

NEWS RELEASE

STRENGTHENING RELATIONSHIPS IN EASTERN EUROPE: CZARNIKOW JOINS FORCES WITH UKRAINIAN BUSINESS CONSULTANCY ENTRYPOINT GROUP

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Amidst concerns over global connectivity, British supply chain service company Czarnikow is strengthening its relationships in Eastern Europe. Having signed an agency agreement with Entrypoint Group, a business intelligence consultancy in Ukraine, Czarnikow will be leveraging its global platform to competitively source, ship and finance food ingredients and packaging to Ukraine and the surrounding markets of Moldova, Georgia and Belarus.

Best known for its 160 years of experience in the global sugar market, in recent years Czarnikow has expanded its product offering to include food ingredients and packaging such as dairy, sweeteners, fruit and PET. These products have brought new opportunities both with longstanding, established clients and new potential markets. To make the most of new opportunities, Czarnikow is working with individuals with local on-the-ground understanding of specific regions.

William Rook, Czarnikow Director and Head of Ingredients, said; "Czarnikow's business model is based on the belief that sourcing locally and supplying globally brings the most value to our clients. This partnership is built on Entrypoint's long standing history in the food and beverage industry in Ukraine, and surrounding markets, together with Czarnikow's global presence, supply chain capabilities, financing and sourcing. Together, we are extremely excited about growing our joint business in this valuable marketplace."

Mykola Kovalski, co-founder of Entrypoint, has collaborated with Czarnikow in the past through his work with leading Ukrainian food and energy businesses. He was Business Development Manager at Astarta Group, Ukraine's leading sugar producer.

Mykola Kovalski said: "Our team is delighted about the new opportunities of cooperation with Czarnikow in expanding distribution of high-quality ingredients and packaging products. As consumer demand across the region is becoming more exquisite and diverse, Entrypoint will be instrumental in connecting Czarnikow with reliable end buyers. We are positive that our cooperation with Czarnikow will grow in size and geography bringing benefits to both companies and our joint clients."

It is through this past successful collaboration that Mykola is now in a position to act as a Czarnikow Agent. Entrypoint is able to connect Czarnikow with end buyers across the region, bringing benefits to both organisations.