



Kozmetik
Üreticileri ve
Arařtırmacıları
Derneęi

Health, Beauty & Personal Care İstanbul Live Summit

15-16 Nisan 2024,
Elite World İstanbul Basın
Ekspres, İstanbul

Son Başvuru Tarihi
16 Şubat 2024 Cuma



www.kuad.org

KÜAD – WABEL İŐ BİRLİĐİ İLE DÜZENLENEN HEYET ORGANİZASYONUNDA SİZ DE YERİNİZİ ALIN!

Wabel Fransa Paris ve Macaristan BudapeŐte'de iki ofisi olan Avrupa'nın en büyük B2B firmasıdır. Firma 2013 tarihinde sektöre adım atıp Őu ana kadar 50+ etkinlik ile 5000+ firmanın ihracatına katkıda bulunmuŐtur. Őuan için 25 farklı milletten 40 çalıŐanı ile yiyecek, içecek ve sađlık, kozmetik, ev bakım B2B etkinlikleri düzenlemektedir. Yıl ięerisinde 4 farklı noktada İstanbul , BudapeŐte , Londra ve Dubai olmak üzere dünyanın 3 farklı kıtasında bölgeye ve kategorilere özel ikili görölme etkinlikleri düzenlenmektedir.

15-16 Nisan 2024 tarihlerinde Elite World İstanbul Basın Ekspres Otel, İstanbul'da Avrasya Kozmetik ve Ev Bakım Etkinliđi derneđimizce geręekleŐtirilecektir.

Etkinlik kapsamında katılımcı firmaların B2B toplantıları öncesinde online Needl platformuna kaydolarak; firma ve ürün bilgilerini detaylı biçimde sisteme kaydedecek ve alıcı firmaların görölme öncesinde katılımcıların profillerini görüp sadece seçtiđi firmalar ile görölme Őansı olacak.

Bu sistem Wabel etkinliklerini diđer B2B firmalardan ayıran en büyük özellik olmasının yanı sıra, böylece katılan firmalar sadece geręekten ürüne ve firmaya ilgisi olan alıcı ile görölme Őansı yakalamaktadır. Görölmeler daha önceden planlanmış bir program ile 20 dakikalık yüz yüze görölmeler şeklinde organize edilecektir.



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RETAIL



Azerbaijan

NUMBER OF STORES IT WORKS WITH
25+ stores

POSITION
Category Manager

ABOUT
Rossmann is a beauty and personal care retailer. In 2022 the Veyseloglu group of companies which operates in the fields of logistics and distribution in Azerbaijan opened first Rossmann stores in country. In less than a year Rossmann Azerbaijan operates 25+ store locations.

RETAIL



Azerbaijan

NUMBER OF STORES IT WORKS WITH
20 stores

POSITION
Import Manager

ABOUT
Olivia Beauty & Care multi-brand stores were established in 2022, and has a wide assortment of well-known, exclusive and multi brand products from Turkey, Italy, Poland, Korea, England and etc."Olivia" wants to support women. Breaking stereotypes, instilling confidence in them, reminding them that they are beautiful in every way, and encouraging themselves to be attractive, comfortable and as they please, regardless of anything or anyone. Serving more than 19 stores around the country.

olivia.az

RETAIL



Bahrain

TURNOVER €1 million

NUMBER OF STORES IT WORKS WITH
3 stores

POSITION
Owner

ABOUT
Nooh Pharmacy is a retailer which specializes in pharmaceutical and beauty products. Nooh also distributes to supplies medical shops, e-shops, private individuals and many more. Its headquarters is based in Karzakhstan, Bahrain.

www.noohpharmacy.com

RETAIL



Bosnia

NUMBER OF STORES IT WORKS WITH
23 stores & e-commerce

POSITION
General Retail Manager

ABOUT
Didaco Commerce has existed since 1999. From a small family business, it has grown into a company that employs over 150 workers of various profiles. They are one of the most successful business entities and desirable employers in Bosnia and Herzegovina. They have 23+ shops throughout Bosnia and Herzegovina, and that number is growing year by year. In addition to their own stores, they are an exclusive importer and distributor of many products that you find every day on the shelves of hypermarkets, cosmetic chains, hair salons and beauty salons, pharmacies.

didaco.ba

RETAIL



Bosnia

TURNOVER €250+ million

NUMBER OF STORES IT WORKS WITH
76 stores

POSITION
Category Manager

ABOUT
Tropic Maloprodaja is one of the most successful domestic retail chains in Bosnia. It offers wide assortment of food and beverage products as well as households and personal care. It also developed its own brand.

tropic.ba

RETAIL



Bulgaria

TURNOVER €100-200 million

NUMBER OF STORES IT WORKS WITH
71 store

COUNTRIES IT DISTRIBUTES TO
Algeria

PRICE POSITIONING
Low, Core

POSITION
Purchasing Director

ABOUT
MAXIMA BULGARIA is a part of MAXIMA GROUP – a Lithuanian company successfully managing over 1000 supermarkets in Lithuania, Latvia, Estonia, Bulgaria and Poland. With over 18 years of experience in the Bulgarian market with the T MARKET brand, over 122 supermarkets in 69 locations across the country it has become the practical shopping choice for the Bulgarian family. Maxima is one of the fastest growing companies in the country pertaining to its financial performance and presence on the market.

www.maximabulgaria.bg

DISTRIBUTOR



Croatia

TURNOVER €2.5 billion

POSITION
Category Manager

ABOUT
Orbico Group is the leading distributor for a large number of quality globally known brands ranging from beauty care products through food and non food products. Such extensive and diversified range of brands and products portfolio demands high flexibility, openness to constant change, flexible organization and investing in people development and in brands. With a team of passionate professional experts they offer complete and comprehensive business solutions for sales, logistics services, marketing and brand management for brands in their portfolio. Orbico business today stretches from the Baltic to the Black Sea, operating in 20 countries, Orbico today cooperates with more than 180 suppliers, manages more than 500 global and local brands and supplies more than 59000 customers.

www.orbico.com

RETAIL



Egypt

TURNOVER €257 million

NUMBER OF STORES IT WORKS WITH
24 stores


POSITION
AP Manager

ABOUT
Spinneys is Egypt's premier purveyor of the finest quality food and household goods for families to enjoy the benefits of healthy living, with freshness and world-class service at the heart of their daily operations.

Established in 1924, Spinneys is a retail group headquartered in Maadi, Egypt. Its first store in Egypt was opened in 2006. It operates 24 stores as well as an online shop.

spinneys-egypt.com

RETAIL



Egypt

TURNOVER €1.3 billion

NUMBER OF STORES IT WORKS WITH
48 + e-commerce

POSITION
Import Manager

ABOUT
Metro markets Egypt is a retail chain headquartered in Cairo, Egypt. It is a subsidiary of Al Mansour Trading group. Metro Markets is part of the renowned and long established Al Mansour Holding Group. The first ten Metro supermarkets swung into business in both Cairo and Alex. By the beginning of 2009, Metro reached a network of 36 stores covering five different governorates including Cairo, Giza, Alex, Mansoura, Ismailia. Today, Metro has become the biggest food retail chain in the market with a network of 48 outlets servicing several governorates nationwide, further solidifying Metro's position as the biggest chain supermarket in Egypt.

www.metro-markets.com

RETAIL



Egypt

NUMBER OF STORES IT WORKS WITH
16 stores


POSITION
Category Manager

ABOUT
Gourmet Egypt opened its doors in 2008 where everyone could start shopping for all the delicious products curated from around the world that were simply unavailable in mainstream retail shops. Their portfolio ranged from Italian & French farmhouse cheeses to authentic pasta, condiments & Asian fusion.

After nearly 10 years of experience in premium food retail, and with over 16 locations around the country, Gourmet Egypt became synonymous with quality & excellence. When importing restrictions began in 2015, they knew that trouble was on the horizon. As a customer priority is to maintain their long-established standards and ensure that their quality is not sacrificed.

gourmetegypt.com

ONLINE RETAIL



France

TURNOVER €1 million

POSITION
CEO, Founder

ABOUT
Luxamour is a French online retailer dedicated to distributing young luxury brands. The firm allows users to discover and try high-end brands and items through free sampling.

luxamour.fr

RETAIL



Georgia

TURNOVER €390 million

NUMBER OF STORES IT WORKS WITH
390 stores

POSITION
Import Manager

ABOUT
GHG are the largest healthcare services provider in the fast-growing, predominantly privately-owned, Georgian healthcare ecosystem, established in 2015. They lead the market by offering the most comprehensive range of inpatient and outpatient services, targeting the population of the entire country and beyond through our vertically integrated network of hospitals and clinics. They also operate the largest pharmacy and distribution business and are the largest medical insurance provider in the country. Today, the business has its presence across the country through 16 hospitals, 34 clinics and 353 pharmacies. Its headquarters is based in Tbilisi, Georgia.

ghg.com.ge

RETAIL



Greece

NUMBER OF STORES IT WORKS WITH
54 pharmaceutical associations

POSITION
Purchasing Associate

ABOUT
Panhellenic Pharmaceutical Association (PFS) is a retail group which is represented by representatives, elected by the General Assemblies of the local pharmaceutical associations. PFS offers a selection of personal care itames such as VBS, Skin care, Hair care etc.

www.pfs.gr

DISTRIBUTOR



Guinea

TURNOVER €15 million


RETAILER AND STORES IT SUPPLIES
Super U, coccinelle, Prima Center, Imperial, Leader Price

POSITION
Purchasing Manager

ABOUT
Mab Distribution is a company specialized in the Import and distribution of FMCG, food, cosmetics, beauty, and skincare products in the Republic of Guinea. They are the official distributors of multinationals such as Unilever, Colgate & Palmolive, Unihyco France through their sales network throughout Guinea. Mab Distribution was officially established in 2010, when Mr. BahMamadou Alpha (Owner), decided to embark on a new path which, based on his previous solid experience in the Import and distribution segment which enlightens his horizons. In a short time, we have successfully achieved a numerical distribution throughout the whole country.

www.mabdistribution.com

PHARMACY



Hungary

NUMBER OF STORES IT WORKS WITH
18 stores

POSITION
CEO

ABOUT
Founded in 2016, Sipo Patikak is a Hungarian medium-sized pharmacy chain with 18 pharmacies in South Hungary. They also operate online with a large webshop providing many referenes in health & beauty care categories.

sipo.hu

RETAIL



India

TURNOVER €743 million


COUNTRIES IN DISTRICTS TO
India

POSITION
Category Manager


ABOUT
Founded in 2014, Big Basket India's largest online food and grocery store. With over 18,000 products and over a 1000 brands in their catalogue. Bigbasket handles 150000 orders per day, and achieved a turnover of €743 million in 2021 and currently employs more than 35,000 people.

www.bigbasket.com

DISTRIBUTÖR



LEVANT PARTNER

 Iraq

TURNÖVER €4 million

POSITION
CEO

ABOUT
Based in Erbil, Iraq, LEVANT PARTNER group was launched in 2012. The Company is recognized for its strong and established network of distribution, its market knowledge and services activities. Today, Levant Partner LLC boasts a distinguished portfolio of brand including perfumeries, department stores, specialist stores and more.

www.levant-partner.com

DISTRIBUTÖR



golden

 Jordan


RETAILER AND STORES IT SUPPLIES
All pharmacies and hospitals in Jordan

POSITION
Owner


ABOUT
Golden for Drug & Trade was established in 2006 in Jordan. The company is an importer and distributor of food and beverages as well as personal care products. Concerning its distribution channels, the firm distributes its products to various hypermarkets, chain supermarkets, pharmacies, health shops, health food stores and fitness centres throughout the country. Pertaining to its logistics solutions, the importer operates its own distribution centre with controlled temperature and has a fleet of vehicles to facilitate speedy deliveries.

www.goldendrugandtrade.com

RETAIL



magnum

 Kazakhstan


NUMBER OF STORES IT WORKS WITH
200+ stores

POSITION
Import Manager


ABOUT
Magnum has been operating since 2007. For 15 years, they have opened 200+ branches in 14 cities of Kazakhstan. Over the years, it has become the largest trade and retail chain in Kazakhstan and continue to develop dynamically, striving to provide their beloved customers with a wide range of quality goods, low prices and the best service.

magnum.kz

DISTRIBUTÖR



SFS
AL-SULTAN FOOD STUFF CO. S.A.R.L

 Lebanon

TURNÖVER €11 Million

POSITION
Commercial manager

ABOUT
Ivison Sari is a distribution company of Beauty products in Lebanon under the umbrella of Al Sultan Food. They are able to satisfy the Lebanese market with over 60 brands. Al Sultan Food Stuff Co S.A.R.L ranks among the top ten FMCG leading Distributors and Agencies dealing with a wide range of premium and high quality international brands to serve our customers with the finest qualities and services from all around the world.

www.sfs.com.lb

RETAIL



marjane

 Morocco

TURNÖVER €1.1 billion

NUMBER OF STORES IT WORKS WITH
133 stores

POSITION
Head of Purchasing

ABOUT
Established in 1990, Marjane Holding is the number one Moroccan retailer. In 30 years, the company has multiplied its distribution channels, inaugurated 130 stores in 30 cities in the Kingdom and contributed to the development of the purchasing power of Moroccans by offering them quality products, at affordable prices.

www.marjane.ma

RETAIL



Carrefour

 Morocco

TURNÖVER €500 to 1,000 million Euros


NUMBER OF STORES IT WORKS WITH
81 stores

POSITION
Import Manager


ABOUT
Carrefour is a retailer which has been present in Morocco since the year 2009. The company is managed by Majid Al Futtaim and is currently one of Morocco's leading businesses, offering a choice of more than 500,000 food and non-food products. Carrefour Morocco partnered with Label Vie and all stores under this partnership started operating under the banner Carrefour Market.

www.carrefourmaroc.ma

RETAIL



KUDDY COSMETICS

 Nigeria


NUMBER OF STORES IT WORKS WITH
15 stores

POSITION
Purchasing Manager


ABOUT
For over 40 years, Kuddy Cosmetics has been a leading name in the beauty and makeup industry in Nigeria with an availability of over 20,000 skincare and makeup products on shelves in 15 locations in Nigeria. All products are carefully selected to meet the various needs and requirements of all our consumers. In addition to retail and distribution channel management, Kuddy Cosmetics is especially proud of our proficiency in manufacturing an assortment of cosmetics products delicately created by teams of skincare experts to suit a diversity of skin shades and colors.

www.kuddycosmetics.com

RETAIL



SHOPRITE

 Nigeria

TURNÖVER €1 billion

NUMBER OF STORES IT WORKS WITH
76 stores

POSITION
Import Manager

ABOUT
Shoprite boasts of being the biggest supermarket in Nigeria, the main philosophy behind Shoprite is giving customers "lower prices they can trust always" on cosmetics, groceries, and other household appliances in a convenient shopping environment in-store or online. Starting with just eight stores and 400 employees in 1979, our business is now the continent's industry leader by market capitalisation, sales, profit and number of employees and customers. The Group's core business is food retailing, complemented by value-added retail services and offering across a range of industries including technology, financial, pharmaceutical, furniture, telecommunication as well as ticketing businesses.

shoprite.ng

RETAIL



Pakistan

TURNOVER €725 million

NUMBER OF STORES IT WORKS WITH
27 stores

POSITION
Head of Purchasing

ABOUT
Imtiaz, established in 1955, was started as a small corner shop; with the simple idea of selling more for less, this idea has grown over the last 68 years turning Imtiaz into a retail giant on top of its game. Backed with 14000+ employees, 700K+ loyal customers across 12 cities in Pakistan and 27 stores located in Karachi, Lahore, Islamabad, Faisalabad, Gujranwala, Sialkot, Bahawalpur, Gujrat, Sargodha, Vehari, Peshawar, and Quetta. Imtiaz is providing a one-stop solution that offers, 52000+ products, holding 10,000+ brands along with the best prices and promotional deals for its customer base. It is a key competitor of Metro Cash & Carry Pakistan and Carrefour Pakistan.

www.imtiaz.com.pk

RETAIL



Pakistan

TURNOVER €150 Million

POSITION
Purchasing Director

ABOUT
At Bazaar, they are building the commerce and financial services platform for over 5 million businesses in Pakistan. Through an extensive retail distribution network, a simplified raw material sourcing platform, and a suite of financial services to supercharge payments and lending, they are helping businesses across different verticals digitise and grow. Impacting more than 1 Million businesses, in over 50 cities serving 200+ partners.

www.bazaartech.com

DISTRIBUTOR



Poland

TURNOVER €5 million

POSITION
CEO

ABOUT
Milton company specializes in launching new brands and start-ups from around the world on the Polish market. In our offer you will find innovative, exceptional quality and unique brands from different categories. They are constantly looking for new standing brands.

www.miltoncdi.com

DISTRIBUTOR & ONLINE RETAIL



Romania

TURNOVER €2 million

RETAILER AND STORES IT SUPPLIES
Dr. Max, DM, Douglas, Marrionaud and more

POSITION
Executive Manager

ABOUT
SC Mass Global Company is an exclusive distributor of innovative & efficient cosmetics and personal care products in Romania. The company's vision is transparency, effectiveness and care for people inspired by nature to bring healthy, natural cosmetics to its customers created with respect for their well-being and the environment. Apart from the distribution, the firm operates an online store Biocart.eu.

biocart.eu

RETAIL



Romania

TURNOVER €103 million

NUMBER OF STORES IT WORKS WITH
78 stores

POSITION
Import Manager

ABOUT
DM Drogerie Markt Bosnia is a chain of stores located in Bosnia. The firm specializes in the distribution of personal care and beauty products as well as food and beverages. The company is a subsidiary of DM Drogerie Markt and was founded in 2005. The range of products DM has in Bosnia and Herzegovina includes over 15,500 products for beauty and health, for babies and households, food for pets, textile goods and seasonal products, both from well-known international and domestic manufacturers. This diverse range is complemented by 27 DM brands.

www.dm-drogeriemarkt.ba

RETAIL



Russia

TURNOVER €901 million

NUMBER OF STORES IT WORKS WITH
173 stores

POSITION
Import Manager

ABOUT
Azbuka Vkusa is a Russian retailer which was established in 1997. Regarding its distribution channels, it operates 2 distribution centres. Also, the firm provides its own catering and food delivery services. With more 18,000 products in more than 70 countries around the world, Azbuka is on the most recognizable Russian brands.

www.av.com

ONLINE RETAIL



Russia

TURNOVER €100 million

POSITION
Head buyer

ABOUT
Shopping Live is a fashionable interactive online platform with more than 370 global brands of women's, men's and children's clothing, shoes, accessories, cosmetics and household goods.

www.shoppinglive.ru

RETAIL



Saudi Arabia

TURNOVER €70 million

NUMBER OF STORES IT WORKS WITH
20 stores

POSITION
Purchasing Manager

ABOUT
The Al Sadhan Group is a family owned business established in 1952. Its services include real estate, facilities management, food retail and brand development. Al Sadhan Stores operates the company's retail arm employing 1,500 colleagues and has a long history in the market, being the first supermarket to obtain a business licence in Riyadh in 1952. SPAR International began their partnership with Al Sadhan in 2016, soft launching the first SPAR store in the second half of 2017. SPAR International has provided extensive support to Al Sadhan in the lead-up to the store openings including study tours to other SPAR markets and fostering awareness of the SPAR Way of Working. Support was also given in logistics development, supply chain creation and store design.

al-sadhan.com

DISTRIBUTOR



TURNOVER €120 million

POSITION
Import Manager

ABOUT
OMNI is private label implementation specialist providing private label solutions to various global retailers. We actively supply 25 of the major retailers in the world and operate in over 30 destinations. With registered offices in 17 countries, outstanding supplier-retailer relationships, and the offering of favourable payment terms, OMNI forms an end-to-end global sourcing platform that ensures seamless integration and cost efficiencies. OMNI provides a single point of access to more than 6,000 suppliers across the world, as well as the product distribution and transportation resources to extend brands locally, regionally or globally.

www.omnigss.com

FOOD SERVICE/ CATERING



TURNOVER €40 million

POSITION
Purchasing Manager

ABOUT
Established in 1948, Tunisair is the national airline of Tunisia. Its headquarters is based in Tunis, Tunisia. The company is 74% owned by the government and has operations on 4 continents. In November 2021, Tunisair signed a new contract with Tunisie Catering to provide improved and predefined in-flight menus in terms of quality and safety. As a result, in the first quarter 2022, the airline reported an increase of 456% on catering expenditures.

www.tunisair.com

RETAIL



TURNOVER €200 million

NUMBER OF STORES IT WORKS WITH
86 stores

POSITION
Purchasing Director

ABOUT
Monoprix Tunisia is a chain of grocery stores in Tunisia, operated by the Groupe Mabrouk. Its head office is located in Mégrine. As of 2020, Monoprix had a 38% market share in Tunisia and is listed on the Bourse de Tunis since April 1995. The supermarket chain, owned by French retailer Casino, has 89 outlets across the country, with its most recent store opening in the seaside city of Sousse.

www.monoprix.tn

RETAIL



NUMBER OF STORES IT WORKS WITH
4 stores

POSITION
Purchasing Director

ABOUT
Geant is a hypermarket retail chain that has been established in the year 2005 and is headquartered in Houmt El Souk, Tunisia. The firm is a subsidiary of the Casino Group which is one of the leading companies in the world in food trade. The company is considered as the largest sales area in Tunisia as the hypermarket has an area of 12,000 square meters, and 56 stores.

www.geant.tn

RETAIL



NUMBER OF STORES IT WORKS WITH
340 stores

POSITION
Purchasing Manager

ABOUT
Watsons is a well-known cosmetics retailer that has been at the forefront of beauty and care since 1841. With numerous stores worldwide, including several in Turkey, Watsons offers a wide range of products to meet various needs. From lipsticks to foundations, eyeshadow palettes to perfumes, skincare to haircare products, you can find them all at Watsons. They also feature select international cosmetic brands in their aisles, making beauty and self-care accessible to a broad customer base.

www.watsons.com.tr

RETAIL



TURNOVER €200-500 million

POSITION
Category Manager

ABOUT
Gratis is a chain of personal care and cosmetics markets established in Istanbul in 2009. Gratis, which includes many brand-owned products as well as imported brands only in Gratis stores, from makeup products to baby care, from cleaning products to hygiene, home-life products to snacks. Gratis has also been in the Gratis Beauty beauty center since 2017, offering personal care services such as skin, hair, hand and foot care. Gratis serves with more than 81 700 stores in 8 cities. Gratis offers over 30000 references.

www.gratis.com.tr

RETAIL



NUMBER OF STORES IT WORKS WITH
110 stores

POSITION
Category Manager

ABOUT
Rossmann was founded in 1972, introducing Germany to a retailing approach that offered health and personal care products together. Today, with more than 4500 stores and 50 thousand employees, we continue to fully implement our original concept in Germany, Poland, Hungary, Czech Republic, Albania and Turkey and make our customers laugh. Rossmann entered the Turkish market in 2009, they continued the process of merchandising and investments aimed at large city centers without slowing down. They have become one of the biggest brands in the sector in Turkey. Offering products of global and local brands to our customers at "suitable prices", among these products, they have about 40 brands, which they define as Rossmann Quality Brands, and they have close to 4 thousand products that depend on these brands.

www.rossmann.com.tr

DISTRIBUTOR



TURNOVER €15 Million +

NUMBER OF STORES IT WORKS WITH
550 stores

POSITION
CEO

ABOUT
Diacosmo is an importer of luxury beauty products and fashion accessories. The company HQ was established in 1989 in Belgium. Diacosmo operates branches in Germany, the Netherlands and France. It distributes products to more than 10 countries across Europe and Middle East.

www.diacosmo-belgium.com

RETAIL



TURNOVER €1 billion

NUMBER OF STORES IT WORKS WITH
80 stores

POSITION
Purchasing manager

ABOUT
Al Safeer Group, a diversified conglomerate bringing you a variation offering the choicest of shopping and entertainment across the Gulf with interests in retail, shopping malls, cinemas, food outlets, real estate, furniture, manufacturing, advertising, trading and more! Its headquarters is based in Sharjah, United Arab Emirates.

www.safeergroup.com

DISTRIBUTOR



TURNOVER €15 Million +

POSITION
CEO

ABOUT
Diacosmo is an importer of luxury beauty products and fashion accessories. The company HQ was established in 1989 in Belgium. Diacosmo operates branches in Germany, the Netherlands and France. It distributes products to more than 10 countries across Europe and Middle East.

www.diacosmo-france.fr

RETAIL



TURNOVER €7.4 billion

NUMBER OF STORES IT WORKS WITH
246 stores

COUNTRIES IN DISTRIBUTES TO
Middle East, Asia, USA and Europe.

POSITION
Import Manager

ABOUT
LULU GROUP INTERNATIONAL (LuLu Group) is a highly diversified conglomerate with successful business entities in strategic locations worldwide. Worldwide operations cover business divisions in retail segment for the popular hypermarket brand, shopping mall destinations, food processing plants, wholesale distribution, hospitality properties, and real estate development. Retail stores present in the UAE, India, Saudi Arabia, Qatar, Bahrain, Kuwait, Oman, Egypt, Malaysia, and Indonesia; with distribution companies located in India, US, Europe, Middle East countries, and the Philippines and more trading offices expected to rise in Turkey, and Vietnam.

www.luluhypermarket.com

RETAIL



TURNOVER €575 million

RETAILERS AND STORES IT SUPPLIES
Burger King, Subway, Texas Chicken, PizzaExpress, Choithrams, Aswaaq Supermarket, 800 Pharmacy, Viva Supermarket,

POSITION
Category Manager

ABOUT
Talabat was started in Kuwait in 2004 and has grown quite a lot over the past 17 years. Today, they deliver hundreds of millions of food orders, grocery items and other products per year, to their customers in nine countries throughout the region. Their food delivery business works with over 27,000 brands and almost 50,000 branches, while their q-commerce concept, talabat mart, now delivers groceries to customers in Bahrain, Egypt, Jordan, Kuwait, Oman Qatar, and the UAE in 30 minutes or less! Talabat achieves an annual turnover of €575 million. Its headquarters is based in Dubai, United Arab Emirates.

www.talabat.com

DISTRIBUTOR



TURNOVER €3 million

POSITION
Director

ABOUT
Established in 2015, Unicorn Global Limited specialises in the import and export of FMCG products in food and non-food categories. With regards to its distribution channels, it supplies airport shops, superstores, embassy shops for direct supply to Diplomats, government contracts, hotels and night clubs based in African, Middle East and many Asian countries. Additionally, it operates branches in India as well as Africa. Concerning its logistics solutions, it has collaborated with various famous shipping lines and airlines for the smooth delivery of its products.

www.uniconglobal.uk

RETAIL



NUMBER OF STORES IT WORKS WITH
108 stores

POSITION
Category Manager

ABOUT
Makro is an Uzbek supermarket chain headquartered in Tashkent. The company operates a network of 108 stores across 25 urban areas in Uzbekistan, making it the country's largest food retailer by store count. The company has 3,500 employees. Makro claims to command 20% of market share in Tashkent and around 5% of market share nationally.

www.makromarket.uz

RETAIL



TURNOVER €731 million

NUMBER OF STORES IT WORKS WITH
52 stores

POSITION
Import Manager

ABOUT
Anglesey Food started as convenience stores and by 2001 they started to operate under the name korzinka.uz in Uzbekistan. The stores welcome around 10000 customers each day. A national brand with an extensive experience in food retailing and related products, Korzinka supermarket guarantees high quality. There are many benefits to shop with Korzinka, they provide a wide variety of foods and non-foods daily specials and discounts, product samplings in store.

korzinka.uz

SPECIALIST



NUMBER OF STORES IT WORKS WITH
30+ stores

POSITION
Category Manager

ABOUT
Magnit Uzbekistan is a cosmetic retail shop operating under the banner M Cosmetic. The company is a subsidiary of one of Russia's largest food retailers Magnit. Constantly growing, Magnit opens new store location in Uzbekistan monthly. The average sales area of "M Cosmetic" is 230 sq.m., the range includes more than 9,000 goods.

mcosmetic.uz

DISTRIBUTOR

Daymon

Worldwide

TURNOVER €500+ million

POSITION

Business Development Manager

ABOUT

Daymon is the world's largest Private Brand agency, we combine a global presence with strong relationships through decades of partnerships with manufacturers, retailers, and brands.

www.daymon.com

**KÜAD – WABEL
İŞ BİRLİĞİ İLE DÜZENLENEN
HEYET ORGANİZASYONUNDA
SİZ DE YERİNİZİ ALIN!**

PROGRAM

15 Nisan – Varıř ve Hazırlık Günü:

14:00 – 19:00 – Kayıt (Ürünlerle Stant Düzenlenmesi)

16:00 – 18:00 – Perakende Turu (Watsons , Gratis , Rossmann)

18: 30 – 19:30 – Avrasya Marketinin Potansiyeli ve Trendler Sunumu

20:00 – 22:00 – Akřam Yemeđi

16 Nisan – Toplantı Günü:

06:30 – 08:00 – Kahvaltı

08:00 – 12:00 – B2B 20 dakikalık toplantılar

12:00 – 13:00 – Öğle Yemeđi

13.00 – 18:30 – B2B 20 dakikalık toplantılar

20:00 – 00:00 – Akřam Yemeđi, Ödül Töreni
ve Sürpriz Eğlenceli Gösteriler

- Alıcılarla gün içinde 08:00 – 18:30 saatleri arasında buluşulacaktır.
- Kategorinizin her bir alıcısıyla sabah 08:00 – 18:30 saatleri arasında 20 dakikalık özel yüz yüze görüşme imkanınız olacaktır.
- Toplantılar kategoriye özeldir. Ürün hattınızdan sorumlu olan doğru alıcılarla buluşma imkânınız olacaktır.



ÜCRETE DAHİL OLAN HİZMETLER

- 1) Konaklama:** Etkinliđin düzenlendiđi otelde 2 gece konaklama
- 2) Yemekler:** 15 Nisan ve 16 Nisan " Kokteylli Akřam Yemekleri " – toplantılarınızdan önce tüm alıcılarla networking imkanı, 16 Nisan tüm katılımcılarla kahvaltı ve öğle yemeđi ve kahve molaları.
- 3) Paket bazında alıcılarla görüşme sayısı:** Wabel Ekibi tarafından düzenlenen alıcılarla ürün kategorisi eşleşmesine göre önceden planlanmış tam gün (8:00 – 18:30) toplantılar.
- 4) Ürün Sergileme Alanı:** Görüşmeler ve numuneler için özel bir alana sahip T-şeklinde masalar (4m2)
- 5) Profil kitapçığı:** Her alıcının kişisel iletişim bilgileri.
- 6) Alıcıların tercih ettiđi "The Most Innovative Product" Yarışmasına Katılım –** Kazanan, bir sonraki etkinlik için %50 indirim ve sosyal medya platformlarında ücretsiz reklam hakkı kazanır.



ENTRY

10 toplantı – 1 kişi

Business Matchmaking
Ürün Sergileme Alanı (4m2)
Profil Kitapçığı
Yemek Paketi (Welcome Dinner,
Öğle Yemeği ve Kahve Molaları)
2 Gece 1 Single Oda Konaklama

4.500 €

SMART

14 toplantı – 1 kişi

Business Matchmaking
Ürün Sergileme Alanı (4m2)
Profil Kitapçığı,
Yemek Paketi (Welcome Dinner,
Öğle Yemeği ve Kahve Molaları),
2 Gece 1 Single Oda Konaklama

5.500 €

PREMIUM

18 toplantı – 2 kişi

Business Matchmaking
Ürün Sergileme Alanı (6m2)
Profil Kitapçığı,
Yemek Paketi (Welcome Dinner,
Öğle Yemeği ve Kahve Molaları),
2 Gece 2 Single Oda Konaklama
Sponsorluk

6.500 €

Önemli:

Pakete ek katılımcı yapmak isteyen firmaların Cultivo Events ile iletişime geçmesi gerekmektedir.
Konaklama yapmayacak firmaların Cultivo Events ile iletişime geçmesi gerekmektedir.

Detaylı Bilgi İçin

cultivoevents

Organizasyon + Danışmanlık

**CULTIVO ORGANİZASYON TURİZM
REKLAM VE TİCARET LTD. ŞTİ.**

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Kozmetik
Üreticileri ve
Araştırmacıları
Derneği