

# WABEL

## SUMMITS 2022

WABEL is a B2B matchmaking solution transforming the consumer goods industry by creating real one-on-one business meetings between buyers and suppliers called B2B Smart Meetings™.

WABEL partners with global strategic buying groups to deliver high value pre-scheduled business meetings to exporters saving them time and effort and bringing them new opportunities.

### **WABEL, created in 2012, was built as an answer to:**

- The problem manufacturers face: Making great products but struggling to get them in the right sales channels to the right buyers that have a genuine interest in their products.
- Buyers (of all sizes and sales channels) are struggling to find the right suppliers for their category and are often flooded with requests from non-adapted suppliers. Buyers select matching suppliers at WABEL (*99% matching rate in 2021 – post meeting ratings*).

Both sides had access to traditional solutions such as trade shows or the search engines, but neither was truly matchmaking based on needs and capacities. With a solid background in tech and a solid vision of the FMCG industry, Wabel's founders decided to match human expertise and innovative tech to help the right business partners meet at the right time. This is where the B2B Smart Meeting™ was born. Wabel offers tailor-made meetings based on real data and organized in a two-day summit, with a focus on one category of FMCG for both private label and brands.

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# FOOD SUMMITS

## **CHILLED & FROZEN ONLINE SUMMIT: 14-18 March 2022**

The Frozen summit is made for the FROZEN brands and private label suppliers that want to develop their business with European retailers, food service companies, co-packers (A brands) and distributors.

## **GROCERY ONLINE SUMMIT (BRANDS): 6-9 June 2022**

This summit is for the food brands (*snacks, seasoning, confectionery, chocolates, biscuits, ...*) that want to develop their activities with key importers globally, retail chains that are looking for new brands and online retailers.

## **GROCERY ONLINE SUMMIT (PRIVATE LABEL): 7-10 November 2022**

This summit is for all the ambient food private label suppliers who want to meet EMEA retailers. It's one of our largest SUMMIT and over 100 key retailers join this SUMMIT to meet new suppliers or simply discover the new ranges.

## **PET SUMMIT: 16-17 November 2022**

This summit is for pet food and pet accessories companies. Suppliers and brands within this sector that want to develop their activities with retailers and strategic global importers will love this summit.

# FROZEN ONLINE SUMMIT

## 14-16 MAR 2022

**Categories:** APPETIZER - READY MEALS - FRUIT & VEGETABLES – POTATOES - BAKERY – PIZZA - ICE CREAM - FROZEN DESSERT

- **Buyers list:** <https://www.wabel.com/buyerslist-frozen-summit/>
- **Admission form:** <https://www.wabel.com/admission-form-frozen/>

### Assets:



BUYERS EUROPE : CENTRAL & EASTERN EUROPE

Company	Stores	Employees	Revenue
ALDI	2,674 Stores	11,900 Employees	€3.2bn
EKO MARKET	110 Stores	7,000 Employees	€6.3bn
DEKA	3,474 Stores	11,900 Employees	€3.2bn
VALMUS	34 Stores	-	-
IKI	9,700 Employees	€6.0bn	-
EUROCASH	14,432 Employees	€5bn	-
CEBA	5,000 Stores	13,000 Employees	-
TESCO	10,000 Employees	€1.2bn	-
XSPETAL GROUP	14,739 Stores	28,000 Employees	€18.5bn
KOPIEKA	-	-	-

FROZEN B2B SMART MEETINGS - MARCH 11-12, 2022 - PARIS | WABEL

FOCUS PRIVATE LABEL & BRANDS

# FROZEN SUMMIT

16 - 18 | 03 | 2021

ONLINE

2021 FROZEN SUMMIT B2B SMART MEETINGS™ 16 - 17 - 18 | 03 | 2021

DISCOVER MORE

### Social Media Content:

# MEAT ONLINE SUMMIT

14-16 MAR 2022

**Categories:** MINCED MEAT - BACON & LARDONS - BBQ MEAT – BEEF – CHICKEN - DUCK – GAMMON – GOOSE – LAMB – PORK – SAUSAGES

- **Buyers list:** <https://www.wabel.com/buyerslist-meat-summit/>
- **Admission form:** <https://www.wabel.com/admission-form-meat/>

## Assets:



**MEAT SUMMIT**  
B2B SMART MEETINGS™

FOCUS PRIVATE LABEL & BRANDS

16 & 17 | 03 | 2021 ONLINE

## Social Media Content:

# SEAFOOD ONLINE SUMMIT

14-16 MAR 2022

**Categories:** SEAFOOD/FISH PREPARATION & SPREADABLE – SURIMI – SMOKED SALMON & FISH - COD & HADDOCK - FISHCAKES & BREADED PRAWNS & SEAFOOD - SALMON, TROUT & TUNA - WHITE FISH

- **Buyers list:** <https://www.wabel.com/buyerslist-seafood-summit/>
- **Admission form:** <https://www.wabel.com/admission-form-seafood/>

## Assets:



**SEAFOOD SUMMIT**  
B2B SMART MEETINGS™  
FOCUS PRIVATE LABEL & BRANDS  
16 & 17 | 03 | 2021 ONLINE



## Social Media Content:

# DELI MEAT ONLINE SUMMIT

16-18 MAR 2022

**Categories:** HAM & COOKED MEAT – POULTRY - SLICED HAM - CURED HAM SALAMI, CHORIZO, BRESAOLA & DRIED SAUSAGE - PLATTERS

- **Buyers list:** <https://www.wabel.com/buyers-list-deli-meat-summit-2022/>
- **Admission form:** <https://www.wabel.com/admission-form-deli-meat-summit-2022/>

## Assets:



## Social Media Content:

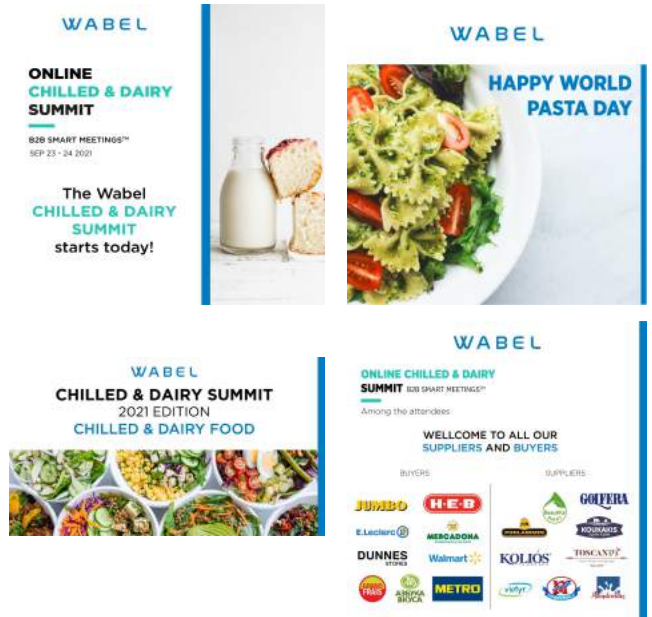
# CHILLED & DAIRY ONLINE SUMMIT

16-18 MAR 2022

**Categories:** READY MEALS - SALADS & SNACKS - CHILLED DRINKS - CHILLED DESSERT – YOGURTS - CHEESE & CREAM - BUTTER & MARGARINE

- **Buyers list:** <https://www.wabel.com/buyerslist-chilled-summit/>
- **Admission form:** <https://www.wabel.com/admission-form-chilled/>

## Assets:



## Social Media Content:



# IMPULSE & SNACK ONLINE SUMMIT

## 6-9 JUN 2022

**Categories:** SNACKS - DRIED FRUITS & NUTS - IMPULSE BUY

- **Buyers list:** <https://www.wabel.com/buyerslist-grocery-brands-summits/>
- **Admission form:** <https://www.wabel.com/admission-form-grocery/>

**Assets:**



**Social Media Content:**

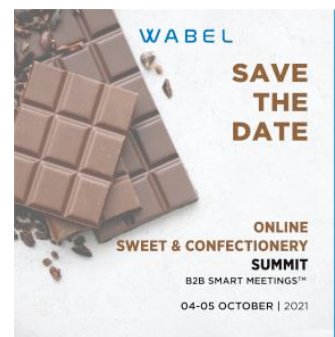
# CHOCOLATE & CONFECTIONERY ONLINE SUMMIT

## 6-9 JUN 2022

**Categories:** CHOCOLATE SNACKS - CONFECTIONERY

- **Buyers list:** <https://www.wabel.com/buyerslist-grocery-brands-summits/>
- **Admission form:** <https://www.wabel.com/admission-form-grocery/>

### Assets:



### Social Media Content:

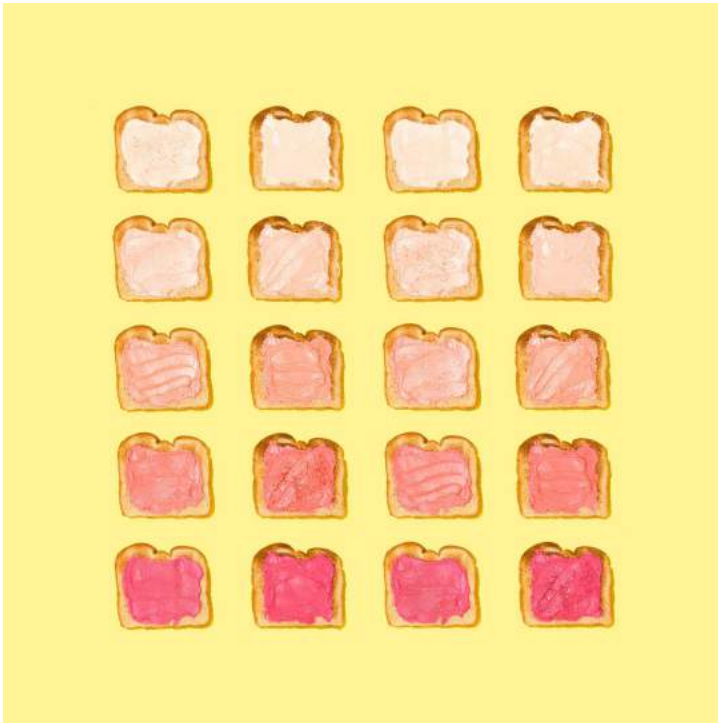
# BREAKFAST & HOT DRINKS ONLINE SUMMIT

## 6-9 JUN 2022

**Categories:** BISCUITS - BREAKFAST CEREALS - JAM, SPREADS - SUGAR & HOME BAKING - TEA, COFFEE & HOT DRINKS

- **Buyers list:** <https://www.wabel.com/buyerslist-grocery-brands-summits/>
- **Admission form:** <https://www.wabel.com/admission-form-grocery/>

### Assets:



### Social Media Content:

# SAVOURY & SEASONING ONLINE SUMMIT

## 6-9 JUN 2022

**Categories:** COOKING SAUCES HERBS, SPICES & COOKING INGREDIENTS - OILS, CONDIMENTS & DRESSINGS - RICE, PASTA & PULSES - SAVOURY TINS & CANS - SOUPS & READY MEALS - WRAPS, PITA & NAAN BREAD

- **Buyers list:** <https://www.wabel.com/buyerslist-grocery-brands-summits/>
- **Admission form:** <https://www.wabel.com/admission-form-grocery/>

### Assets:



**WABEL**

**ONLINE SAVOURY GROCERY SUMMIT** B2B SMART MEETINGS™

Among the attendees

**WELCOME TO THE SUPPLIERS & BUYERS ATTENDING THE SUMMIT**

BUYERS SUPPLIERS

Walmart COMPASS VARUS intermanche METRO REMA 1000 Scimitar C-Store Sainsbury's ASDA Carrefour Delibreads SERANO POTER M KFC COLETTA POTER SPALDINGER Maltinmacher COIMBRA

AND MANY OTHERS...

**WABEL**

**THE WABEL SAVOURY GROCERY SUMMIT STARTS TODAY!**

B2B SMART MEETINGS™  
NOV 4 - 5 2021

A red bowl filled with white, curly pasta or noodles, set against a blue background.

### Social Media Content:

# SPORT, HEALTH & DIET ONLINE SUMMIT

## 6-9 JUN 2022

**Categories:** BARS - PROTEIN BISCUITS - PROTEIN SNACKS - SPORT GELS - SPORT SUPPLEMENTS - POWDERS

- **Buyers list:** <https://www.wabel.com/buyerslist-grocery-brands-summits/>
- **Admission form:** <https://www.wabel.com/admission-form-grocery/>

### Assets:



### Social Media Content:

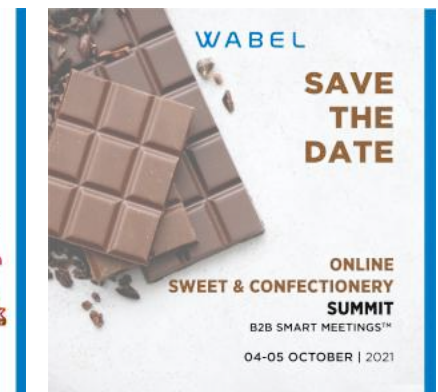
# SNACKS, CHOCOLATE & CONFECTIONERY ONLINE SUMMIT

## 7-10 NOV 2022

**Categories:** CRISPS, SNACKS & NUTS - CRACKERS & CRISPBREADS - BISCUITS - CHOCOLATE & SWEETS - CAKES & TREATS

- **Buyers list:** <https://www.wabel.com/buyers-list-grocery-private-label-summits-2022/>
- **Admission form:** <https://www.wabel.com/admission-form-grocery/>

### Assets:



### Social Media Content:

# BREAKFAST & HOT DRINKS SUMMIT

## 7-10 NOV 2022

**Categories:** BISCUITS - BREAKFAST CEREALS - JAM, SPREADS - SUGAR & HOME BAKING - TEA, COFFEE & HOT DRINKS

- **Buyers list:** <https://www.wabel.com/buyers-list-grocery-private-label-summits-2022/>
- **Admission form:** <https://www.wabel.com/admission-form-grocery/>

### Assets:



### Social Media Content:

# SAVOURY & SEASONING ONLINE SUMMIT

## 7-10 NOV 2022

**Categories:** CRACKERS & CRISPBREADS - COOKING SAUCES HERBS, SPICES & COOKING INGREDIENTS - OILS, CONDIMENTS & DRESSINGS - RICE, PASTA & PULSES - SAVOURY TINS & CANS - SOUPS & READY MEALS - WRAPS, PITA & NAAN BREAD

- **Buyers list:** <https://www.wabel.com/buyers-list-grocery-private-label-summits-2022/>
- **Admission form:** <https://www.wabel.com/admission-form-grocery/>

### Assets:



### Social Media Content:



# PET ONLINE SUMMIT

## 16-17 NOV 2022

**Categories:** DOGS – CATS – BIRDS - RODENT & CO - FISH & CO – ANIMAL HEALTH - ACCESSORIES & TOYS

- **Buyers list:** <https://www.wabel.com/buyerslist-pet-summit/>
- **Admission form:** <https://www.wabel.com/admission-form-pet/>

### Assets:



### Social Media Content:

# DRINKS SUMMITS

## **Drinks ONLINE SUMMIT: 23-25 March 2022**

This summit is for non-alcoholic beverage brands **(including emerging brands!)** that want to develop their activities with strategic importers globally, key retail chains and online retailers. You'll save years in business development as your brand will be in front of over 100 buyers that have current sourcing projects. And you'll only meet the ones with a strong interest for better outcomes.

## **OFF TRADE WINE ONLINE SUMMIT: 15-17 June 2022**

This summit is for wineries (brands and exclusive brands/Private Label) that want to develop their activities with strategic importers globally that focus on retailers, retail chains and online retailers. You'll save years in business development as your winery will be in front of over 100 buyers that have current sourcing projects. And you'll only meet the ones with a strong interest for better outcomes.

## **OFF TRADE SPIRITS ONLINE SUMMIT: 15-17 JUN 2022**

This summit is for spirit companies (brands and Private Label) that want to develop their activities with strategic importers globally that focus on retailers, retail chains and online retailers. You'll save years in business development as your winery will be in front of over 100 buyers that have current sourcing projects. And you'll only meet the ones with a strong interest for better outcomes.

## **ON TRADE WINE ONLINE SUMMIT: 15-16 NOV 2022**

This summit is for wineries (brands and exclusive brands/Private Label) that want to develop their activities with strategic importers globally that focus on HORECA, hotels, bars, restaurants and catering companies. You'll save years in business development as your winery will be in front of over 100 buyers that have current sourcing projects. And you'll only meet the ones with a strong interest for better outcomes.

## **ON TRADE SPIRITS ONLINE SUMMIT 15-16 NOV 2022**

This summit is for spirit companies (brands and Private Label) that want to develop their activities with strategic importers globally that focus on HORECA, hotels, bars, restaurants and catering companies. You'll save years in business development as your winery will be in front of over 100 buyers that have current sourcing projects. And you'll only meet the ones with a strong interest for better outcomes.

## **BEERS, CIDERS, SELTZERS ONLINE SUMMIT: 15-16 NOV 2022**

This summit is for Beers, ciders, seltzers companies that focus on their brands **(including emerging brands!)**. They'll be able to grow their activities with strategic importers globally, key retail chains, online retailers, bars, hotels and restaurants. You'll save years in business development as your brand will be in front of over 100 buyers that have current sourcing projects. And you'll only meet the ones with a strong interest for better outcomes.

# DRINKS ONLINE SUMMIT

## 23-25 MAR 2022

**Categories:** ORGANIC & NATURAL - HEALTH & FUNCTIONAL DRINKS - FERMENTS - PRE & PROBIOTICS – ISOTONICS - PLANT-BASED - NATURAL SYRUPS - CLEAN LABEL – VEGAN – WATERS – JUICES - SODAS

- **Buyers list:** <https://www.wabel.com/buyerslist-drinks-summit/>
- **Admission form:** <https://www.wabel.com/admission-form-drinks/>

### Assets:



### Social Media Content:

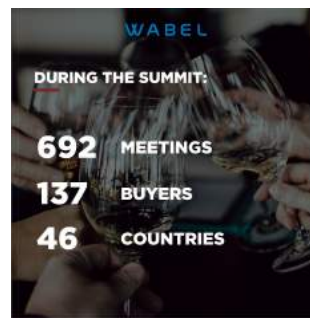
# OFF TRADE WINE ONLINE SUMMIT

## 15-17 JUN 2022

**Categories:** STILL WINES - SPARKLING WINES - FORTIFIED WINES - ALCOHOL-FREE WINES  
- LOW ALCOHOL WINES

- **Buyers list:** <https://www.wabel.com/buyers-list-off-trade-wine-summit-2022/>
- **Admission form:** <https://www.wabel.com/admission-form-wine/>

### Assets:



### Social Media Content:

# OFF TRADE SPIRITS ONLINE SUMMIT

## 15-17 JUN 2022

**Categories:** SPIRITS - LIQUEURS & APERITIFS - READY-TO-DRINK COCKTAILS - ALCOHOL-FREE

- **Buyers list:** <https://www.wabel.com/buyers-list-off-trade-spirits-summit-2022/>
- **Admission form:** <https://www.wabel.com/admission-form-spirits/>

**Assets:**



**Social Media Content:**

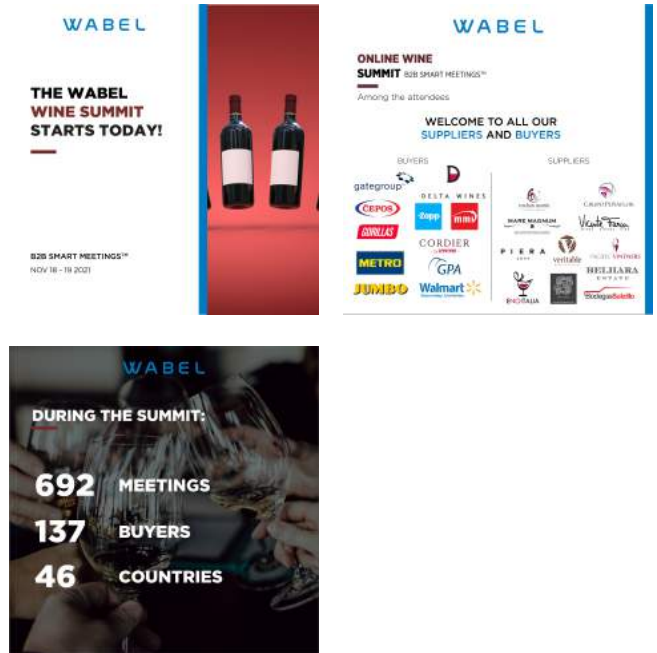
# ON TRADE WINE ONLINE SUMMIT

## 15-16 NOV 2022

**Categories:** STILL WINES - SPARKLING WINES - FORTIFIED WINES - ALCOHOL-FREE WINES  
- LOW ALCOHOL WINES

- **Buyers list:** <https://www.wabel.com/buyerslist-on-trade-wine-summit/>
- **Admission form:** <https://www.wabel.com/admission-form-wine/>

### Assets:



### Social Media Content:

# ON TRADE SPIRITS ONLINE SUMMIT

15-16 NOV 2022

**Categories:** SPIRITS - LIQUEURS & APERITIFS - READY-TO-DRINK COCKTAILS - ALCOHOL-FREE

- **Buyers list:** <https://www.wabel.com/buyerslist-on-trade-spirits-summit/>
- **Admission form:** <https://www.wabel.com/admission-form-spirits/>

## Assets:



## Social Media Content:

# BEERS, CIDERS, SELTZERS ONLINE SUMMIT

## 15-16 NOV 2022

**Categories:** BEERS - CIDERS - HARD SELTZERS - MEADES - LOW/NO ALCOHOL

- **Buyers list:** <https://www.wabel.com/admission-form-wine/>
- **Admission form:** <https://www.wabel.com/buyers-list-off-trade-wine-summit-2022/>

**Assets:**



**Social Media Content:**



# BEAUTY, PERSONAL CARE & HOME CARE SUMMITS

## **CONNECT BEAUTY SUMMIT BY VALERIE KAMINOV: 2 - 3 March 2022**

Valérie Kaminov, Founder of International Luxury Brand Consultancy is one of the most well-regarded names in the beauty industry. Her network of contacts spans the world and encompasses every category, through her expertise she has successfully transformed business opportunities for emerging and established names. This summit is made for brands who want to develop their business with offline and online retailers, and distributors, but also pharmacies and specialists.

## **VITAMINS AND SUPPLEMENTS ONLINE SUMMIT: 31st May - 1st June 2022**

This summit is made for brands who want to develop their business with offline and online retailers, and distributors, but also pharmacies and specialists.

## **CONNECT BEAUTY SUMMIT BY VALERIE KAMINOV: 21 - 22 September 2022**

Valérie Kaminov, Founder of International Luxury Brand Consultancy is one of the most well-regarded names in the beauty industry. Her network of contacts spans the world and encompasses every category, through her expertise she has successfully transformed business opportunities for emerging and established names. This summit is made for brands who want to develop their business with offline and online retailers, and distributors, but also pharmacies and specialists.

# CONNECT BEAUTY ONLINE SUMMIT WITH VALERIE KAMINOV 02-03 MAR 2022

**Categories:** SKINCARE - HAIRCARE - MAKEUP - FRAGRANCE

- **Buyers list:**

<https://www.wabel.com/buyers-list-connectbeauty-summit-with-valerie-kaminov-2022-2/>

- **Admission form:** <https://www.wabel.com/admission-form-connectbeauty/>

**Assets:**



**Social Media Content:**

# VITAMINS & FOOD SUPPLEMENTS ONLINE SUMMIT

## 31 MAY 2022 & 1 JUN 2022

**Categories:** ORGANIC & NATURAL - HEALTH & FUNCTIONAL DRINKS - FERMENTS - PRE & PROBIOTICS – ISOTONICS - PLANT-BASED - NATURAL SYRUPS - CLEAN LABEL – VEGAN – WATERS – JUICES - SODAS

- **Buyers list:**
- **Admission form:** <https://www.wabel.com/admission-form-vbs-summit/>

### Assets:



### Social Media Content:

# CONNECT BEAUTY ONLINE SUMMIT WITH VALERIE KAMINOV 21 - 22 SEP 2022

**Categories:** SKINCARE - HAIRCARE - MAKEUP - FRAGRANCE

- **Buyers list:**

<https://www.wabel.com/buyers-list-connectbeauty-summit-with-valerie-kaminov-2022-2/>

- **Admission form:** <https://www.wabel.com/admission-form-connectbeauty/>

**Assets:**



**Social Media Content:**

## BEAUTY AND PERSONAL CARE ONLINE SUMMITS 25-27 OCT 2022

**Categories:** FACE CARE - BODY CARE - SUN CARE - DEVICES - ACCESSORIES - HAIR CARE - BATH, SHOWER & SOAP - DEODORANTS - ORAL CARE - FACIAL TISSUES- HAND WIPES - TOILET PAPER - LADIES HAIR REMOVAL - FEMININE CARE

- **Buyers list:** <https://www.wabel.com/buyers-list-beauty-personal-care-summit-2022/>
- **Admission form:** <https://www.wabel.com/admission-form-beauty-and-personal-care-summit/>

### Assets:



### Social Media Content:

# HOME CARE ONLINE SUMMIT

25-27 OCT 2022

**Categories:** HOME CARE & CLEANING

- **Buyers list:** <https://www.wabel.com/buyers-list-home-care-summit-2022/>
- **Admission form:** <https://www.wabel.com/admission-form-home-care/>

**Assets:**



**Social Media Content:**