

A Food Focused



Consortium

**THREE STEPS TO SHARED SUCCESS:
FROM NATURE, TO TRANSFORMATION, TO THE TABLE.**

GSL
FOOD DIVISION



About Us

GSL Export is a **non-profit consortium**.

For over 30 years, it has been involved in supporting small and medium-sized Italian enterprises in developing their businesses in international markets.

To date, the group has more than 100 member companies for which it personally manages all **export-related operations**.

We offer our associates the benefits of a **non-profit consortium structure** aimed at company internationalization.

We deal with the opening of new commercial outlets, taking care of every stage of **Logistics, Distribution and Promotion** of products on the target market on the associate's behalf.

An Innovative Project

To bring together the **best producers** of Italian regional specialties, selecting them based on **criteria of excellence**.

Offering the **best agri-food products** with a consortium philosophy aimed at enhancing authentic **100% Italian production**.

The goal is to **establish a partnership** with a local organization to exclusively handle logistics for the distribution of members' products.

Adding value and prestige to small and medium-sized producers and turning them into stars on the international market thanks to the consortium's commercial network.

Our Mission

Through the GSL Food division, a solid organization specializing in export operations in both EU and non-EU markets

We want to bring the **traditional, genuine, and authentic** agri-food excellence of local producers from every **region of Italy** to the **tables of the Emirates.**

We want to **enhance outstanding regional Italian products** while complying with quality criteria and the protection of environmental resources and traditions.



Our structure

Export Manager with over 30 years of experience in developing international markets.

Sales & Marketing Team

who will deal with market development in both B2B and B2C channels, directly on site (Dubai), via the promotion of products through online channels (e-commerce & advertising) and through promotional activities (Fairs, tastings)

Supply Chain Team (Logistics)

who will take care of reception, customs clearance, storage (according to current regulations) and delivery of products to customers via the HORECA channel, or to the final consumers.

Administration

who will handle the administrative management of sales and orders, managing warehouse issues (loading and unloading) relating to marketing in Gulf countries.

Who we are looking for

Producers interested and motivated in having a direct presence on the UAE market, and who have a third-party recognition of their products.

Companies with **suitable packaging** to meet the regulations in force in the specific country (United Arab Emirates).

Future-oriented companies with a clear ambition for growth aimed at achieving concrete objectives.

Companies wishing to **contribute to the development of an ambitious project** which can be replicated in other international markets

Our Project

The La Via Dei Saponi Regionali

(the Road of Regional Flavours) project has an ambitious but concrete objective: to bring together the best producers of agri-food excellence to bring authentic, healthy and **authentic 100%-Italian products** to tables around the world.

If you have received this brochure it is because we think that **your company** meets the standards of excellence to **become part of this project!**

The first stop on our journey will be the **United Arab Emirates** where we will start distributing the products of **GSL EXPORT** Food Division members.





Benefits

Marketing products in the United Arab Emirates on an **economy of scale through the consortium structure**

Enjoy positioning on a market where **strategic commercial relationships** have already been established.

Take advantage of the benefits of setting up an **e-commerce** portal dedicated to the excellence of the **100%-Italian agri-food sector** offering only the products of consortium members.

Gain the advantages of a non-profit consortium structure that, thanks to thirty years of experience, will be the bridge between its members and the **United Arab Emirates market** (and other markets in which we will operate in the future).



E-Commerce

We are creating an **e-commerce portal** for the **United Arab Emirates (Dubai)** market for end customers.

We will manage the **procurement of products**, distribution and delivery of goods sold through our e-commerce portal with **distributors operating on site**.

Consortium members will be able to check in real time **the quantity of goods in stock, the relative expiry dates, and the sales trends** for their products, stored according to the legislation in force in our Dubai-based logistics center.

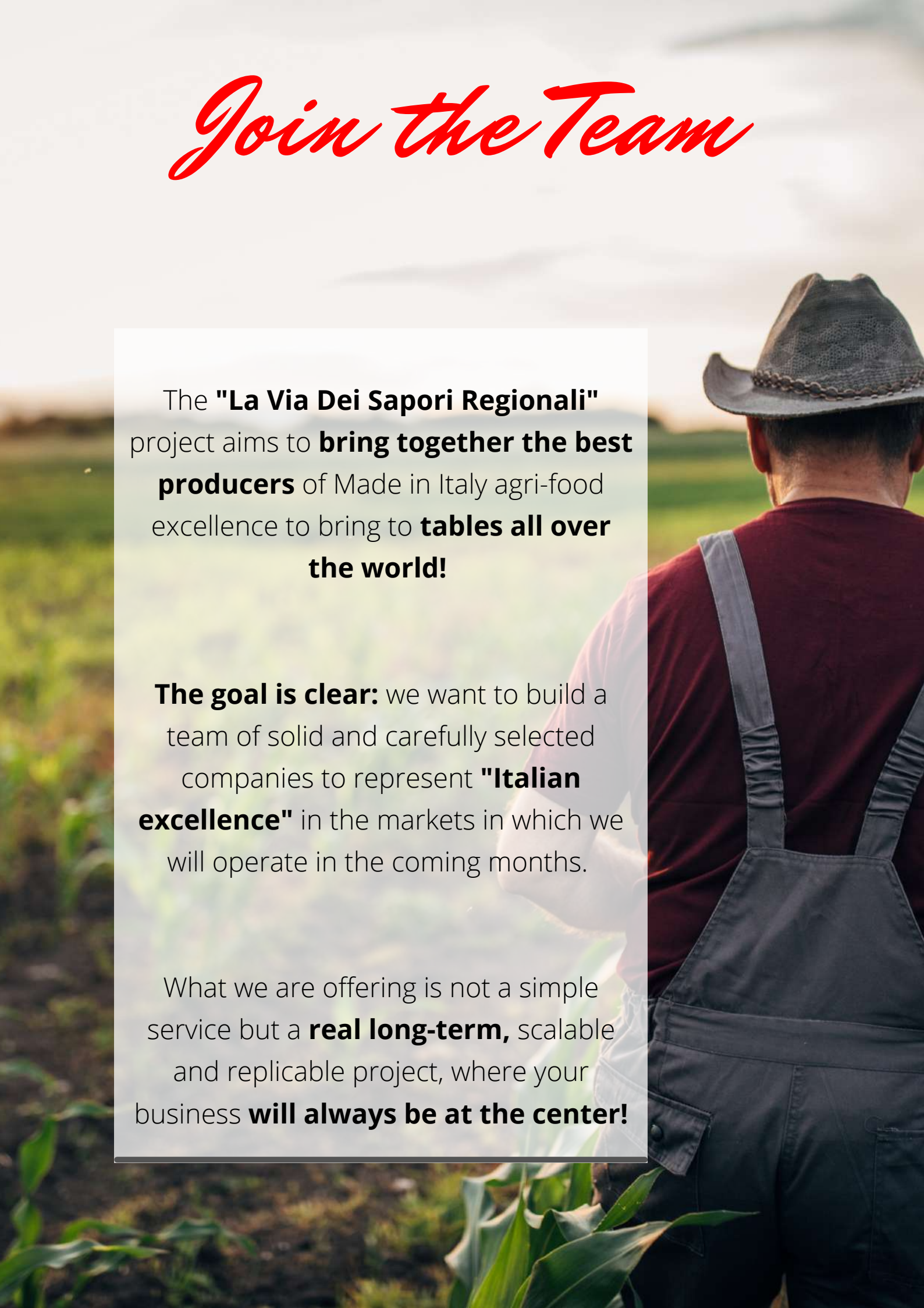
We will implement a **policy dedicated to the specifics of the products** sold on the e-commerce portal, avoiding competition between them.

Join the Team


The "**La Via Dei Sapori Regionali**" project aims to **bring together the best producers** of Made in Italy agri-food excellence to bring to **tables all over the world!**

The goal is clear: we want to build a team of solid and carefully selected companies to represent "**Italian excellence**" in the markets in which we will operate in the coming months.

What we are offering is not a simple service but a **real long-term**, scalable and replicable project, where your business **will always be at the center!**



Export to Dubai

A smiling man with short brown hair, wearing a white t-shirt and a blue denim jacket, is holding a wooden crate filled with fresh green vegetables, including celery and leafy greens. The background is a soft-focus outdoor scene with green foliage and warm sunlight filtering through the leaves.

Initiating commercial relations for the **"La Via dei Sapori"** project in one of the most famous and attractive cities of the United Arab Emirates, such as Dubai, was a strategic choice.

Dubai, a city in constant growth and **with a strong tourist appeal** (for both leisure and business travel) plays a key role in the **food sector**, thanks to its numerous medium-high standard restaurants and the sector fairs organized annually.

There are over **3 million resident inhabitants** of which only 15% are the indigenous population.

From a logistical point of view, Dubai is in a **privileged position** as it has the most important airport in the entire Middle East, as well as the 7th busiest airport in the world.

GSL Export

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