

OUR STORY



OUR MISSION

Through the hands of our growers, we create great tasting, responsibly produced, authentic foods that nurture community and enhance your quality of life.



Our Story

- Inspired by the culinary heritage, traditions and ingredients of the Mediterranean
- Founded in 1996 by Phil Meldrum
- We are a producer and importer of Mediterranean Specialty foods with an expertise in sourcing ingredients from agriculturally-rich communities that support sustainability, biodiversity and traditional farming practices
- We are the largest importer of Greek table olives to the United States
- FOODMatch produces and imports more than 500 products from 15 countries



Grove to Table™

Our values, in practice:

We are **deeply rooted** in every production milestone from planting to harvesting to curing, packaging and shipping.

We grow, manufacture and package our products **straight from the source**, enabling us to provide transparency, authenticity and value.

We collaborate with you to develop training and education materials, menu/application ideas, best practices for storage and handling and in-store merchandising support.

It's our promise to **set you up for success.**



Globally Local™

Our ingredients are sourced from the land in which they indigenously grow to provide you with true flavor and quality.

Olives need a specific climate and terroir to thrive. So while an olive may not be able to be a “local” food, we partner with agricultural communities that embrace the principles of the movement:

- Food grown and produced within a small radius of land
- Crops that improve small, local economies, environment and community
- Sustainable and organic farming practices



Ingredients for a Good Life

Simplicity

- Less manipulation means healthier food. Our products are crafted without preservatives or artificial ingredients.

Variety

- From simply natural to grilled, roasted, marinated, pickled, stuffed, sliced and diced, we have something to suit every taste

Time

- Ingredients that are prepped and ready to plate, saving valuable time and labor

Taste

- The most important part! Fresh, natural, vibrant and flavorful.



Iconic Ingredients — Always on Trend

“New and emerging restaurant concepts are focusing on Mediterranean flavors and freshness as drivers for growth.”

— *Food Business News*

“Appetizers/Antipasti is among the top 5 fastest growing specialty categories.”

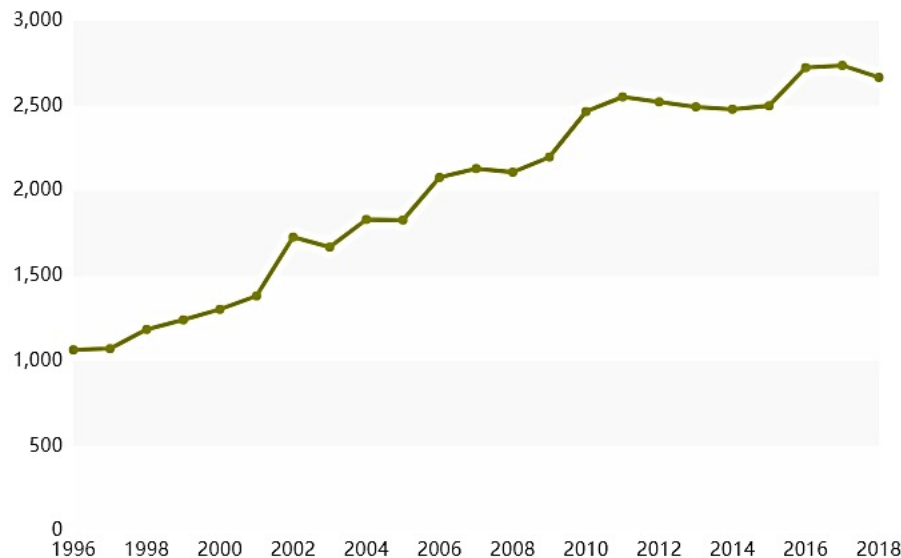
— *Specialty Food Association*

“Pickles and preserved vegetables have shown a 71% increase on menu mentions since 2015.”

— *Mintel*

World Table Olive Consumption

Source: IOC



2022 | Mediterranean Diet

- #1 in Best Diets Overall
- #1 in Best Diets for Healthy Eating
- #1 in Best Heart-Healthy Diets
- #1 in Best Plant-Based Diets
- #1 in Easiest Diets to Follow
- #1 in Diabetes Diets to Follow

Our Collection

Olives

Antipasti

Spreads & Sauces

Ingredients & Condiments

Bulk, Industrial, Consumer Packaged, Portion Packs & More



Commitment to Quality: Olives

Natural Curing

Our olives are cured in their natural brine allowing for true taste, color and texture

Quality Assurance

- Our QC team is in the fields ensuring that all facilities meet our standards
- Our state-of-the-art plants are HACCP certified and undergo third-party audits
- Whenever possible, our olives are hand-picked, hand-sorted and hand-stuffed
- Our growers return to the same trees week after week to pick the fruit only when it is perfectly ripe and ready for curing

Our Range

- We offer a full selection of organic, kosher and non-GMO olives



Our Expertise | Specialty & Deli

Olive & Antipasti Bars

- We are the experts at bringing culinary theater to the deli; creating a destination for a premium in-store experience
- More than the products, we can create merchandising and training solutions for your team

Pre-Pack Cups & Pouches

- Activate your program for delivery, online orders and customers who prefer packaged product
- Many MAP (brineless) and innovative selections available (olives, antipasti & ingredients)

Specialty Spreads & Jams

- The star of cross-merchandising; our spreads and jams are perfect with cheese, charcuterie and dips

Prepared Foods & Bakery

- We offer the star ingredients for your prepared food programs; chopped, sliced, diced & ready to top



Our Expertise | Grocery

Divina – We're on Top of Center Store!

- The iconic and innovative Divina brand is sought after by consumers who value quality and consistency
- In our category, Divina is the only brand scanning in the Top 5 for both Natural/Specialty and Conventional Grocery (SPINS)

Variety & Value

- We offer a diverse collection of:
 - Organic
 - Non-GMO
 - Varietal Olives
 - Stuffed & Marinated Olives
 - Peppers
 - Dolmas
 - Preserved Vegetables & Antipasti
 - Capers
 - Oil & more



Our Expertise | Foodservice

Divina – Every Dish, Every Day, Every Time

As a long-term manufacturer and importer of specialty Mediterranean ingredients, we are deeply integrated with major broadliners and regional specialty distributors and have specialty ingredients featured on menus spanning the nation's largest multi-unit chains and fine dining restaurants.

Savor (without the labor)

Save prep time and deliver consistency with our fully prepared, ready-to-serve Mediterranean specialties:

- Roasted
- Sliced, Diced, & Chopped
- Marinated
- Grilled
- Stuffed



Our Expertise | Private Brands & Custom Manufacturing

We've Got You Covered

Developing new products to test and launch is the lifeblood of our industry's growth and innovation. Our Global Sourcing and Culinary Team can work with you to manufacture exactly what you need.

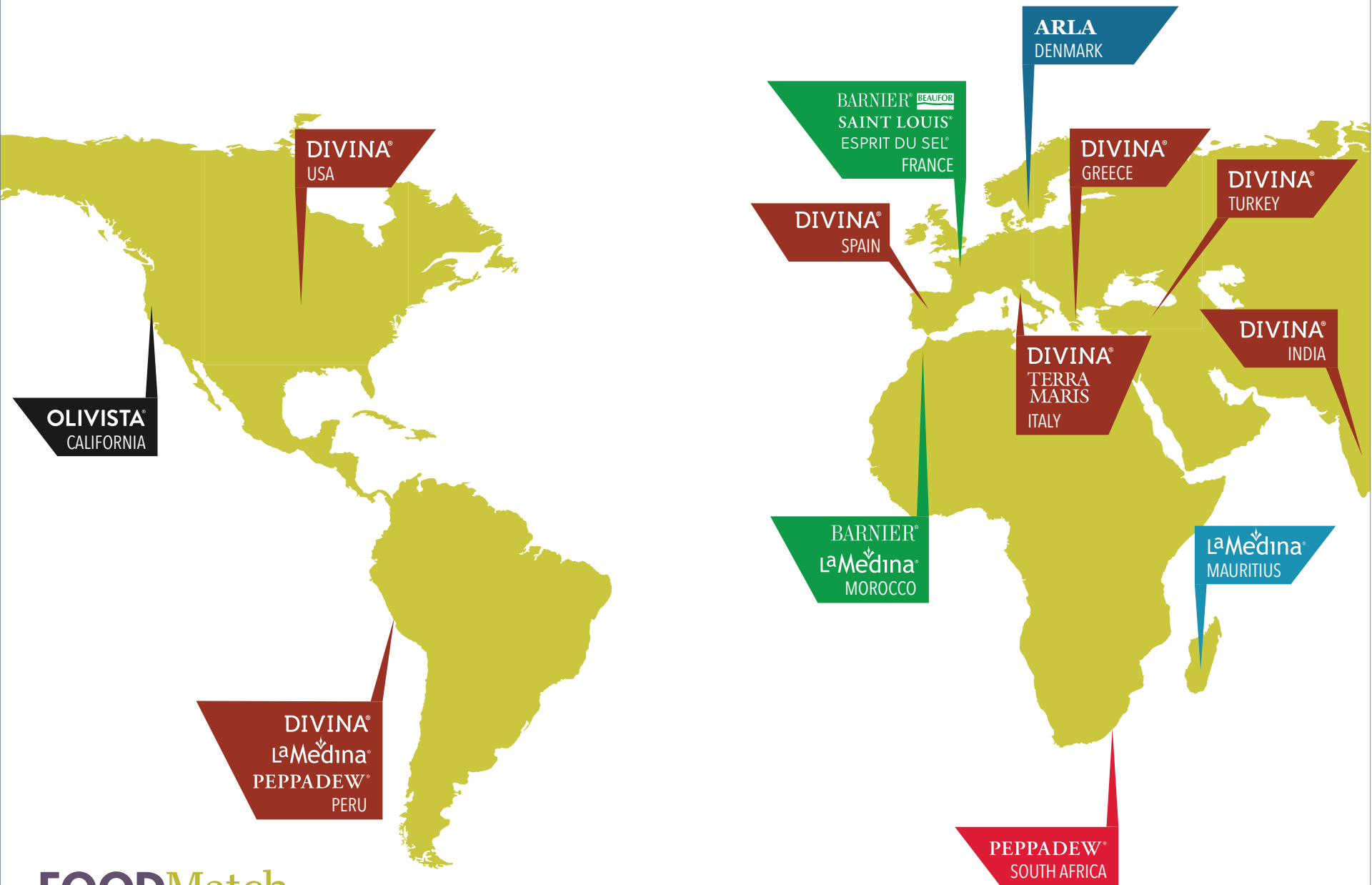
Our expertise in sourcing raw materials allows us to engineer and customize olive and antipasti to meet your specifications.

Our hands-on approach allows us to add or remove ingredients and create distinct, custom flavors upon request.

Whether it's by selecting for caliber-size or customizing piece-count, we are able to alter our specs to meet your requirements.

We understand that one size doesn't fit all, which is why we are glad to offer custom packaging for customers who need larger or smaller case packs, bilingual labeling, and more!





Thank you!

FOODMatch

foodmatch.com

212.xxx.xxxx

salesrep@foodmatch.com