



**САНДОРА®**  
*Гарантія якості*

# Presentation of «SANDORA» LLC (Export Department) 2016



# Company profile

# Sandora®

Sandora» LLC is Ukrainian producer of juices, juice drinks, carbonated drinks. Currently «Sandora» LLC is owned by PepsiCo Company, USA.



- \* March 21, 1996 – Production of the first batch of the Goods at Industrial Complex №1
- \* Industrial Complex №2 was established and put into operation in 2006
- \* Currently (as of May 2016) the Company occupies **50,5 %** of Ukrainian juices market
- \* One of the key principles of the Company is to offer the wide range of high quality products to the consumers.

As of today number of PepsiCo Company's employees in Ukraine amounts to about 3 200 people



**PEPSICO**  
UKRAINE

**Sandora**

*The Company production facilities are located in southern part of Ukraine, near Nikolayev City.*



## Our raw material



- \* All raw materials, used for production of **TM Sandora** and **TM Sadochok**, are **customized, exclusive raw materials**.
- \* The Company mainly use the imported raw material from **leading producers** when producing TM Sandora products, as well as local raw material when producing the domestic tastes.
- \* The Company mainly use the local raw material including the one of its own make when producing TM Sadochok products.
- \* All raw material suppliers **must** pass the procedure of approval by PepsiCo Company and then they are included into the Matrix of the approved suppliers.
- \* Due to this procedure **we can guarantee** quality and safety of the raw material used in the production.



**PEPSICO**  
UKRAINE

**Sandora**





# Our production



- \* **Modern equipment** enables to avoid using colorants, preserving agents and artificial.
- \* **Short-time high-temperature processing** with low temperature pressure conditions enables to save maximum useful vitamins and minerals contained in fresh fruits and berries.
- \* **Modern aseptic packaging** from the leading global producers guarantees considerable storage time and convenience for distribution.



**PEPSICO**  
UKRAINE  
*Sandora*

**Sandora**

# Our packaging



Cardboard  
Food-grade polyethylene  
Foil

Our modern production lines of **aseptic filing** provide the best choice of packages different types and sizes:

- \* Premium sizes - **Prism** – 1000 ml, 500 ml, 250 ml
- \* Big /family sizes - **Slim** – 2000 ml, 1500 ml, 1000 ml
- \* Portion sizes - **Slim** – 500 ml, 200 ml
- \* Portion size 200 ml **Base**



**PEPSICO**  
UKRAINE

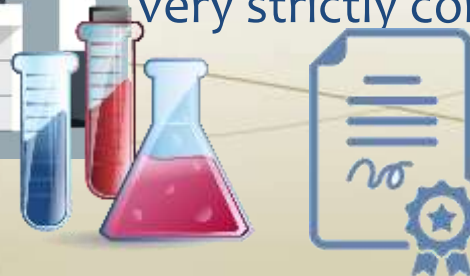
**Sandora**

**Sandora**

# Our quality control



- \* One of the Company`s key principles is to offer consumers the wide range of **high quality** products. DSTU ISO 9001 quality management system as well as DSTU ISO 22000 food safety management system are implemented at every factory of PepsiCo Company in Ukraine. This system is based on principle of **Hazard Analysis and Critical Control Points (HACCP)**, enabling to very strictly control every production stage.



**PEPSICO**  
UKRAINE

**Sandora**



# Our juices



- \* **Freshly-pressed juice (fresh)** – juices produced by **physical and mechanical method** from one or several kinds of fruits **without further treatment**.
- \* **Reconstituted juice** – juice created for **direct use**. The juice in production quantities is produced by reconstitution from the concentrate method:

Heat up for 40 seconds till 100 degrees

Keep for 3-4 seconds

For 30 seconds cool down till room temperature

Pour in the pure water of precisely the same volume as evaporated before

- \* **Nectar** is obtained by **mixing one or several kinds** of concentrated juices or edible parts of ripe and fresh fruits with water, sugar or honey. Share of the fruit juice weight must be not less than 25-50%.
- \* **Juice drink** is **the mixture of natural fruit juice** not only with water and sugar but with citric acid as well. Fruit content in fruit juice drinks must be not less than 10%, and in vegetable ones – 40%.
- \* **Fruit drink** is **the mixture of berries and fruits juices** (or their juice concentrate), water and sugar (or glucose-fructose syrup). Besides, the juice share must be not less than 15%.

**Remark:** Concentrate is produced by direct pressing juice treatment.

Neither sugar nor any other sweetening agents must not be added, they concentrate by high cooling (freezing).



**PEPSICO**  
UKRAINE

**Sandora**



# Sandora

# TM Sandora

- \* «Sandora» – **the most popular** trade mark of juices in Ukraine, standard of high quality and natural taste. Products of TM «Sandora» are held in esteem amongst consumers not only at domestic market but in many other countries as well.



Citrus tastes



Exotic tastes



Traditional tastes



**PEPSICO**  
UKRAINE

**Sandora**



# Sandora

# TM Sandora (range)



**PEPSICO**  
UKRAINE

**Sandora**

№	Taste name	Type of packing	% of fruit-vegetable part content	Pack size			
1	Pineapple nectar	EXPORT	80%			1,0 ltr	0,25 ltr
2	Orange juice	EXPORT	100%			1,0 ltr	0,25 ltr
3	Banana nectar	EXPORT	25%			1,0 ltr	
4	Grapefruit juice	EXPORT	100%			1,0 ltr	
5	Mango nectar	EXPORT	30%			1,0 ltr	
6	Multifruit nectar	EXPORT	50%			1,0 ltr	0,25 ltr
7	Vegetable juice	EXPORT	100%			1,0 ltr	
8	Peach nectar	EXPORT	50%			1,0 ltr	0,25 ltr
9	Tomato juice	EXPORT	100%			1,0 ltr	
10	Apple juice	EXPORT	100%			1,0 ltr	0,25 ltr
11	Grape nectar (red)	UKRAINE	80%			1,0 ltr	
12	Sicilian red orange nectar	UKRAINE	25%			1,0 ltr	
13	Orange-grapefruit nectar	UKRAINE	70%			1,0 ltr	
14	Orange-peach nectar	UKRAINE	45%			1,0 ltr	
15	Banana-apple-strawberry nectar	UKRAINE	30%			1,0 ltr	0,5 ltr
16	Grape-apple-pomegranate nectar	UKRAINE	50%			1,0 ltr	
17	Orange juice	UKRAINE	100%				0,5 ltr
18	Grape juice	UKRAINE	100%			1,0 ltr	0,5 ltr
19	Cherry nectar	UKRAINE	35%	2,0 ltr	1,5 ltr	1,0 ltr	0,5 ltr
20	Pomegranate nectar	UKRAINE	26%			1,0 ltr	0,5 ltr
21	Multivitamin nectar	UKRAINE	50%	2,0 ltr	1,5 ltr		0,5 ltr
22	Tomato juice	UKRAINE	100%	2,0 ltr	1,5 ltr		0,5 ltr
23	Apple juice	UKRAINE	100%	2,0 ltr	1,5 ltr		0,5 ltr
24	Black current nectar	UKRAINE	25%			1,0 ltr	
25	Mango nectar	UKRAINE	30%				0,25 ltr
26	Lemon nectar	UKRAINE	25%			1,0 ltr	

# Sandora

Овочевий  
Коктейль

pack of 0,95 litre

## TM Sandora Vegetable cocktail

100%  
vegetables  
and fruits



- \* Based upon many years` experience of Sandora`s specialists, we have created a new series of **100% juices** «Vegetable cocktail», represented by four inventive combinations of vegetables and fruits.
- \* We are bringing to your attention the unique taste combinations as follows:
  - ✓ refreshing pumpkin-apple juice
  - ✓ savoury tomato juice
  - ✓ light tomato-beet juice
  - ✓ bright carrot-apple juice



**PEPSICO**  
UKRAINE

**Sandora**



# САНДОРИК®



# TM Sandorik

**VITAMINS**



\* TM «SANDORIK» - juices and nectars in portion pack of Tetra Slim Aseptic 0,2 L with tube, specially designed for children. These are natural, digestible juices and nectars with mild and balanced flavor.

Banana-apple-strawberry nectar	30% of fruit-vegetable part content
Grape-apple nectar	50% of fruit-vegetable part content
Multifruit nectar	45% of fruit-vegetable part content
Peach nectar	40% of fruit-vegetable part content
Multivitamin juice	40% of fruit-vegetable part content
Apple-carrot-raspberry juice	40% of fruit-vegetable part content
Apple juice	100% of fruit-vegetable part content



**enriched by balanced complex of five vitamins  
(A, B1, B2, B12, C).**



**PEPSICO**  
UKRAINE

**Sandora**



# Садочок

# TM Sadochok



- \* **Naturality** –we use vegetables and fruits from approved suppliers` orchards for producing products TM «Sadochok» .
- \* **TM «Sadochok»** products do not contain preserving agents, colourants, stabilizers and GMO.



- \* **Popularity** - TM «Sadochok» for many years is Ukrainian juice market leader with market share of some **31%**.
- \* **It means** that practically **every third** glass of juice consumed in Ukraine is of TM «Sadochok».
- \* **Every second** people drink **7 packs** of TM Sadochok in Ukraine .



**PEPSICO**  
UKRAINE

**Sandora**



# TM Sadochok



**Family values** – due to the wide range of tastes and sizes of the packs each family member can choose Sadochok he/she likes.

TM «Sadochok» offers to the consumers **more than 18 unique tastes** in different sizes of packs fitting every taste.

**For children** TM «Sadochok» is ready to offer a big (0,5 ltr) or small (0,2 ltr) portion pack with handy tube. Also TM «Sadochok» offers to the consumers **the convenient and economic** juice packs of volume of 1 ltr, 1,5 ltr and 2 ltr, sufficient for the whole family.



**PEPSICO**  
UKRAINE

**Sandora**



# Сagochok™ Sadochok juice drink produced from fruits of apples, cranberries and chokeberries (fruit drink)



- \* **Fruit drink** – is the natural thirst-quenching and refrigerant drink that provides refreshing and tonic effect.
- \* In winter time the fruit drink is the excellent prophylactic remedy against cold-related diseases.
- \* In summer time it perfectly quenches a thirst.
- \* Fruit drink is of **wholesome food category**, because it is produced from natural juice of fresh berries.



**PEPSICO**  
UKRAINE

**Sandora**



# Садочок™ Sadochok (fresh)

100%  
Fruits, berries,  
vegetables

- \* **Seasonal novelties** - TM «Sadochok» always pleases its consumers by both tastes and sizes novelties.
- \* **Unique products** in Tetra Pak packing – 100% **juices** of direct pressing. Unique technology, gentle thermal treatment and Tetra Pak packages enable to save maximum amount of useful substances containing in the fruits.
- \* **Three tastes** – apple, pear-apple and tomato with salt.

Washing, hand-picking, checking in laboratory, cleaning, squeezing out, processing by heating, cooling down, filling in. All operations from harvesting till filling in packages take just 24 hours.



**PEPSICO**  
UKRAINE

**Sandora**

# Садочок™ Sadochok

(range)



№	Taste name of TM Sadochok	Type of packing	% of fruit-vegetable part content	Pack size		
1	Orange nectar	EXPORT	50%		0,95 ltr	0,2 ltr
2	Pineapple juice drink	EXPORT	40%		0,95 ltr	0,2 ltr
3	Apricot-apple nectar	EXPORT	50%	1,45 ltr	0,95 ltr	0,2 ltr
4	Multimix nectar	EXPORT	50%	1,93 ltr	1,45 ltr	0,95 ltr
5	Multifruit nectar	EXPORT	50%	1,93 ltr	1,45 ltr	0,95 ltr
6	Tomato juice	EXPORT	100%		0,95 ltr	
7	Apple-grape nectar (white)	EXPORT	50%	1,93 ltr		0,2 ltr
8	Apple-grape nectar (red)	EXPORT	50%	1,93 ltr		0,2 ltr
9	Apple-peach nectar	EXPORT	50%	1,93 ltr		0,95 ltr
10	Apple-carrot-strawberry nectar	EXPORT	50%		0,95 ltr	0,2 ltr
11	Apple-carrot nectar	EXPORT	50%		0,95 ltr	
12	Apple nectar	EXPORT	70%	1,93 ltr		0,95 ltr
13	Apple, cranberry, chokeberry drink	EXPORT	18%		0,95 ltr	
14	Fruit-berry nectar	EXPORT	50%		0,95 ltr	
15	Apple-strawberry juice with pulp	UKRAINE	40%	1,93 ltr	0,95 ltr	0,2 ltr
16	Apple-cherry nectar	UKRAINE	38%	1,93 ltr	0,95 ltr	
17	Tomato juice	UKRAINE	100%	1,93 ltr	1,45 ltr	0,5 ltr
18	Apple-carrot-strawberry juice	UKRAINE	40%		1,45 ltr	
19	Apple-banana nectar	UKRAINE	37%		0,95 ltr	0,2 ltr
20	Apple-grape nectar (red)	UKRAINE			1,45 ltr	
21	Apple and cranberry fruit drink	UKRAINE	18%		0,95 ltr	
22	Apple-pomegranate nectar	UKRAINE	40%		0,95 ltr	
23	Pineapple nectar	UKRAINE	40%			0,5 ltr
24	Orange nectar	UKRAINE	50%	1,93 ltr		0,5 ltr
25	Multivitamin juice	UKRAINE	40%			0,5 ltr
26	Multifruit nectar	UKRAINE	40%			0,5 ltr
27	Peach juice	UKRAINE	40%			0,5 ltr
28	Apple-grape nectar (white)	UKRAINE	50%		1,45 ltr	0,5 ltr
29	Apple nectar	UKRAINE	40%		1,45 ltr	0,5 ltr



**PEPSICO**  
UKRAINE  
*Sandora*



ВИММ-  
БИЛАЙ-  
ДОНН

# Our milk

Every day 30000 cows are provided with the best feed and give us **250 000** liters of milk.



Ultra heat-treated drinking milk — **is the irreplaceable product** under the conditions of a modern city. It can be preserved for a longer period of time, besides it contains the remained useful elements of raw milk such as: fats, proteins, carbohydrates, calcium, amino acids, minerals.

The secret is very simple – the raw milk is **heated up to the temperature of more than 100 degrees for a very short time – literally several seconds**, completely excluding contact of milk and air and then the milk must be rapidly cooled down. This enables to disable a pathogenic flora activity. Most of **useful elements are kept**, and the fat containing in the milk is separated into microscopic balls, ensuring better assimilation of the milk.

- \* It is impossible to repeat the procedure in home conditions – the industrial thermal treatment influences over the milk **more gently**, than boiling at home.

**Sell by date is of 180 days**



**PEPSICO**  
UKRAINE

**Sandora**





ВИММ-  
БИЛАЯ-  
ДОМН

# Butter

(assortment)



A surplus of natural butter of **high quality** have appeared during making of milk and other dairy products in the process of separation.

\* We could offer high quality butter (without TM) packed into cardboard boxes per 20 kg of each in the form of a monolith:

- \* Traditional butter 72,5% weight in 20 kg box
- \* Storage temperature -5-0 3 months
- \* Storage temperature -6-11 9 months
- \* Storage temperature -12-18 12 months



**Ingredients: pasteurized cream from cow's milk**



**PEPSICO**  
UKRAINE

**Sandora**

**Вимп-Билль-Данн**

# Our milk cocktails



**Storage temperature ranges from 0 till 25 degrees Celsius**



## Range of TM Chudo

- Milk cocktail "Chudo-cocktail for shaking", strawberry
- Milk cocktail "Chudo-cocktail for shaking", vanilla
- Milk cocktail "Chudo", strawberry
- Milk cocktail "Chudo", vanilla
- Liquid chocolate "Chudo"

volume, ltr	fatness, %	Sell by date, days	pieces in the packet
0,95	5,0%	180	12
0,95	5,0%	180	12
0,2	2,0%	180	27
0,2	2,0%	180	27
0,2	3,0%	180	12



**PEPSICO**  
UKRAINE

**Sandora**



# ХРУС team

## Our snacks

(bread sticks)



\* ХРУСТЕАМ is not just a bread stick – it is beer snack!

\* ХРУСТЕАМ is a combination of taste of conventional beer snack and ideal crunch!

\* ХРУСТЕАМ is of macaroni type, prolate form which is familiar to consumers as bread sticks.

\* ХРУСТЕАМ contains wheat and rye flour which surely creates the real bread taste.

\* ХРУСТЕАМ is the ideal salty snack. Unlike chips, the bread sticks are not roasted but baked and do not form of crumbs. As opposed to conventional bread sticks, ХРУСТЕАМ bread sticks are handy to hold in hands and the pack practically does not contain crumbs!



PEPSICO  
UKRAINE

Sandora



# ХРУС team

# ТМ Хрустteam



- \* **Aspic with horseradish** – Novelty of acrid flavour at Ukrainian breadsticks market!
- \* **Calamari** – Excellent salty snack with unique taste!
- \* **Shashlik** – Take the shashlik taste along!
- \* **Smoked cheese** – Consistent and matchless Cheese taste!
- \* **Smoked Sausages taste** – Perfectly goes with foamy beer!

Pack of 130, 80 and 35 grams

Sell by date: 147 days



**PEPSICO**  
UKRAINE

**Sandora**

# ХРУС team

# ТМ Хрустteam



- \* Baguette baked Ham with French mustard - Air crackers "Baguette" taste of pork with French mustard
- \* Baguette King crab - Air crackers "Baguette" taste of the crab
- \* Baguette with taste of tomatoes and herbs - Air crackers "Baguette" taste of tomatoes and aromatic herbs

Pack of 60 grams

Sell by date: 147 days



**PEPSICO**  
UKRAINE

**Sandora**





# Sandora®



- \* «Sandora» plays a leading role at Ukrainian market, on every category of the goods it ranks among the first. Number of categories themselves which Sandora is able to offer in Ukraine is much more than we can offer for export.
- \* We successfully deliver the export goods in more than 30 near-abroad countries as well as far-abroad countries, including Europe, North America, Asia, Middle East, countries of Africa.
- \* **Join us!!!**



**PEPSICO**  
UKRAINE

**Sandora**