



Delta Capital Partners Ltd.



The Group



***ZAHARNI ZAVODI is the largest food
production complex in Bulgaria***

Delta Capital Partners Ltd.



Who We Are?

*ZAHARNI ZAVODI PLC is
a private Bulgarian company with holding structure,
founded in 1912.*

*For more than 100 years ZAHARNI ZAVODI has been
a leading manufacturer of sugar, confectionary and
ethyl alcohol in Bulgaria.*



Who We Are?

*The group ZAHARNI ZAVODI includes
several production plants:*

- Sugar refinery;*
- Confectionery plant;*
- Ethyl alcohol distillery with DDGS plant;*
- Printing house;*
- Thermal Power plant;*
- Repairing and Mechanical plant;*



Our Mission

***A social responsible company,
quality goods produced in different product
lines, providing trust, security and prosperity
for our clients, employees and partners.***

Business units

Sugar plant



- Refinery – **capacity** for raw sugar processing;
- **European quality of sugar** – 45 ICUMSA;
 - **IFS & ISO 22 000 Certification;**
- **Approved supplier** of KRAFT FOODS; Nestle Bulgaria; Danone; Pepsi Co; Actavis
 - **Four silos for bulk sugar storage**

Business units

Sugar sales



1 kg



0,5 kg.



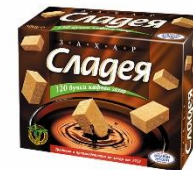
White cubs



Lucky cubs



Brown sugar



Brown cubs

- *The only producer of sugar cubes in Bulgaria & the only sugar producer packaging sugar in retail packaging;*
 - *Strong local brand - SLADEA;*
- *Private label for METRO, BILLA, PENNY, COOP,*

Business units

Ethanol distillery



- *Equipment and technological process according to German standards for Alcohol Industry;*
 - **ISO 9001:2008/HACCP Certification & Ethanol REACH Registration;**
- **85 % Export sales** – clients in Italy, Austria, Germany, Greece, Romania, Italy, Spain, Turkey.

Business units

Printing house



- *Specialized in production of packing made of paper, cardboard, polyethylene, polypropylene, aluminium foil and other materials;*
- *Three different printing technologies – offset printing, flexographic and rotogravure printing;*
 - *ISO 22 000 Certification.*



Business units

Thermal Power plant



- *Total installed steam generation capacity - 83 MWh*
- *Total installed electricity power generation capacity - 12 MWh*

Business units

Repairing and Mechanical plant



- *Wide range of production capacities – mechanical processing of rotary and prismatic parts, gear shaping, balancing of high-velocity rotating parts, cold deformation of sheet materials, TIG – MIG – MAG welding, blacksmith's and carpenter's services, pattern-mould box equipment,*

• *ISO 9001:2008 Certification*



Business units

Confectionary plant



- *Established in 1910 as an independent company, owned by ZAHARNI ZAVODI since 1927;*
 - *One of the oldest and well-known confectionary producers in Bulgaria.*

Business units

Confectionary plant



The factory is specialized in the production of:

- **Hard candies;**
- **Soft candies;**
- **Jelly bonbons;**
 - **Wafers;**
- **Turkish Delight;**
 - **Halva;**

Confectionary

Hard candy



- *Created in 1953, the brand Lukcheta is a market leader at the Bulgarian hard candies market;*
 - *The weighted distribution of the brand is 98%;*
 - *The market share of the brand is 42%.*



Confectionary

Hard candy



- *The brand Temenuzhka & similar drops products are second hard candy product at the market;*
 - *The weighted distribution of this products is more than 80%;*
 - *The market share is 14%.*



Confectionary

Soft candy & jelly



- *ZAHARNI ZAVODI is market leader in volume at the market of soft candy & jelly;*
- *ZAHARNI ZAVODI produces jelly bonbons with three types of gelling agent – pectin, gelatin and agar-agar;*
- *The company produces the traditional brand Limonovi Rezanki, which has been produced by the company for more than 50 years.*



Confectionary

Soft candy & jelly



- *ZAHARNI ZAVODI's brand Mentina is the second brand in the category after Haribo; The target of the brand are modern young people;*
 - *The market share of the brand is 12%.*

Confectionary

Soft candy & jelly



- ZAHARNI ZAVODI offers chewing candies in a wide range of flavors – from fine milk and cream taste, through aromatic and sweet caramel, up to plenty of succulent fruit flavors and mixtures. Each flavor is available different packages.



Confectionary

Turkish delight

Споделете аромата
на празника!



- *ZAHARNI ZAVODI is a market leader in the category with 80% market share;*
- *The designs of the packaging are one of the most recognized pictures at the market.*



Confectionary

Halva



- *ZAHARNI ZAVODI is the second player in the category with 20% market share;*
- *Traditions and very good quality are the characteristics of our product.*



Confectionary

Wafers



- The segment is one of the main priorities for ZAHARNI ZAVODI to increase sells;
 - The brand Chaika is well known with good distribution.



Confectionary

Retail sales



FANTASTICO



- *Direct contracts with all national retail stores;*
- *Product under private label – METRO, LIDL, Piccadilly.*



Confectionary

Mentina®

Top
Jelly®

ТЕМЕНУЖКА

MATEO

ЛИМОНОВИ РЕЗАНКИ®
ЖЕЛЕ БОНБОНИ

ЧАЙКА

Луцета®

Jelly
FUN

Карамел
Лакта

Емър®

- **Key elements of success:**
 - Traditional & Quality products;
 - National distribution;
 - Very well known brands.

КРЪЦ®
КРЪЦ