

Spanish SME is looking for suppliers of non-refrigerated healthy food products (organic, gluten-free, vegan, Halal-certified, high-protein, etc.)

Summary

Profile type

Business request

Company's country

Spain

POD reference

BRES20250625023

Profile status

PUBLISHED

Type of partnership

Supplier agreement
Commercial agreement

Targeted countries

- **Netherlands**
- **France**
- **Germany**
- **Italy**
- **United Kingdom**

Contact Person

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Term of validity

30 Jun 2025
30 Jun 2026

Last update

30 Jun 2025

General Information

Short summary

Leading distributor in the Canary Islands' food sector, is seeking suppliers of non-refrigerated food products for the local, tourist, and West African markets. The company is particularly interested in products with one or more of the following attributes: healthy, organic, bio, gluten-free, non-GMO, vegan, high-protein, Halal-certified, no added sugars, allergen-free, and plant-based. Looking for long-term commercial agreements with reliable producers or wholesalers.

Full description

The Spanish SME is a well-established company based in the Canary Islands, specializing in the distribution of non-refrigerated food products, with a strong focus on healthy snacks. The company serves three strategic markets: the local Canarian population, the high-volume tourist sector, and emerging markets in West Africa.

One of its core product lines is snack foods, particularly those that align with current consumer trends such as health, sustainability, and dietary-specific needs. The SME is looking to expand its portfolio with a wide variety of non-refrigerated snack items, including but not limited to:

- Healthy snack bars (e.g., granola, fruit, nut or protein bars)
- Dried fruits and nuts
- Vegetable chips and baked snacks
- Plant-based and high-protein snacks
- Gluten-free, vegan, or allergen-free alternatives
- Halal-certified and non-GMO products
- Low-sugar or no added sugar options

The collaboration sought may take the form of a commercial agreement with technical assistance, aimed at introducing new or existing products to the Canarian, European, and West African markets. Joint development, co-branding, or product customization to fit local market needs are also welcome.

Advantages and innovations

The company has extensive experience in import and distribution logistics, as well as established commercial relationships with major retailers and hospitality channels across the islands. Their operational capacity also enables them to serve as a gateway for international brands entering African markets through the Canary Islands.

Technical specification or expertise sought

Partners should have proven expertise in the production, certification, and supply of non-refrigerated food products with added nutritional or functional value. This includes the ability to provide certified products (e.g., organic, Halal, gluten-free, vegan, non-GMO), comply with international food safety and quality standards (such as ISO 22000, BRC, or IFS), and develop clean-label, shelf-stable formulations enriched with prebiotics, probiotics, or plant-based proteins. Experience in packaging technologies that preserve product stability and shelf life, as well as the capacity to adapt products for local market preferences in both European and West African regions, is also sought.

Stage of development

Already on the market

Sustainable Development goals

- **Goal 12: Responsible Consumption and Production**
- **Goal 13: Climate Action**
- **Goal 3: Good Health and Well-being**
- **Goal 8: Decent Work and Economic Growth**
- **Goal 9: Industry, Innovation and Infrastructure**

IPR Status

No IPR applied

IPR Notes

Partner Sought

Expected role of the partner

The company is looking for partners with expertise in the development, certification, and supply of specialized food products, ensuring compliance with international quality and safety standards. Collaboration opportunities may include product innovation, quality assurance, packaging solutions, and market adaptation to meet consumer demands in both European and West African markets.

The company is seeking partners who can provide non-refrigerated food products with one or more of the following attributes: healthy, organic, bio, gluten-free, non-GMO, vegan, high-protein, Halal-certified, no added sugars, allergen-free, enriched with prebiotics and probiotics, plant-based, etc. These partners should have expertise in product development, certification, and supply chain management to support market entry and growth.

Type of partnership

Supplier agreement

Commercial agreement

Type and size of the partner

• **SME 11-49**

• **SME <=10**

• **SME 50 - 249**

• **Big company**

Dissemination

Technology keywords

- **08002003 - Safe production methods**
- **08002004 - Traceability of food**

Targeted countries

- **Netherlands**
- **France**
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Market keywords

- **08005 - Other Industrial Products (not elsewhere classified)**

Sector groups involved