonnaise has smooth and delicious taste.

Assortment:

- Real
- Provansal
- Olive
- Appetizing
- Light Real
- Lenten



Package: doy pack 192g/385g/576g/750g



Package: pail 850g/4700g

Storage temperature: 0 - 18° C

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Pasta

Pasta Chumak Our delicious pasta is made from the best wheat varieties and it retains shape and does not coalesce after cooking.

Assortment :

- Spaghetti
- Spaghettini
- Noodle
- Fusilli
- Eggs Vermicelli
- Conchiglie
- Pipette
- Penne
- Vermicelli
- Cannelloni
- Pautinka
- Farfalle

Package: soft pack 450g/800g



Pasta Prima of soft wheat

Assortment :

- Spaghetti
- Fusilli
- Penne
- Vermicelli
- Conchiglie
- Pipette

Package: soft pack 450g/800g/3kg/15kg



Storage temperature:
0 - 25° C

From field to table

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Juice + Fruzi

- 100 % natural
- without sugar
- without water
- without preservative

TOMATO FRESH



Package: glass bottle 750g/1L/ 1,8 L

JUICE assortment:

- Apple and Rosehip
- Apple and Apricot
- Apple and Pear
- Apple
- Apple and Grape
- Carrot and Apple
- Peach
- Blackcurrant and Apple
- Multifruit



FRUZI - the mixes of natural fruits, vegetables and berries. FRUZI mixes were created especially for children, as they are 100 % natural & without adding of any sugar or water. Moreover, in order to keep all their best we cover FRUZI mixes with Tetra Classic packs.

FRUZI assortment:

- apple
- apple&strawberry
- berry&apples
- apple&peach
- pear&apple
- apple&carrot
- fruits&chocolate

Package: tetra classic 65g



Storage temperature:
0 - 25° C

From field to table

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Sunflower + Flaxseed Oils

Sunflower oil

Package:
bottle 0,9L/1L/2L/5L



Storage temperature:
0 - 25° C

Flaxseed oil

Package:
glass bottle 250/500 ml



Storage temperature:
0 - 25° C

From field to table

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Sunflower Seeds

Seeds are made from sunflower which is grown in generous Ukrainian fields. We select only whole grains, which are selected by size and carefully roasted for your pleasure.

Assortment :

- Sunflower seeds
- Sunflower seeds salted

Package: soft pack 50g/80g/150g/220g/400g



NEW! Sunflower Seeds «Baidyky»

Assortment :

- Sunflower seeds
- Sunflower seeds salted

Package: soft pack 50g/80g/150gr



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Conservation + Honey

Conservation

Tender sweetish flavor of new green peas of the best varieties and juicy sweet corn grains will add freshness and rich taste to your favorite dishes.

Assortment:

- Green peas
- Sweet corn

Package: tin 340g/420g



Honey

Assortment:

- Acacia Honey
- Buckwheat Honey
- Honey White
- Motley Grass Honey
- Spring Honey



Package: glass 240/400g, pail 500/1000g

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From field to table



Private Label

Our approach to Private Label projects:

- ✓ Responsiveness
- ✓ Flexibility
- ✓ Customization
- ✓ High speed to market

Types of products

Ketchup



Condiments



Mayonnaise



Tomato paste,
Tomato sauces



From field to table

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Ketchup. Packing details and storage conditions of the product

PET, glass, doy pack

Pail

Storage conditions

Shelflife:

Glass – 24 months,
Doy pack - 9 months,
Pail - 6 months.

Temperature: 0-25 C.

Relative humidity: 75%. Once the container is opened, it should be stored at 0 to + 6 °C during max.30 days but till the noted expiry date.



Type of packaging	Minimal order quantity
Glass bottle 330 g	Depends on the specific project and agreements of the Contract
Doy pack 200-300 g	
Doy pack 450- 500 g	
PET 500 g	
Pail 5000 g	



“Chumak” produced “Calve” ketchup for “Unilever” in Ukraine

From field to table



Condiments. Packing details and storage conditions of the product

PET, glass, doy pack

Pail



Storage conditions

Shelflife:
Doy pack - 6 months
at 0-(18) 25 C & relative humidity of 75%. Once the container is opened, it should be stored at 0 to + 6 °C during max. 30 days but till the noted expiry date.

Type of packaging		Minimal order quantity
Doy pack 200 g	(white sauce)	Depends on the specific project and agreements of the Contract
Doy pack 200 g	(red sauce)	
PET 500 g	(red and white sauces)	

From field to table



Mayonnaise. Packing details and storage conditions of the product

Doy pack, PET

Pail (0,85 kg, 4,7 kg)

Storage conditions

Shelflife:

Doy pack - 9months at 0-(18) 25 C & relative humidity of 75%. Once the container is opened, it should be stored at 0 to + 6 ° C during max. 30 days but till the noted expiry date.

The main types of mayonnaise according to content of fat:

- 30-45% (low-calorie),
- 46-55 % (middle-calorie),
- 56-72% (high-calorie)



Type of packaging	Minimal order quantity
Doy pack 192 g	Depends on the specific project and agreements of the Contract
Doy pack 385 g	
Doy pack 576 g	
Doy pack 750 g	
PET 500 g	
Pail 850 g	
Pail 4700 g	



“Chumak” produced “Oleina” mayonnaise for “Bunge” in Ukraine



Tomato paste and sauces. Packing details and storage conditions of the product

Tomato paste – tetra classic, doy pack, glass

Tomato sauces – glass, doy pack



Storage conditions

Tomato paste – 12 months

Tomato sauces – 24 months

at 0 - 25 C & relative humidity 75%.

Type of packaging	Minimal order quantity
Tomato Paste - Tetra classic 70 g	Depends on the specific project and agreements of the Contract
Doy pack 140 g	
Glass – 350-450 g	
Pail 1 000 g	
Pail 5 000 g	
Tomato sauces – glass 350-500 g	
Doy pack – 450 g	



Packaging types for Foodservice



**Pail with dispenser 5 kg, 10 kg
(the dispenser is of multiuse design)**



Doy pack with/without cap 750 g



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Basic requirements to start a Private Label project

- Contract for MOQ of packing material per each item (specified for each category);
- Settled plan for annual / semi-annual / quarterly shipments of each product;
- Settled schedule for orders / payments/ shipments (month / every 2 weeks / week);
- Minimum release quantity according to the noted figures (indicated for each category).



From field to table

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**THANK
YOU!**

From field to table

