

# The Polish manufacturer of dulce de leche (Kaymak) is looking for distributors

## Summary

Profile type

**Business Offer**

Company's country

**Poland**

POD reference

**BOPL20241213002**

Profile status

**PUBLISHED**

Type of partnership

**Commercial agreement**

Targeted countries

• **World**

Contact Person

**[Noriko MITA](#)**

Term of validity

**23 Jan 2025**

**23 Jan 2027**

Last update

**12 Jan 2026**

## General Information

### Short summary

The Polish family owned company with over 26 years of experience in business runs the biggest in Poland production of dulce de leche (kajmak) offering its products to confectioneries, ice-creamers, retail sale and other companies from the food and confectionery industries

### Full description

The company is already exporting its products to among others: Singapore, Malaysia, Moldova, Lithuania, Germany and the United Kingdom.

Available flavours of dulce the leche offered by the client:

- traditional,
- nutty,
- with sea salt,
- with dark chocolate,
- creamy,
- vegan-coconut,
- gingerbread,
- vanilla,
- with matured cheese.
- sugar-free in various flavors (New Product)

The brown colour and thick consistency are the result of long-term caramelization of milk with sugar. Kajmak is packed "hot", thanks to which it does not need any preservatives.

## Advantages and innovations

What makes the company's product special? - based on natural ingredients: milk and sugar, - it doesn't contain palm oil, preservatives, food coloring or thickeners, - it is gluten free, Comparing to popular creams it has: - 70% less fat, - 15% less sugar, - 19% more protein, The product is also IFS and HALAL certified.

## Technical specification or expertise sought

## Stage of development

**Already on the market**

## Sustainable Development goals

• **Not relevant**

## IPR Status

## IPR Notes

## Partner Sought

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## Expected role of the partner

The Polish client is interested in establishing cooperation with partners in sales distribution or cooperate under a private label partnership in terms of sale of their retail market products (jars) and confectionery products (bulk).

## Type of partnership

**Commercial agreement**

## Type and size of the partner

- **SME 50 - 249**
- **Big company**
- **SME <=10**
- **SME 11-49**



## Dissemination

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Technology keywords

Market keywords

• **05008002 - Food and feed ingredients**

Targeted countries

Sector groups involved

• **World**