

BRITISH CROATIAN BUSINESS CLUB



23 - 25 May 2013

CROATIAN PRODUCTS AND SERVICES FAIR



Battersea Arts Centre London



CROATIAN PRODUCTS AND SERVICES FAIR

"As we embark on the first year of the British Croatian Business Club, I envisage" a network of business people with a common goal to centralise, fortify and mobilise the Croatian Diaspora not only within Britain, but globally. As a hub of international business support, we will provide a forum for discussion and negotiation to facilitate business growth for Croatians all over the world. With the accession of Croatia into the EU, a wealth of opportunities will emerge, unprecedented in their potential. The BCBC will be here to support business that will flourish from this opportunity. We will be here to strengthen relations and build understanding between the business networks of Britain and Croatia across a broad scope of important factors including protocol and regulations."

Franko Cetinich Chairman Michael English General Secretary



Meeting place for BCBC members, IOD, 116 & 123 Pall Mall, London SW1Y 5ED



OBJECTIVES

The British Croatian Business Club (BCBC) is an independent non-commercial organisation funded by membership and sponsorship. There are two key objectives for the BCBC. The first is to represent the interests of businesses in the United Kingdom and the Republic of Croatia. The second objective is to help businesses grow and connect with others, nationally and internationally.

MISSION

The British Croatian Business Club represents and promotes the interests of its members by supporting them to do business with and in the United Kingdom through quality lobbying, information support, and through networking activities aimed at improving the Croatian trade and business climate in conformity with internationally accepted business practices. Furthermore, it facilitates a platform forintegration and increased business partnerships between the United Kingdom Croatian associations worldwide and the Republic of Croatia.

VISION

The British Croatian Business Club will be a unified force focused on building the best possible environment for members to meet. Through the organisation of international and national business events, business forums, B2B activities, seminars, presentations of business and investments opportunities, we hope to promote a platform of integration and partnerships between the United Kingdom, International Croatian Associations and the Republic of Croatia.









Prince Eugene of Savoy was truly a mosaic man: born of Italian parentage, brought up at the court of Louis XIV, then rising to the highest rank in the Austrian empire. As one of Napoleon's "seven greatest commanders of history", he left a major legacy. For Frederick the Great, his awareness of "grand strategy". For Croatia, the cellars of Belje, an estate awarded Eugene for his decisive victory over the Turks at Zenta in 1697.

On his arrival at Belje, he found some of the richest soil in Europe, left behind when the Pannonian Sea exited into the Danube some 600,000 years before. One day it would be claimed that Pannonian fields could feed the whole of Europe but not until they were irrigated. Whilst his great partner-in-war, the Duke of Marlborough, was building Blenheim Palace in England, Prince Eugene laid the foundations for Belje Cellars, not just the castle on the label, but by irrigating the land and planting vines.

Over the centuries since then, the land of the Croatian Danube near Belje became famous for more than wine: great venison, vast wetlands with countless bird varieties, peerless pork and cheese. Naturally, Belje Cellars wines evolved to partner the celebrated local foods. Its rich, lemony Grasevina is perfect with the local bream. The big fruit flavours of its Merlot match the venison stew and pork for which the region is renowned.

Yet Vina Belje only became famous outside the region when the new millennium ushered in new owners and new wine making skills. Witha new winery built and the old one restored, Belje Cellars could make history once more.



PHOENIX HOTEL

The Phoenix Hotel is an award-winning, business hotel offering a relaxed and comfortable atmosphere, tasteful decor, friendly service and sincere welcome. It is a perfect escape for a romantic getaway where you can share some memorable and private moments with a special person in your life.

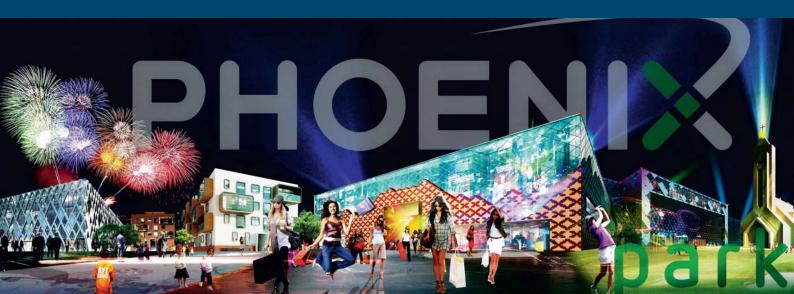
There is a great team of wedding organizers who provide a professional and friendly service offering a variety of packages to suit your personal tastes and budget. All our weddings are individually planned, whether you are considering a quiet, informal wedding for just a few family and friends, or a large, sumptuous event. Our wedding packages are completely adaptable so you can be assured thatwhen you use www.phoenixplaza.com.hr your day will be exactly as you would like it.



PHOENIX PLAZA

Phoenix Park d.o.o. are developing a future project for a shopping, tourist and leisure centre of 100.000 m² GLA in Zagreb, Croatia. Phoenix Plaza is planned to be a supra-regional shopping centre that uses a central theme– The City of the Future.

The project is located in the east of Zagreb (the capital city of Croatia), about 12 km east from the centre of the city. The Phoenix Plaza is located only 300 m from A4 highway and is also very close to the junction with the A3 and A12. This provides excellent connections across the wider region. Also, the city railway is situated nearby (300 m from Phoenix Plaza), as well as Zagreb's international Airport, "Pleso" (15 minutes drive).



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autumns full of exciting events, sports activities and gastronomic wonders. This year choose Valamar, for any occasion and any time of year.

Info and reservations:

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Zadar is an ancient city, built in the centre of the Croatian Adriatic, full of historical and cultural monuments.

It is three thousand years old, a city of old, tumultuous and dynamic history. The Zadar region is rich with culture, abundant with national parks and historical monuments, prosperous due to its stunning beaches and entertaining because of the locals that create a spirited atmosphere offering culinary specialties and amazing hospitality. Discovering Zadar will be an unforgettable journey.









In 1934 the Wolf brothers founded a workshop to process fruits, a predecessor of Podravka.

Today, Podravka is listed among the leading companies of southeast, middle and east Europe. There are three business segments of the company: food, beverages and pharmaceuticals. Our mission is to create top-quality products within a recognizable brand. Quality and professional people, the highest level of technological, as well as corporative management, are the basic advantages of our company.

With numerous created brands as well as many awards and acknowledgements for Our business successes, we consider the loyalty of our consumers as the biggest success of Podravka. The most famous Podravka Brands are: Vegeta, Podravka soups, Lino, Čokolino, Fant, Dolcela, Fini-Mini, Talianetta, Kviki, Studena, Studenac and many others.

All products conform to the regulations of the Republicof Croatia, EU and the countries that the company works with.

Only the highest quality and healthy foods will meet the demands of the body for energy, nutrition and protection. Podravka always keeps that in mind.

Podravka is a company with heart!

There are a few cities and companies that have as rich and as glorious a tradition in liqueur production as Zadar and Maraska. More than five centuries of experience and tradition in the production of liqueurs and alcoholic drinks have been poured into today's company. Maraska is a modern Croatian company with a long tradition in the production and sale of alcoholic beverages, which also has an opulent assortment of non alcoholic drinks of various types and flavours.

A rich and wide range of top quality products destined for the Croatian and international markets ensure Maraska's appeal toits precious business partners and consumers.





www.maraska.hr

PRODUCTS:

MARASCHINO LIQUEUR

WALLNUT LIQUEUR

PELINKOVAC LIQUEUR

CHERRY BRANDY LIQUEUR

HONEY LIQUEUR



In this day and age, very few meat processing industries can pride themselves on a 320 year old tradition. Gavrilović in Croatia can! In 1690, the first Gavrilović meat processing business was founded by members of the Gavrilović family in Petrinja, a small town on the border of what was then the Austrian Monarchy and the Ottoman Empire.

The production of Gavrilović's top-quality Winter Salami started in 1831, allowing connoisseurs worldwide to sample its unique flavour. Even before World War I, Gavrilović products were available on almost all major markets. They were enjoyed far and wide, from the Royal Court in Vienna across Europe to Egypt. Today the Gavrilović meat processing industry exports its products to the majority of European countries. The products are now also available on the American and Australian markets.

Today, Gavrilović, the regional market leader in quality meat products, caters to true connoisseurs with a fine palate offering an array of top quality products, ranging from first class salamis, pates, sausages, and frankfurters to cooked and dried meat. Production at the Gavrilović meat processing industry conforms to the highest European and American standards of quality for processed foods and fresh meat.









TRADITIONAL CROATIAN BISCUITS

- Founded 1997.
- Production start: 1998
- Producing: Paprenjak® Traditional Croatian Biscuit and Magda's Paprenjak® - Pepper Biscuit
- 10 employees

Paprenjak[®] is the first factory for the production of traditional croatian Paprenjak biscuits.

Our business is mainly focused on the production of Paprenjak[®] biscuits. Prior to the establishment of our company, these biscuits were only produced privately, in homes.

We were the first company to revive this old tradition under the name «Paprenjak® – Traditional Croatian Biscuit».

We have received the following awards and acknowledgements:

IZVORNO HRVATSKO (Croatian Creation Certificate), SUVENIR GRADA ZAGREBA (Zagreb Souvenir Award), HRVATSKI SUVENIR (Croatian Souvenir Award), KRISTALNO ZVONO -NAGRADA ZA BRAND PROIZVODA (The Crystal Bell – Product Brand Award), NAJBOLJA AMBALAŽA 2006 (Best Packaging 2006), SUPERBRANDS 2008.



The Pag cheese factory is the oldest cheese factory on the island of Pag and the biggest producer of the most famous Croatian cheese - Paški sir cheese. As well as Paški sir cheese, we produce a further 7 brands from sheep and cow cheese. Our cheeses were awarded prizes in many competitions, the most prestigious being our recognition at the World Cheese Awards 2011 and 2012.





HERMES INTERNATIONAL D.O.O. runs a state of the art food production facility located in the small town of Turcin, next to Varazdin in northern Croatia. We started production in 2006, and since then we have become one of the leading food production companies in Croatia. The company is engaged in processing fruits and vegetables, and the main products are fig spread and fig orange spread as well as other various kinds of jams, chutneys and spreads. More than 70 percent of production is organic.

Most of our production is exported to the U.S. and Canadian markets which accounts for 95 percent, while the remaining 5 percent comes from other markets, including Croatian domestic customers. Our products are sold in the U.S. market under the name "Dalmatia", where they have become one of the most respected and best-known Croatian exports.





The Croatian Chamber of Economy is an independent professional and business organisation of all legal entities engaging in business. It was established in 1852, organised in European tradition and on the so-called continental model of Austrian and German chambers with compulsory membership. Every company registered with the Commercial Court is a member of the Chamber.



The Croatian Chamber of Economy consists of the Headquarters in Zagreb and 20 county chambers. Among these, the Zagreb Chamber represents both the City of Zagreb and Zagreb County. Functionally, the CCE consists of 8 departments dealing with the respective branch of the economy, and it also includes 40 professional associations, 87 groups and 19 affiliations. The Croatian Chamber of Economy is run by the Assembly, Management and Supervisory Boards, President, who is elected by the Assembly, and five Vice Presidents. The members of the Supervisory Board and Assembly are elected from among reputable business people. Together with the Chamber's working bodies, they promote, represent and protect their members' common interests before governmental authorities at home and abroad.

Forty years ago Alfred Hitchcock declared the sunset in Zadar as the most beautiful in the world. Multitudes of tourists would agree that the sight of the sea embracing the setting sun and the sky, together with the unique sound of the Sea Organ and the magical light of the installation called Greeting to the Sun, that Zadar's sunset is an extraordinary experience.

Zadar is a city with an extraordinary 3,000 year-old history and extremely valuable cultural inheritance - a city which will again and again offer something new and completely original to captivate the visitor with its special atmosphere and rich life. The beauty of its past together with the requirements of the modern traveller's needs are submerged in the number of tourist attractions which Zadar offers to the visitor: if you are looking for the perfect accommodation, authentic gourmet delicacies, cultural sights, modern sports or different kinds of excursions, you have chosen the right destination for relaxation, sport and entertainment.







Only God could have created this "Paradise"... Here is where the Sun feels at home, where the stone is "born", where the sea is blue as the endless sky. The ideal spot amongst of this beauty was taken by the one and only... the holy olive tree... symbol of peace, wisdom and viability.

And within all this harmony we have created two of the most modern oil mills in Europe, oil mill Bilaja in Najevi and B.N. in Svirci (Marina municipality).









www.bracfinisapuni.com

Our soaps are handmade and cut, making each soap unique. Our soaps are declared completely natural" and free of preservatives. They contain only pure vegetable oils, with essential oils giving each soap specific medicinal properties and aroma. The soaps are authentic Croatian souvenirs and good cosmetic products for the faceand body.

The production of Craft soaps is based on virgin olive oil grown on the island. Craft operates as a family business, and production began in 2003. Our soaps are a distinctive product that can be bought in gift shops, pharmacies and perfumeries across Croatia.





www.croatiaairlines.com

Croatia Airlines is a medium-sized airline in constant growth, established in 1989. The company provides passenger travel on short and mid-range flights in economy and business classes. The fleet consists of Airbus A 319/A320 and Dash 8 Q400 aircraft. Croatia Airlines continues to record increasedpassenger numbers year after year. In 2012. Croatia Airlines carried 1.954.666 passengers.

Croatia Airline's complete attention is paid to aircraft maintenance, ensuring the highest safety standards. Since 2010 the company has been a full member of the Star Alliance, the first truly global airline alliance. For over twenty years it has connected Croatian cities with major European destinations and the world beyond. The busiest routes

are tofrequent flights are to Germany, Great Britain, Austria, Switzerland and France, along with the flights within Croatia.

Croatia Airlines moulds its business model to the demands of the market and provides a first-class service based on safety, punctuality, market knowledge, and cooperation with other established airlines.

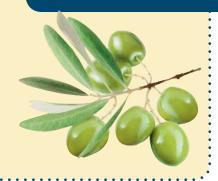
Croatian Imports is a family owned business run by Tim and Paula Batson-James who purchased land on the island of Brač (pronounced Bratch) in 2003. They now

produce the finest quality extra virgin oil from mature olive groves. The variety of tree is the Oblica which is native to the island and renowned for its extremely high quality.

The islanders call the oil the liquid gold of Brač.



www.croatianimports.co.uk



The Jurjevic (De Georgiis) family wine story is quite unusual and is not based on century's-old traditions. It begins in 2001, as a continuation of the Silbaisland inhabitant's work and tradition. By merging the old and the new, our goal is to make high-quality wines in the sea of pristine silence and wooded vegetation of the island of Silba.

The story of wines is a story of tradition, quality and love. It begins in the vineyards where the grapes are carefully nourished in order to preserve their best qualities.

Our vineyards are situated by the sea on the magnificent island of Silba, surrounded by olive-groves, Mediterranean medicinal herbs, aromatic plants and pristine nature. The vineyards were created with great effort in the play of stone and earth. Everything is done manually, from preparing the terrain, pulling up weeds, digging, planting, spraying, to grape harvesting and pressing in clear ecological conditions, in accordance with world ecological standards.





Etna d.o.o. is a private company from Zagreb. It was established in 1990. Today, it employs 30 highly educated and exceptionally skilled professionals.

We primarily focus on computerization of banking operations, but are also dedicated to the design, development and implementation of other information systems.

Important global IT companies have recognized us as a particularly professional and desirable partner, as demonstrated by our IBM Premier Business Partner status.

In addition to numerous IBM certificates, we have also earned Microsoft as well as Java/ Sun certificates. In addition, ISO 27001 certification proves our high-level organizational quality in terms of business processes and information security.









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Infokorpwas incorporated in 1996. We have been extending our business and today we employ twenty professionals and do business with more than a hundred clients making us one of the biggest companies in our sector. Infokorpd.o.o. is part of RSM International, a worldwide organization of independently owned and managed professional service firms, providing audit, tax, consulting and specialist advisory services.

Each year we come onto the ZAPI index of well-to do and among the top 10% by growth, profit and profit by employee. In 2011 Infokorp was chosen by Croatian consumers to be one of the best brands in Croatia and was awarded with SUPERBRANDS award.

Infokorp is member of Croatian Chamber of Auditors which is the main body of auditors in Croatia. Infokorp is also member of Association of Management Consultants, Croatian Association of Accounting Companies, British Croatian Business Club, American Chamber of Commerce in Croatia, British Chamber of Commerce in Croatia and Deutsch-Kroatische Industrie und Handelskammer.



www.magazabalkanfood.co.uk



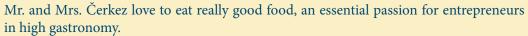
Magaza offers you your favourite products from across the Balkan region. It is the first mini-market of its kind and we are proud to say we have products which you have never seen in the UK before. Magaza offers a variety of smoked meat, a range of pickled salads, and a selection of snacks to satisfy any sweet-tooth. You can also find everything else you need to make your favourite traditional dishes using the traditional ingredients you grew up with.

It is our responsibility to work with our community to make sure all their culinary desires are fulfilled by offering them the best quality and price possible. By working directly with several companies across the Balkan region, we strive to make sure that nothing is missing for our customers. We are a family run business working together to help you create your favourite dishes for your family and friends.



Vemag, the company that owns Les Ponts, has been operating for quite some time, and successfully deals in feeding the locals of Zagreb. Vemag manages several canteens in universities and in large companies, and the restaurant Mostovi.

The owners of Les Ponts are prominent and successful businessman MA Velimir Čerkez and his wife Rose, who is a professional food technologist.



Les Ponts menu is created by Jean Marc Tachet one of the youngest French chefs who has gained the prestigious title of Meilleur Ouvrier de France. Head chef of Les Ponts Anthony Udovicic stayed in Jean Marc Tachetovu gastronomic laboratory in Lyon, where they trained in some of the classics of French cuisine.

Neva is the oldest and leading Croatian manufacturer of cosmetics and toiletries, a member of Atlantic Grupa, one of the largest companies in Croatia and the region. Since 1948. Neva has developed leading brands on the Croatian market, such as Plidenta toothpaste, Rosal Lip Balm, Rosal cosmetics and Melem. Neva products are developed exclusively in

our own laboratories in Zagreb and are the result of knowledge, experience and innovation of Croatian experts, monitoring the development of science, technology and the demands of professionals. Neva is the first in Croatia to introduce an integrated system of quality and environmental management ISO 9001/2000/ISO 14001. Neva's brands won many national and international awards for quality and innovation, such as the Superbrands (Plidenta and Melem), Cropak (Plidenta), BBC Design Award (Rosal), Inpex (Melem and Rosal). Melem is one of the first holders of the right to use trademarks Originally Croatian.



www.lesponts.h



ŠAFRAM is a 22 year old family company. For most of the year, we have 50 employees but at the time of processing peppers and other spices (from September till December) we employee 20 people more. Our headquarters are in Zagreb but our factory for processing spices is based in Virovitica, near the Hungarian and Serbian border. We produce and package the following products: sweet and hot paprika powder, chili peppers, red hot crushed paprika, black and white pepper, laurel, oregano, cumin, cloves, sesame seeds, parsley, garlic granules, cinnamon. In our range of products we have white and parboiled rice and precooked yellow maize (instant polenta). Also, we offer dried fruits such as coconut, raisins, blue poppy seed, walnut, almond, hazelnut and prunes.

Our production is based on certified seed pepper first generation with no additives or artificial colours. We can offer a product that has a rounded production process controlled by the HAC-CP quality assurance system. We are preparing to implement IFS standards in July this year.



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Welcoming Croatia into the European Union

with a

Croatian Products and Services Fair

23 - 24 May 2013, 11am - 7pm

Battersea Arts Centre

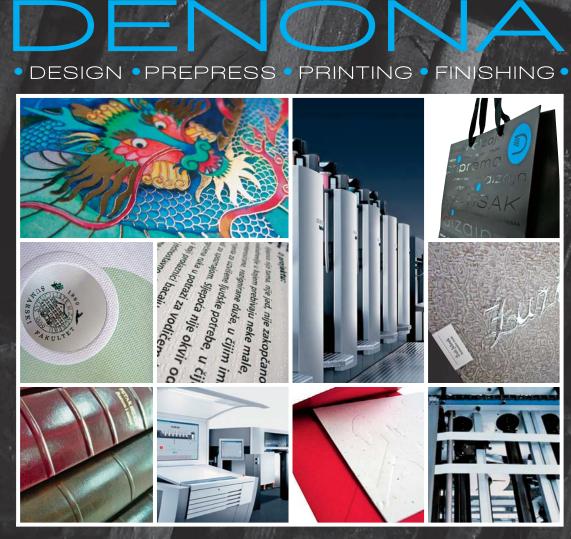
Lavender Hill, Battersea, London SW11 5TN

To celebrate Croatia joining the European Union on 1 July 2013, the first Croatian Products and Services Fair in the United Kingdom gathered major Croatian companies to showcase the best of their products and services to the British public in the magnificent ambiance of the Battersea Arts Centre in London.









GALA DINNER

25 May 2013, 6:30pm – 10:30pm

Battersea Arts Centre

Lavender Hill, Battersea, London SW11 5TN

A Landmark Occasion of Tradition and Celebration

Four Course Croatian Menu

Croatian and British Chefs

Croatian Wines and British Sommeliers

Welcome Speech of Distinguished British and Croatian Guests

Live Music Entertainment with Popular Croatian Musicians Klapa Bonaca and special guest Stijepo Gled Markos

Auction and Raffle with Valuable Prizes

The proceeds of the Auction went to the Croatian charity organisation "Anima Caelestis"



AUCTION DONATION BY THE CROATIAN GALLOP ASSOCIATION

Sydney based artist Charles Billich is one of the most prominent living Australian painters. In a career spanning some forty years, he has exhibited at some of the world's best venues and has been an honoured guest and resident artist on many occasions. From the Vatican Museum to the White House, the Olympic Museum in Lausanne to His Majesty King George V Tupou Palace in Tonga, the Red Cross Museum in Geneva to numerous university, government, corporate and private collections, Charles Billich has an eclectic and ubiquitous following.



Anima Caelestis Association is a non-profit Wildlife Organisation dedicated to the conservation of protected and endangered species of Flora and Fauna, and enhanced awareness about the coexistence of wild and domestic animals within the territory of Republic of Croatia, as a part of the world's biodiversity. The mission of the Association is the promotion, rehabilitation and education of children through a variety of therapeutic programs, lectures and workshops. They conduct training programs, interactive PET therapy and via the Haute Ecole School. The association extends to five acres of pastures with a pond, vineyard, orchards, biodynamic gardens and numerous springs and wells.



The Croatian Gallop Association was founded in 2005 as a national Association. We organize international gallop races in Croatia. Currently we have 17 clubs with over 80 race horses. Our members race regionally and internationally and some of them to great success. As confirmation of the good work of Croatian horses, this year one horse was sold at 50% of the property to the famous stable Team Valor.



www.bcbc.org.uk



BRITISH CROATIAN BUSINESS CLUB