



OTTO FRANCK
IMPORT



**We Import
Delight**

FROZEN FOOD



Open for Your Potential

We have always handpicked, so to speak, by carefully selecting our suppliers and products to serve our customers. It all started with a delivery of sultanas from Greece. That was in 1920.

The quality of the goods and the smooth processing were so well received by the customers of company founder Otto Franck that further products followed in the same month: first Brazilian whole rice and Superior Santo green coffee. Later cigars, matches and canned milk.

Today with over 1,500 products, Otto Franck Import GmbH & Co. KG stands for variety and freshness from all over the world. For high availability, for service and advice as well as for smooth logistics. Thanks to the best contacts and long-standing relationships, we are able to import outstanding quality at great prices all year round.

Over the decades, we have established a broad product portfolio on the market for our canned food division. With well-known and popular store brands as well as for the labels and private brands of our customers. Otto Franck Import has also always been a reliable partner in the frozen products, espresso and ice-cream ingredients sectors.



Responsibility as a family tradition: Stefan, Dr. Rudolf, Monika and Florian Kraus (left to right) lead the 3rd and 4th generation of the company.

And in the future? We of course also have many new goals for the coming decades. For example, we want to expand our export business. Our experience in sourcing and logistics will enable us to develop further international markets. Various product developments and packaging innovations are already raring to go. We will also continue to expand our expertise in the area of organically produced food. We want to intensify our sustainability efforts, invest further and establish higher social standards together with our suppliers. And last but not least, work cooperatively with non-profit organisations and local stakeholders on projects for the sustainable management of fishery resources.

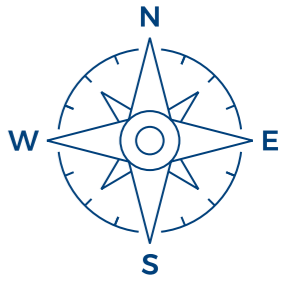
Thank you very much for accompanying us on this journey.

Sincerely Kraus Family and Team



SERVICE & LOGISTICS

Reliable. On Time. Personal.



The food import business is constantly changing. We can face it. With proven processes. With perfectly networked logistics. With personal advice and lots of fresh ideas.

Success needs partners. You can always rely on us. Just as we can trust our long-standing partners 100 per cent. This provides security, even with special requests or product specifications. In close exchange with customers and suppliers, we address these issues. We identify new sources of supply worldwide, offer you seamless service and are always there for you: from protective individual quick freezing to packaging through to delivery as requested.

Otto Franck delivers:

- › reliably and on time
- › outstanding product quality
- › competent and personal advice
- › transparency and security
- › great prices

Seamless cold chain and logistics

The basis for our all-round service is experienced logistics. We take over the entire cold and supply chain from producer to delivery. This helps to keep your storage and financing costs low. At our head office in Augsburg, Germany we run our own state-of-the-art cold store. In order to avoid delivery bottlenecks, we constantly have more than 300 different frozen products in various brands available for disposition.



In addition, we use a strong network of forwarding and warehousing service providers. Our merchandise management system makes it possible at any time to trace back each delivery using the production code. In the case of fish products, we can even trace where and when the processed fish was caught.

- › IFS-certified logistics with seamless cold chain
- › Complete handling from the place of origin to customer's warehouse
- › Shipment, customs clearance and storage
- › Individually commissioned pallet deliveries
- › Delivery of full container loads

International Enjoyment

The world is full of delicacies. We import them. Discover the comprehensive Otto Franck frozen-food range and its many advantages.

You will experience the high standards of Otto Franck Import long before tasting our approximately 600 frozen products. For us, enjoyment begins with cooperation. Reliable and punctual processing is just as much a matter of course for us as the uncompromising quality of our branded and commercial goods.

Whether raw materials or processed products, fruit, vegetables, fish, soup additions or many other food specialities: We offer you the whole world of first-class frozen food at great prices.



La Perla is popular with our customers far beyond the borders of Europe. For over three decades, the main Otto Franck brand has stood for quality, trust and variety with its wide range of products.



Selected high-quality fruits are the guarantee of the premium brand **Bakery's Finest**. Specifically our customers from the bakery and confectionery sectors appreciate these delicious frozen fruits.



The OFRI brand stands for Otto Franck Import and thus for over 40 years of exceptional quality. In our range of frozen specialities, it is the guarantor for authentic products, which we produce according to our own traditional recipes.



Fish & Seafood

Delicacies from the High Seas to Fresh Water

Fresh fish, crunchy prawns, delicious mussels and molluscs - the frozen Otto Franck fish & seafood range includes all that and more.



Gentle breeding, sustainable fishing.
Our hand-picked selection takes responsibility
for future generations.

Quality from the Best Sources

Whether sea fish or freshwater fish, natural or breaded, whole or in pieces: The wide range of Otto Franck fish offers quality for every taste. Just like our seafood range. Under the brand La Perla we present you high-quality food specialities.



Salmon: Fillet Steaks from Norway

Our most popular fish is salmon. For our assortment we only import frozen salmon from fresh raw material from Norwegian aquacultures. That means: raised in farms that maintain long-term contractual relationships with production facilities. By breeding with sustainable feeding systems, we can guarantee excellent quality throughout. Vacuum packed as whole trimmed fillets or ready-made portions. Raw as well as smoked to perfection.



CLASSICS AND SPECIALITIES FROM OUR SELECTION

- › **Salmon and salmon fillets** with or without skin
- › **Prawns** with or without heads, raw, peeled or cooked
- › **Molluscs such as squid, cuttlefish and octopus** whole, with body, without heads, in tentacles or in breaded rings
- › **Seafood mixes**
- › **Fillets of freshwater fish**
- › **Sea fish and sea fish fillets**
- › **Shellfish** from mussels to lobsters



Not All Prawns Are the Same

A wide variety of prawn types and qualities are available on the international markets. We only include the best in our product range. In addition to popular seawater prawns and freshwater prawns from conventional farming, we are one of the few importers to offer untreated black tiger prawns from extensive aquaculture. This so-called „mangrove prawn“ grows completely naturally in its original habitat. The catch is made gently with traps, sorted by hand. Argentine red prawns from the wild (southwest Atlantic) round off our wide range of prawns.



Whole or in Cuts

Poultry and poultry cuts have been an important focus of the Otto Franck Import range for many years. We are specialised in geese, ducks, chickens and turkeys from European breeding. We pay strict attention to the quality of movement opportunity and feed on site.

Our Poultry Trading Principles

We attach great importance to the welfare of the individual animals. Our geese and ducks are exclusively free-range. The animals themselves can decide whether they prefer to stay on the meadow or in an air-conditioned stable.

All our suppliers of ducks and geese are certified and authenticate their animal welfare practices for us and our customers. We reject the live plucking of animals. Also based on principle, stuffed geese are not traded by us for animal protection reasons. We offer chicken breast fillet in particular as a pure natural product without processing with liquid seasoning.

This commitment pays off: Regular tests in independent laboratories confirm the high quality of our products. Our customers can only confirm that.



Oat-fed geese: The animals are offered oats in addition to the natural food they find on the meadow.



OUR MOST POPULAR POULTRY PRODUCTS

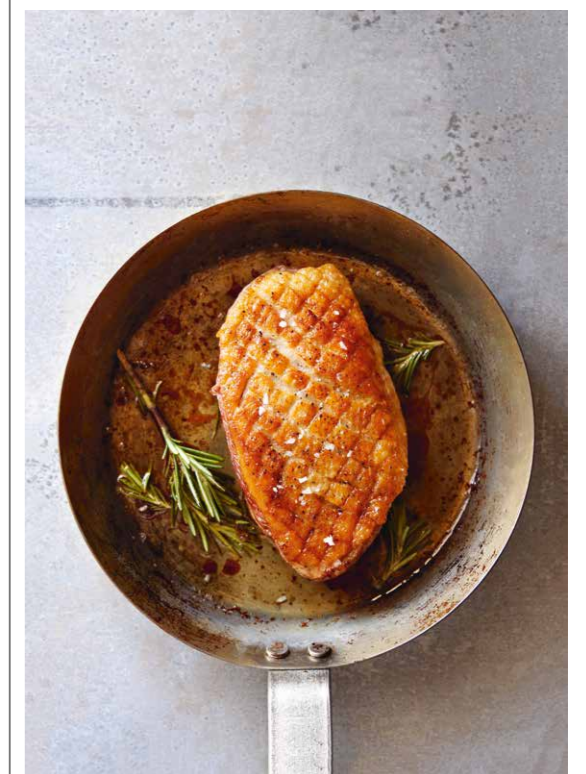
- › Oat-fed geese and geese cuts (Poland and Hungary)
- › Grilling ducks, roast ducks and duck cuts (France, Poland and Hungary)
- › Turkeys and turkey cuts (Germany, France and Poland)
- › Grilled and fried chicken (Poland and Hungary)
- › Chicken cuts (Poland)

Always the Right Choice

Especially restaurants and canteen kitchens appreciate the variety of our poultry assortment. We offer chickens and ducks in three different versions.

- › **Ready to roast** = with innards and bones
- › **Ready to grill** = without innards, can be put directly on grill skewers
- › **De-boned** = boneless, can be cut and processed directly

This way you get the right product for every dish. Saving time and waste.



Just Like Freshly Picked

Ripe, hand-picked fruits of the best quality and exclusively from selected, certified producers: That is what every package of Otto Franck frozen berries and fruit contains.

OUR MOST POPULAR FRUITS

- › Sun-ripened highland raspberries from the south of Serbia with a wonderfully intense aroma
- › „Senga Sengana“ strawberries from Poland, very fruity and with nearly continuous red pulp
- › Hand-pitted plum halves of the „Stanley“ and „Cancanska rodna“ varieties from Serbia
- › Sour cherry varieties with low stone tolerance: „Oblacinska“ from Serbia and „Lutowka“ from Poland



First Choice for Cakes, Pies & Co.

Under the brand Bakery's Finest we offer a large selection especially for bakers and confectioners. First-class goods of consistently high quality, which we purchase directly from reliable South-eastern European and South American fruit packers.

IN ADDITION, OUR FROZEN FRUIT ASSORTMENT INCLUDES

- › Wild blueberries
- › Red and black currants
- › Blackberries and gooseberries
- › Lingonberries and cranberries
- › Berry blends (also according to customer requirements)
- › Apricot halves, apricot cubes and peach cubes
- › Apple cubes and apple segments
- › Exotic fruits such as mango and papaya (cubes), kiwi (slices), pineapple (pieces), melon balls, tropical fruit mixtures and much more.

Flawless Branded Goods

The La Perla brand range covers a wide variety of vegetables and mushrooms. Our vegetables come from controlled European origins from selected and certified producers. The high-quality own imports come to you freshly harvested and in an attractive packaging design.

OUR MOST POPULAR VEGETABLES

- › Red, green, bi-coloured or tri-coloured peppers
- › Broccoli florets of different calibres
- › Peeled garlic ready for the kitchen
- › Cauliflower
- › Romanesco
- › Leaf spinach
- › Asparagus stalks white and green
- › Mixed vegetables



The mushroom selection includes all the varieties commonly used in gastronomy. In purchasing, we take care to keep distances as short as possible. Our certified producers from Bulgaria and Romania deliver excellent quality even in large quantities. The gastronomy goods are packed in practical 1,000 g bags.



OUR MUSHROOM SPECIALITIES

- › Porcini, chanterelle and white mushrooms
- › Mushroom mixtures from forest and cultivated mushrooms
- › Pointed morels, oyster mushrooms, shiitake and much more on request

Lamb & Game

Naturally Delicious

How natural is our wild game meat?

Our meat is sourced from animals in their natural environments. Otto Franck game and lamb comes exclusively from selected hunting and pastoral farms. You can taste the difference!

Deer, roe deer and wild boar

Fresh air, free movement and natural feeding give our deer, roe deer and wild boar meat their unmistakable, wild aroma. Optimal animal care conditions ensure that the animals provide valuable nutrients such as iron and various B vitamins. At the same time, the meat is particularly low in fat. In order to preserve these essential ingredients, we rely on short transport routes, quick meat cutting and shock freezing at certified European companies.



Lamb and sheep

Welcome to the unspoilt natural beauty of New Zealand. Here, between the blue sea and the snow-covered mountains, they graze: our lambs and sheep. Whether you require lamb or mutton for a celebration during the holiday season, a special occasion or as a grill highlight, we can offer our customers this unique quality at any time of the year. As a direct importer, we are proud of the service we provide. Our customers are particularly keen on cuts such as Frenched racks and rump steaks.

CERTIFICATIONS

Quality Without an Aftertaste

As valuable as the contents of our products: Otto Franck certifications and quality standards.



International Featured Standard (IFS) Broker | Since 2010

The IFS Broker is a standardised procedure for the certification of quality management and is to be applied to all companies that mainly carry out trading activities. In particular, it is intended to guarantee the quality of foodstuffs, the health of consumers and the quality level of suppliers.

www.ifs-certification.com



International Featured Standards (IFS) Logistics | Since 2010

An important standard for companies offering logistics services. It covers all logistical activities such as loading and unloading, transport, handling and resale. With the help of certification by qualified auditors of independent, accredited and approved certification bodies, the implementation and application of defined quality and product safety management systems is checked.

www.ifs-certification.com



MSC Marine Stewardship Council | Since 2009

Otto Franck Import was the first canned tuna importer to be certified by the MSC Marine Stewardship Council in 2009 and has passed this certification every year to the present day. For this purpose, all specified criteria must be met, including: complete documentation and flawless traceability of the goods. Protection of stocks within a fishing area. Effective fisheries management and maximum protection of the ecosystem from the effects of fishing. Since 2013, Otto Franck Import has also been involved in a project aimed at MSC-certifying Moroccan sardine fishery.

www.msc.org



Organic Certification According to EU Eco-Regulation No. 2018/848 | Since 2016

Since the beginning of 2016, Otto Franck Import has been certified organic in accordance with EU Eco-Regulation No. 2018/848. This means that we can now also offer you our products from certified organic agriculture. This also guarantees that the labelled foodstuffs have not been genetically modified, nor that chemical-synthetic pesticides, artificial fertilisers or sewage sludge have been used in their cultivation.



EU approval according to EU Regulation (EC) 882/2004 | Since 2006

After reviewing the necessary requirements, which are regulated above all in the EC Regulations 852/2004 on the hygiene of foodstuffs and the EC Regulation 853/2004, which contains special regulations for foodstuffs of animal origin, the Government of Swabia issued us a letter dated 7 July 2006 authorising us to store frozen pre-packaged meat products made from meat of pigs, cattle, sheep, game, poultry and ratites at our Augsburg headquarters.

MORE SPECIALITIES

From Canned Food to Coffee



Otto Franck Canned Food Selection

In addition to its broad frozen food portfolio, Otto Franck offers a wide variety of long-life foods in cans, Tetra Paks and jars. It includes approximately 600 products, including tuna cans in over 70 variations, fruit and vegetables and Asian specialities. You have the choice between our strong brands La Perla, Bakery's Finest, Le Pêcheur, Arcobaleno and Chen Lu. We also take care of labelling with your own label.

You can find further information at: www.ottofranck.de/en/products

Original Italian Espresso Delight



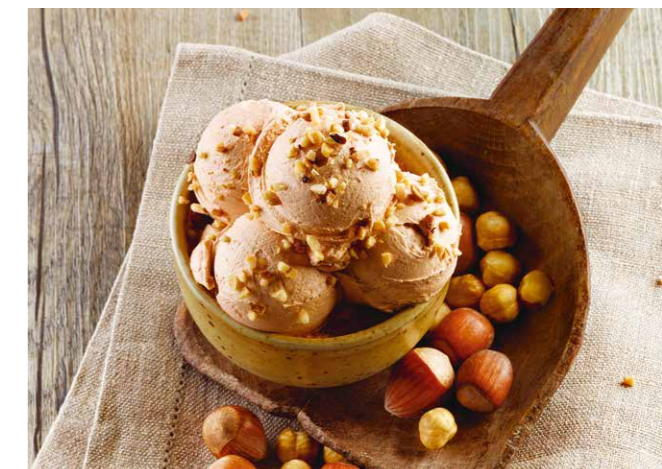
For more than 50 years we have been working together with Procaffé as the importer for Germany. Under the Bristol brand, our partner roasts high-quality coffee blends in the Italian Dolomites. Procaffé imports the best quality raw materials from the world's leading growing regions for its finely tuned varieties. In 2016 the blend "organic 100%" was added, which is roasted exclusively with coffee beans from organic cultivation.



Ice-Cream Specialities and Ingredients



Since 1998 we have been the exclusive partner of the traditional confectionery manufacturer Giuso for Germany and the Benelux countries. With a product diversity of over 300 articles, we supply ice-cream cafés and Italian patisseries with the basic ingredients for the production of high-quality ice cream and various confectionery products. In addition, our range includes more than 30 types of ice cream that are produced without the use of animal products.



OTTO FRANCK IMPORT
GMBH & CO. KG
Stätzlinger Str. 63
86165 Augsburg

Fon +49 821 79 402-0
Fax +49 821 79 402-23
ofri@ottofranck.de
www.ottofranck.de