

Export Club: Opportunities for Lithuanian Companies in European Retail Networks

May 6th, 2020

Enterprise Lithuania invites **representatives of Lithuanian food and beverage companies** to live broadcast on opportunities in European retail chains.

Please notice: the registration link for B2B meetings with Wabel and Taste Distribution is active and you can access it [here](#).

10:00 – 10:10	Welcome speech	Rasa Uždavinytė „Enterprise Lithuania“ director of export department
10:10 – 10:30	Economic forecast and labor market in France after quarantine	Daiva Chetcuti Commercial Attache in France
	European Retail: Key Players & Their needs	
	PART 1: The European Food & Drinks Market	
	<ol style="list-style-type: none"> 1. Current trends. PRE and POST PANDEMIC. 2. What are the main dynamics in the market? 	
	PART 2: Presentation of strategic European retail Chains	
10:30 – 11:10	<ol style="list-style-type: none"> 1. “Small tour” of 10 key European buying groups 2. What are they NOW looking for? 	Aurelien Van Berten COO & Co-Founder „Wabel“
	PART 3: What buyers now expect from you for B2B meetings?	
	<ol style="list-style-type: none"> 1. What to include in your commercial presentation to prepare for you B2B meetings? 2. Face-to-Face meetings VS. Video Meeting 	
11:10 – 11:30	TBC	Arthur Harnois Sales director „Taste Distribution“

Speakers



Aurélien Van Berten has started his career in consulting as an analyst and as a trader in a global commodity firm in Asia, Europe and US before launching WABEL in 2012. He oversees all activities with global purchasing groups and its online platform and starts regularly new products to facilitate the connection between suppliers and buyers.

WABEL connects suppliers with strategic purchasing groups (RETAIL/FOODSERVICE/IMPORTERS). With its close collaboration with over 6,000 key buyers of FMCG products (*FOOD, DRINKS, W&S, HOME, BEAUTY & PERSONAL CARE*) we create successful meetings on all our 14 international SUMMITS and through our ONLINE PLATFORM: <https://needl.co/> where members can connect and submit their products to matching buyers.



Arthur Harnois is a Sales director, supplier relations and sourcing manager at Taste Distribution since October 2018. He spent 7 years at innocent France (sales and marketing), which allowed him to have a perfect knowledge of the GMS and the world of consumer products.

Taste Distribution is a distribution company of F&B brands on the French market. Expert in snacking in supermarkets, Taste Distribution sources and launches in France high potential brands (sweet / savory groceries, soft drinks) in the proxy, hyper and supermarket networks. The company has 25 employees, including fifteen sales representatives in the Paris and Lyon regions who cover more than 2,000 points of sale. With an office in Paris, a field team and a logistics warehouse near Paris, Taste Distribution is the ideal partner for foreign brands wishing to establish themselves quickly in French market.

We would be glad if you could join and participate.

The webinar will be held in english language on Wednesday, May 6th, 2020 at 10.00 a.m.

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