

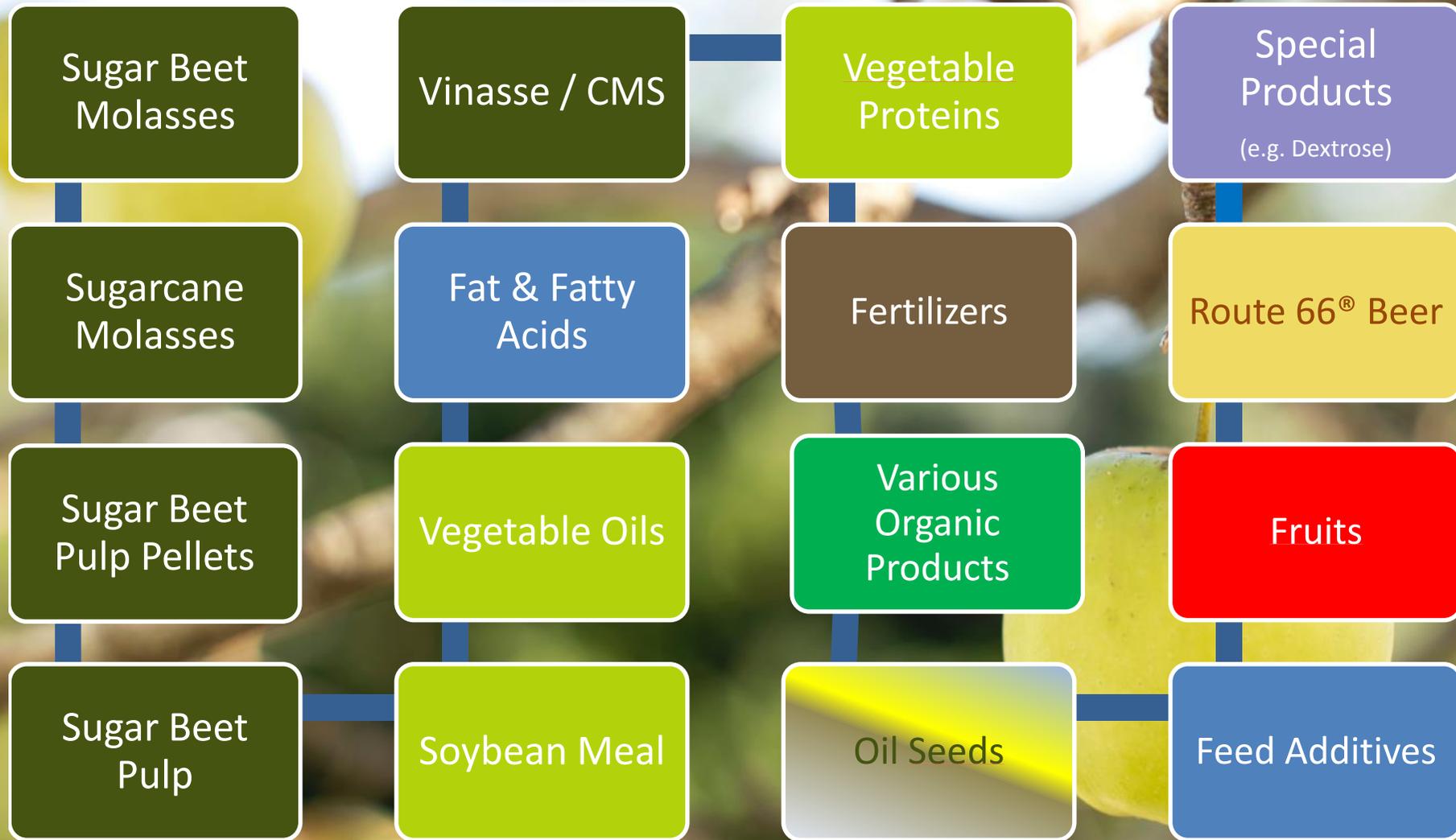
# DMH... at a glance

## General information:

- **Founded in 2006**
- **Head office in Hamburg / Affiliate in Belgrade / JV-partners for special businesses in various countries**
- **100% equally owned by two actively trading shareholders**
- **Number of employees: ca. 20**
- **Yearly quantities ca. 150.000 mt**
- **Total turnover in range between EUR 20 and 40m p.a.**
- **Read more about DMH at [www.deutsche-melasse.de](http://www.deutsche-melasse.de)**

**Our vision centers on regionalization over globalization. It's about knowing the world markets so we can do business locally. And it's about focusing on trade as a key driver of balanced, sustainable change.**

# DMH... Core Business



DMH trades in conventional and certified organic agricultural products within and across national borders around the world – a business that has rewarded us with steady growth over the years. Having built up a strong classic volume business, we are now focusing on creating and developing niche segments, particularly in the area of organic certified and GMO-free agricultural products.

# DMH Fruit Business – Think global, act local

## Serbia & other Origins

### Partners & Sourcing

- ❖ DMH buys only from first class certified cold stores that are mainly located inside Serbia resp. in surrounding countries as well as Poland/Ukraine.
  - ❖ DMH manages the whole logistical infrastructure for our buyers, deliver excellent fruit quality from reliable, renowned producers based on guaranteed delivery terms and annual and/or perennial contracts.
  - ❖ DMH offers to the cold stores a wide range service not limited to buying fruit products but also supplying fertilizers.
  - ❖ Through its affiliated office in Belgrade DMH is present in the local market to handle purchases, controlling of logistics and execution.
  - ❖ All invoicing is done via DMH, Hamburg. In other words DMH combines contracting with suppliers and buyers as a German company with executing contracts via a local office with dedicated manpower.
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- ❖ DMH is a shareholder in Natura Mia Fruit d.o.o in Krupanj. NMF owns plantations for strawberries, raspberries and plums and is going to operate a cold storage in Krupanj.
  - ❖ DMH is supplying organic fertilizers to the fruit industry in cooperation with a partner company that is producing such fertilizers in Italy.

Politically and economically, Serbia occupies a strategic geographical position in the heart of the Balkans. While among the leading candidates for EU membership, it is also becoming a key supply and logistics hub as much for Russia, which needs to close the trade gap opened by its embargo on foodstuff trade with EU members and Turkey, as for other East European markets. Even Turkey is pushing for closer agri-trade relations with an up and coming Belgrade.

# DMH – What we offer

Deep Frozen Fruit	Pre-cooled	Organic	Others
IQF Strawberry Zenga	Strawberries	Raspberries	Pasteurized Sour Cherries
Forest Strawberries	Raspberries	Blackberries	Plum paste
IQF Rolend Raspberries 95:5	Sour cherries	Sour Cherries	Industrial quality Apples
Raspberry crumble	Blackberries	Apples	Dry Plums without kernel
IQF Sour cherries without kernel	Blueberries	Forrest Blackberries	Champignons, Porcini and Chanterelles
Blackberry Confiture 80:20 and 90:10		Rosehips	Tomato cubes
Forest Blackberries		Blueberries	
Forest Blueberries		Elder flowers	
Hand cut Plums			
Machine cut Plums			
Plum cubes			
Plums with kernel			
Apricot hand cut halves			
Frozen Rosehips			
Apple cubes			
Paprika cubes			
Paprika strips			

DMH is the reliable, trusted link between cold stores and consuming fruit industries in Austria, Germany, Switzerland and Italy. Contract partner is always DMH, Hamburg. However; the local Serbian office allows for a reliable execution of purchases and deliveries.

# The Serbian Fruit Business – Crop Circles

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Plums						X	X	X	X			
Blackberries							X	X				
Strawberries					X	X	X					
Forest Strawberries						X	X	X				
Cherries						X	X	X				
Raspberries						X	X					
Apples									X	X	X	
Peaches							X	X	X	X		
Pears									X	X	X	

# DMH - Qualities & Certificates

A photograph of a raspberry field with rows of bushes and a dirt path, serving as the background for the text boxes.

- Pre-cooled
- Deep frozen: original, IQF, crumble, puree, block  
Concentrates
- Organic

Depending on the cold store we offer following certificates:

- HACCP
- ISO 22000, ISO 14000, ISO 9001
- Global Gap
- ISO 14000/9001
- Organic / Eco Cert
- Kosher, IFS, FSSC 22000

Packaging:

- In buyers option
- Typical for each type of product

# DMH... Contact us!

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## **Büro Belgrad**

- **Representative Office DMH Deutsche Melasse Handelsgesellschaft mbH**
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