



**ORTA ANADOLU  
İHRACATÇI BİRLİKLERİ  
GENEL SEKRETERLİĞİ**

**Sayı:** 70430465-TİM.OAİB.GSK.İDARİ.2020/439-5262  
**Konu:** G. Koreli JINSUNG F.M firmasının ülkemizden talebi

Ankara, 21/04/2020

**SİRKÜLER (G-2020)**

Sayın Üyemiz,

Türkiye İhracatçılar Mevclis (TİM)'den gelen bir yazıda, T.C. Seul Ticaret Müşavirliğimizden alınan bir e-posta mesajına atıfla, 16 Nisan 2020 tarihinde Müşavirliğimizi ziyaret eden Jinsung F.M. isimli bir Güney Koreli firmanın, meyve konsantresi, domates salçası/püresi ve dilimlenmiş domates tedarik etmek istediği belirtilmiş ve anılan firmaya ait detaylı sunum ile talep edilen ürünlere dair teknik spesifikasyonlar ekte sunulmuştur.

Bilgileri ve Seul Ticaret Müşavirliğimize iletilmek üzere ekte yer alan ürünlerin tedarigi için müracaat edecek firmalarımızın iletişim (Firma Ünvanı, Vergi No, Firma Adresi, Yetkili Kişi Adı Soyadı, Yetkili Kişi e-mail ve Cep Tel) bilgilerinin Türkiye İhracatçılar Meclisi (TİM)'e iletilmek üzere [yapiciogluk@oai.org.tr](mailto:yapiciogluk@oai.org.tr) e-posta adresine ivedilikle gönderilmesi gerekmektedir.

Bilgilerine sunulur.

S. Tansel KÜNBE  
Genel Sekreter A.  
Şube Müdürü

**EKLER:**

- Jinsung F.M. Ltd. tanıtım sunumu (22 sayfa)
- Türkiye'den talep edilen ürünler listesi (1 sayfa, Excel dosyası)
- Meyve Suyu Konsantresi teknik spesifikasyonları (1 Sayfa)
- Domates Salçası teknik spesifikasyonları (6 Sayfa, İspanyolca)
- Doğranmış Domates teknik spesifikasyonları (3 Sayfa)

Ayrıntılı bilgi için: Kubilay Yapıcıoğlu - İdari Memur  
**Orta Anadolu İhracatçı Birlikleri Genel Sekreterliği**  
Ceyhan Atuf Kansu Cad. No: 120  
06520 BALGAT ÇANKAYA ANKARA  
Tel : (312) 447 27 40 Faks : (312) 446 96 05 - 447 01 80  
e-posta : info@oai.org.tr / www.oai.org.tr



ANALYSIS CERTIFICATE

Prot. 2020-KJC-0000074

- Date : 14/02/2020

- Product : **WHITE GRAPE JUICE CONCENTRATE 68 BRIX**  
- Sample : 179/19  
- Crop : 2019

		RESULTS	YOUR RESULTS
<b>Brix</b> ( refractometer at 20° C - 68 Fahrenheit ) <b>Brix</b> ( rifrattometro a 20° C – 68 Fahrenheit )	°Bx	68.00	
<b>Total acidity</b> ( in tartaric acid eq. at pH 7 ) <b>Acidità totale</b> ( in acido tartarico a pH 7 )	g/kg	9.23	
<b>pH</b> ( pH meter at 20° C - 68 Fahrenheit ) <b>pH</b> ( pH metro a 20° C – 68 Fahrenheit )		3.45	
<b>SO<sub>2</sub></b> ( IFU 7a)	mg/kg	< 30	

Please kindly fax back your analysis results to : +39 – 0522 – 921516

**KELLER JUICES S.R.L. a socio unico**

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P.IVA e C.F. 03698140369 – Cap.Soc. Euro 10.000 i.v. R.E.A. MO-410111



# ESPECIFICACIONES TÉCNICAS

TECHNICAL SPECIFICATION

## TOMATO PASTE 30/32 °BRIX – HOT BREAK

Código del artículo (article number) 3102

### 1. DESCRIPCIÓN DEL PRODUCTO (PRODUCT DESCRIPTION)

Tomate concentrado, producido a partir de tomates frescos, maduros, sin ningún defecto visible, triturados, tamizados y convenientemente concentrados. El producto final puede llevar ácido cítrico como regulador del pH.

*Tomato paste produce from fresh and ripe tomatoes without any visible defects, crushed, sieved and conveniently concentrated. Final product can have and citric acid as pH buffer.*

### 2. CARACTERÍSTICAS FÍSICO-QUÍMICAS (CHEMYCAL PHYSICAL CHARACTERISTICS)

#### INGREDIENTES (INGREDIENTS)

Tomate y ácido cítrico (sólo si es necesario) (E 330)

*Tomato and citric acid (Only if it is necessary) (E 330)*

#### CONCENTRACIÓN (CONCENTRATION)

30/32 ° Brix

#### TIPO (TYPE)

Hot Break

#### COLOR (COLOUR)

Rojo intenso, a/b 1.95 min

(Gardner a/b, medido a 12.5°Brix)

*Intense red, a/b 1.95 min. (Gardner a/b, measured at 12.5 °Brix)*

#### SABOR (FLAVOUR)

Característico del tomate fresco, sin matices de amargo, quemado o alterado.

*Characteristic of fresh tomatoes, without any foreign flavour such as mould, burn, bitter...*

#### TEXTURA (TEXTURE)

Homogénea, exento de pieles, semillas u otras materias extrañas.

*Homogeneous, without seeds, skins and other foreign matter.*

#### OLOR (ODOUR)

Característico del tomate fresco, limpio y sin alteraciones.

*Characteristic of fresh tomatoes, clean and without damage.*

#### CONSISTENCIA (BOSTWICK)

3.0 - 6.0 cm. Por método Bostwick (medido a 12.5°Brix, 30 seg. a 20°C)

*3.0 - 6.0 cm (measured by Bostwick method) at 12,5 °Brix, 30 seconds at 20 °C)*

#### pH (pH)

4.00 – 4.50 (medido a 20°C)

*4.00 – 4.50 (measured at 20 °C)*

#### BLOTTER TEST (BLOTTER TEST)

8 mm máximo (7 ml a 12.5°Brix, 30 minutos)

*8 mm maximum (7 ml at 12,5 °Brix, 30 minutes)*

#### AZÚCARES REDUCTORES (REDUCING SUGAR)

> 45%

#### MOHOS (HOWARD MOULD COUNT)

60% máximo

*60% maximum*

#### ACIDEZ (ACIDITY)

4.00 – 9.00% como ácido cítrico sobre extracto seco  
1.24 - 2.79% como ácido cítrico sobre concentrado  
3.43 - 7.71% como ácido acético sobre extracto seco  
1.06 - 2.39 % como ácido acético sobre concentrado

*4.00 – 9.00% citric acid on solids*

*1.24 – 2.79% citric acid on paste*

*3.43 - 7,71% acetic acid on solids*

*1.06 – 2.39% acetic acid on paste*

#### PUNTO NEGROS (BLACK SPOTS)

10 puntos negros máximo en 10 g

- < 0,7 mm = 7 pequeños
- 0,7 - 1,2 mm = 2 medianos
- > 1,2 mm = 1 grande

*10 black spots maximum in 10 grams*

• < 0,7 mm diameter (small) max.7

• 0,7 - 1,2 mm diameter (medium) max.2

• > 1,2 mm diameter (large) max.1

#### SURGERENCIA DE PRESENTACIÓN

(SERVING SUGGESTION)



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### 3. CARACTERÍSTICAS MICROBIOLÓGICAS (MICROBIOLOGICAL CHARACTERISTICS)

Aeróbios	≤ 100 ufc/g	Aerobic organisms	≤ 100 cfu/g
Lactobacilos	≤ 100 ufc/g	Lactobacillus	≤ 100 cfu/g
Levaduras y mohos	≤ 100 ufc/g	Mould and yeasts	≤ 100 cfu/g
Enterobacterias	– Ausencia	Enterobacter	– Absence

### 4. INFORMACIÓN NUTRICIONAL (NUTRITIONAL INFORMATION)

Valores medios por 100 g de producto (Average values per 100g of product)

Valor energético (Energy): 472 kJ; 113 kcal

Grasas (Fat): 0.32 g

De las cuales (Of which):

Saturadas (saturates): 0.04 g

Monoinsaturadas (mono-unsaturates): 0.18 g

Poliinsaturadas (polyunsaturates): 0.10 g

Hidratos de carbono (Carbohydrates): 19.8 g

De las cuales azúcares (Of which sugars): 16.03 g

Fibra alimentaria (Fibre): 5.44 g

Proteínas (Protein): 4.97 g

Sal (salt): 0.13 g

Sódio (Sodium): 0.051 g

Cenizas (ASH): 2.93 g

Humedad (Moisture): 66.5 g

Nota: Valores nutricionales calculados sobre los análisis individuales de una muestra de concentrado 28/30 °Brix perteneciente a la campaña 2016/17, llevado a cabo por el laboratorio ECOSUR (29.03.17)

Note: Nutritional values calculated on the analysis of a sample of concentrated °Brix 28/30 from crop 2016/17, carried out by laboratory ECOSUR (29.03.17)

### 5. ENVASADO (PACKAGING)

En contenedores metálicos conteniendo bolsa aséptica multicapa de aluminio, llenada y cerrada asépticamente. Peso neto por bolsa de 1200, 240 Kg. Cada pallet tiene 4 bidones, flejados y retractilados.

In metallic drums containing a multilayer aluminum bag aseptically filled and tightly sealed. Net weight per bag of 1200, 240 Kg. Each pallet of 4 drums wrapped in retractile film.

### 6. CONSIDERACIONES RELATIVAS A LA ELIMINACIÓN (DISPOSAL CONSIDERATIONS)

Material Material	Recomendación de eliminación Recommendation	Código de Residuo Waste code	Denominación del residuo Description
Bidón Drum	Devolvernos si es posible y se encuentra en buen estado el bidón para su reutilización y si no es posible gestionarlo como chatarra. Can be returned and re-used if in a satisfactory condition. If condition is unacceptable the drums may be widely recycled as steel an approved handler.	15 01 04	Envases metálicos Metallic packaging
Tapa del bidón Drum cover	Comprimir el residuo en la medida de lo posible y gestionar como residuo plástico. Compacted and recycled as plastic through an approved handler.	15 01 02	Envases de plástico Plastic packaging
Combo y woodpack Bulk Bins	Devolver para reutilización. These should be returned for re-use or de-hired back to the packaging supplier as appropriate.	-	-

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<b>Bolsa aséptica</b> <i>Aseptic bag</i>	Eliminar restos orgánicos, comprimir el residuo en la medida de lo posible y gestionar como envases compuestos. <i>These should be cleaned and compacted and recycled as composite packaging through an approved handler.</i>	15 01 05	Envases compuestos <i>Composite packaging</i>
<b>Pallet</b> <i>Wooden pallets</i>	Reutilizar en la medida de lo posible y cuando no sea posible, reducir volumen y gestionar como madera. <i>These can be widely reused for their original function. If damaged the wood content can be easily used for energy recovery.</i>	15 01 03	Envases de madera <i>Wooden packaging</i>
<b>Film retráctil</b> <i>Retractable film</i>	Comprimir el residuo en la medida de lo posible y gestionar como residuo plástico. <i>Compacted and recycled as plastic through an approved handler.</i>	20 01 39	Plásticos <i>Plastics</i>

### 7. MARCAS (MARKS/LABEL)

Cada envase es marcado con una etiqueta indicando: nombre del fabricante - denominación del producto - concentración - fecha de producción - hora de producción - code del día de producción - número progresivo del bidón - peso neto - peso bruto EAN. UCC-128.

*Each packaging has a label with the following data: - producer name - description of product - concentration - date of production - hour of production - code of production - drum number - net weight - gross weight. EAN. UCC-128.*

### 8. CADUCIDAD / INSTRUCCIONES DE CONSERVACIÓN (SHELF LIFE/ STORAGE INSTRUCTIONS)

Fecha de Caducidad: 24 meses desde la fecha de producción  
*Shelf Life: 24 months from date of production.*

Fecha de caducidad después de abierto el embalaje: una vez abierto el embalaje, el producto debe conservarse como máximo 4 días en refrigeración <5°C  
*Shelf Life after opening: once opened the product should be kept maximum 4 days refrigerated < 5 °C*

Instrucciones de conservación: Conservar a temperatura ambiente  
*Storage Instructions: store at room temperature.*

### 9. ORIGEN DEL PRODUCTO (PRODUCT ORIGIN)

España  
*Spain*

### 10. INFORMACIÓN SOBRE ALERGIAS (INFORMATION ABOUT ALLERGIES)

De acuerdo con el Anexo II del Reglamento (EU) N.º 1169/2011 del Parlamento Europeo y del Consejo de 25 de Octubre de 2011.

*In accordance with Annex II of Regulation (EU) No. 1169/2011 of the European Parliament and of the Council of 25 October 2011.*

<b>Sustancias o productos que causan alergias o intolerancias</b> <i>Substances or Products causing Allergies or Intolerances</i>	<b>Presente en el tomate fresco</b> <i>Present in fresh tomato</i>	<b>Presente en el producto final</b> <i>Present in finish product</i>	<b>Utilizado en la línea o en la fábrica</b> <i>Used in line or factory</i>
<b>Cereales que contengan gluten, a saber: trigo, centeno, cebada, avena, espelta, kamut o sus variedades híbridas y productos derivados, salvo:</b> a) jarabes de glucosa a base de trigo, incluida la dextrosa <sup>(1)</sup> ; b) maltodextrinas a base de trigo <sup>(1)</sup> ; c) jarabes de glucosa a base de cebada; d) cereales utilizados para hacer destilados alcohólicos, incluido el alcohol etílico de origen agrícola.  <i>Cereals containing gluten, namely: wheat, rye, barley, oats, spelt, kamut or their hybridised strains, and products thereof, except: (a) wheat based glucose syrups including dextrose <sup>(1)</sup>; (b) wheat based maltodextrins <sup>(1)</sup>; (c) glucose syrups based on barley; (d) cereals used for making alcoholic distillates including ethyl alcohol of agricultural origin;</i>	NO	NO	NO
<b>Crustáceos y productos a base de crustáceos.</b> <i>Crustaceans and products thereof;</i>	NO	NO	NO

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<b>Huevos y productos a base de huevo:</b> Huevos deshidratados, líquidos y congelados, Huevos frescos, Yema de huevo, Clara de huevo, Albúmina de huevo, Globulina de huevo, Lecitina de huevo (E322) como estabilizante/emulsificante, Proteínas de huevo, Además de ingredientes compuestos como galletas, noodles de huevo, mahonesas, etc. <i>Eggs and products thereof: dehydrated, liquid and frozen egg, fresh egg, egg yolk, egg white, egg albumin, egg globulin, egg lecithin (E322) as stabilizer/emulsifier, egg proteins. As well as composed ingredients like biscuits, egg noodles, mayonnaise etc.</i>	NO	NO	NO
<b>Pescado y productos a base de pescado, salvo:</b> a) gelatina de pescado utilizada como soporte de vitaminas o preparados de carotenoides; b) gelatina de pescado o ictiocola utilizada como clarificante en la cerveza y el vino. <i>Fish and products thereof, except:</i> (a) fish gelatine used as carrier for vitamin or carotenoid preparations; (b) fish gelatine or Isinglass used as fining agent in beer and wine;	NO	NO	NO
<b>Cacahuets y productos a base de cacahuets.</b> <i>Peanuts and products thereof;</i>	NO	NO	NO
<b>Soja y productos a base de soja, salvo:</b> a) aceite y grasa de semilla de soja totalmente refinados <sup>(1)</sup> ; b) tocoferoles naturales mezclados (E306), d-alfa tocoferol natural, acetato de d-alfa tocoferol natural y succinato de d-alfa tocoferol natural derivados de la soja; c) fitosteroles y ésteres de fitosterol derivados de aceites vegetales de soja; d) ésteres de fitostanol derivados de fitosteroles de aceite de semilla de soja. <i>Soybeans and products thereof, except:</i> (a) fully refined soybean oil and fat <sup>(1)</sup> ; (b) natural mixed tocopherols (E306), natural D-alpha tocopherol, natural D-alpha tocopherol acetate, and natural D-alpha tocopherol succinate from soybean sources; (c) vegetable oils derived phytosterols and phytosterol esters from soybean sources; (d) plant stanol ester produced from vegetable oil sterols from soybean sources;	NO	NO	NO
<b>Leche y sus derivados (incluida la lactosa), salvo:</b> a) lactosuero utilizado para hacer destilados alcohólicos, incluido el alcohol etílico de origen agrícola; b) lactitol. <i>Milk and products thereof (including lactose), except:</i> (a) whey used for making alcoholic distillates including ethyl alcohol of agricultural origin; (b) lactitol;	NO	NO	NO
<b>Frutos de cáscara, es decir:</b> Almendras ( <i>Amygdalus communis</i> L.), avellanas ( <i>Corylus avellana</i> ), nueces ( <i>Juglans regia</i> ), anacardos ( <i>Anacardium occidentale</i> ), pacanas [ <i>Carya illinoensis</i> (Wangenh.) K. Koch], nueces de Brasil ( <i>Bertholletia excelsa</i> ), alfóncigos ( <i>Pistacia vera</i> ), nueces macadamia o nueces de Australia ( <i>Macadamia ternifolia</i> ) y productos derivados, salvo los frutos de cáscara utilizados para hacer destilados alcohólicos, incluido el alcohol etílico de origen agrícola. <i>Nuts, namely: almonds (Amygdalus communis L.), hazelnuts (Corylus avellana), walnuts (Juglans regia), cashews (Anacardium occidentale), pecan nuts (Carya illinoensis (Wangenh.) K. Koch), Brazil nuts (Bertholletia excelsa), pistachio nuts (Pistacia vera), macadamia or Queensland nuts (Macadamia ternifolia), and products thereof, except for nuts used for making alcoholic distillates including ethyl alcohol of agricultural origin;</i>	NO	NO	NO
<b>Apio y productos derivados.</b> <i>Celery and products thereof;</i>	NO	NO	NO
<b>Mostaza y productos derivados.</b> <i>Mustard and products thereof;</i>	NO	NO	NO
<b>Granos de sésamo y productos a base de granos de sésamo.</b> <i>Sesame seeds and products thereof;</i>	NO	NO	NO
<b>Dióxido de azufre y sulfitos en concentraciones superiores a 10 mg/kg o 10 mg/litro en términos de SO<sub>2</sub> total, para los productos listos para el consumo o reconstituidos conforme a las instrucciones del fabricante.</b> <i>Sulphur dioxide and sulphites at concentrations of more than 10 mg/kg or 10 mg/litre in terms of the total SO<sub>2</sub> which are to be calculated for products as proposed ready for consumption or as reconstituted according to the instructions of the manufacturers;</i>	NO	NO	NO

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<b>Altramuces y productos a base de altramuces.</b> <i>Lupin and products thereof;</i>	NO	NO	NO
<b>Moluscos y productos a base de moluscos.</b> <i>Molluscs and products thereof.</i>	NO	NO	NO

(1) Se aplica también a los productos derivados, en la medida en que sea improbable que los procesos a que se hayan sometido aumenten el nivel de alergenicidad determinado por la autoridad competente para el producto del que se derivan.

(1) And the products thereof, in so far as the process that they have undergone is not likely to increase the level of allergenicity assessed by the Authority for the relevant product from which they originated.

<b>Declaración de contenido en maíz de las materias primas</b> <i>Declaration of maize or soya containing Raw Materials</i>	<b>Incluido en la receta</b> <i>Included in the recipe</i>	<b>Usado como coadyuvante tecnológico</b> <i>Used as carrier and/or as processing aid</i>
<b>Maíz y productos a base de maíz:</b> Maíz dulce, harina de maíz, sémola de maíz, almidón nativo de maíz, almidón virgen de maíz, almidón modificado de maíz, dextrina de maíz, maltodextrina de maíz, sirope de glucosa de maíz, sirope de sorbitol de maíz, glucosa / dextrosa de origen maíz, aceite refinado de maíz. <i>Corn and products thereof;</i> <i>Sweet maize, maize flour, maize semolina, native maize starch, native waxy maize starch, modified maize starch, dextrin of maize origin, maltodextrin of maize origin, glucose syrup of maize origin, sorbitol syrup of maize origin, glucose/dextrose of maize origin, refined maize oil.</i>	NO	NO

### 11. CERTIFICADO DE OGM (GMO STATUS)

GRUPO CONESA, de acuerdo con las recientes normativas 1829/2003 y 1830/2003 sobre etiquetado y trazabilidad de los OGM's y los productos/ingredientes derivados de los mismos, declara que, el producto arriba mencionado:

1. Cumple con la legislación de la Comunidad Europea en materia de OMG's y con toda la reglamentación relevante y aplicable.
2. No es un producto genéticamente modificando y no deriva de ningún organismo genéticamente modificado.
3. No contiene ingredientes que estén modificados genéticamente o derivados de organismos genéticamente modificados, según se define en el artículo 6, apartado 4, de la Directiva 2000/13 / CE ni contiene ingredientes, en los que estos organismos hayan sido usados para su elaboración.
4. No tiene que ser etiquetado como OGM ni como contenedor de OMG's de acuerdo con la legislación sobre OMG de la Comunidad Europea vigente en el momento de la entrega del producto. Cualquier cambio sobre el estado transgénico (puntos 1 ,2 3 o 4) de cualquier producto contratado o entregado será notificado por escrito.

CONESA GROUP hereby warrants that according to the last regulations 1829/2003 and 1830/2003 about labeling and traceability of GMO's and the products/ingredients derived from them, declare that:

1. Product contracted comply with the European community's GMO legislation and any other food legislation which is relevant and applicable;
2. Products contracted are neither genetically modified nor derived from genetically modified organisms;
3. Products contracted do not contain ingredients as defined in article 6, paragraph 4, in Directive 2000/13/EC, which are genetically modified or derived from genetically modified organisms, nor do they contain ingredients, in which such ingredients, have been used;
4. Products contracted do not have to be labeled as GMO or containing GMO according to the European community's GMO legislation in force at the time of delivery Any changes in the GMO status (point 1, 2, 3 or 4) in any of the contracted or delivery products will be notified in writing.

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### 12. IRRADIACIÓN (IRRADIATION)

El producto no ha sido sometido a ningún tipo de radiación ionizante, respeta la legislación europea de alimentos.

*The product has not been irradiated or ionized, in agreement with European legislation.*

### 13. PESTICIDAS Y METALES PESADOS (PESTICIDES AND HEAVY METALS)

El producto cumple con la legislación vigente de pesticidas, según los controles realizados tanto en la materia prima, como en el producto final.

*This product complies with the recent legislation for pesticides, following the controls carried out, both in raw material and finished product.*

### 14. USOS PREVISTOS (INTENDED USES)

Ingrediente base para la preparación de salsas, sopas y platos preparados. Debido a sus condiciones de preparación e ingredientes utilizados, este producto es apto para la alimentación de la población en general y dietas especiales de:

- Vegetarianos y veganos
- Diabéticos
- Celiacos
- Poblaciones Judías (Kosher)

No se conocen grupos de poblaciones sensibles o intolerantes.

*Base ingredient for the preparation of sauces, soup and prepared meals. Because of their conditions of preparation and ingredients used, this product is suitable for feeding the population in general and special diets:*

- Vegetarians
- Diabetic
- Celiac
- Towns Jewish (kosher)

*Unknown populations sensitive or intolerant.*



GRUPO CONESA | CONTACTOS (CONESA GROUP | CONTACTS)  
[www.e-conesa.com](http://www.e-conesa.com)

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<p>QUALITY SPECIFICATION</p> <p><b>TOMATO DICES 16 x 16 mm 6/7 °BRIX</b></p> <p><b>(NRSI: 21.20040/BA)</b></p>	<p>Cod: FTP-16x16</p> <p>Rev: 10</p> <p>Date: 23/09/2018</p>
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**1. DESCRIPTION.-** Product obtained from fresh, mature and selected fruits of varieties you will cultivate of *Solanum Lycopersicum*. Tomato will be peeled and cut into cubes of size 16 x 16 mm and then mixed with tomato juice at approx. 12° Brix in the approximate proportion of 80% cubes, 20% juice, with the only addition of citric acid as a regulator of acidity.

INGREDIENT	% Product	Raw Material Origin
Natural Tomato	99,9 %	Badajoz-ESPAÑA
Citric Acid	Aprox. 0.1 % (as pH)	China

All the used raw material will be not OGMs and lacking in products potentially allergens like gluten or seeds, and not subjected to ionizing radiation.

## 2. CHEMYCAL PHYSICAL CHARACTERISTICS

- **Concentration: 6 - 7 °Brix** (Refractometer Mettler Toledo RE-40)
- **pH: 4.10 ± 0.20** (pH-meter GLP 21, 25 °C)
- **Total acidity (% citric acid monohydrate): 0.4 - 0.6 %** (Mettler Toledo LD50 automatic titrator and 0.1 N NaOH titrant)
- **Colour Hunter (a/b): ≥ 1,95 ; L ≥ 23.00** (Colorimeter Hunter Lab Colorflex with homogeneous product at 6/7 °Brix and 20 °C. Calibrating according to BCR standar)
- **Drained Weight: ≥ 60 %** (1 kg of homogeneous product, screen diameter 30 cm with square holes 2.5 mm size, 2 minutes of training, 20 °C.
- **Skin residues: ≤ 50 cm<sup>2</sup>/Kg.** (Measured os skin fragment's surface on graph paper)
- **Discolored dices: ≤ 5 %** (Count of completely vivid green/yellow/orange pieces in 1 Kg)
- **Another defects: ≤ 0.5 %** (Count of rotted dices, burned, etc. in 1 Kg)
- **Hearts: ≤ 5** (Counting the content of hearts in 1 kg)
- **Peduncles: ≤ 1** (Count of the number of stems or stems in 1 kg).
- **Extraneous matters: Absence** (Count of foreign object in 1 Kg).
- **Howard Mould Count (HMC): ≤ 30%** (Microscope OLYMPUS mod. CX 31, using Howard count cámara)

## 3. ORGANOLEPTICS CHARACTERISTICS

- **Colour:** Red uniform.
- **Flavour and odour:** Characteristics of fresh tomatoes, without any foreign such as mould, burn, bitter...
- **Texture:** Mashed with recognizable pieces (16 x 16 mm).

## 4. MICROBIOLOGICAL CHARACTERISTICS

- **Total Aerobics: ≤ 10 u.f.c/gr.** (Agar PCA, incubation 72 hours at 37 °C and 55 °C)
- **Total Anaerobics: Absence/gr.** (Sowing in tubes and conditions of anaerobiosis with tryptone glucose agar, incubation during 24 hours at 37 °C and 55 °C)
- **Thermophilic aerobics spores: ≤ 10 u.f.c/gr** (Agar PCA, incubation 72 hours at 55 °C)

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	<b>QUALITY SPECIFICATION</b> <b>TOMATO DICES 16 x 16 mm 6/7 °BRIX</b> <b>(NRSI: 21.20040/BA)</b>	Cod: FTP-16x16 Rev: 10 Date: 23/09/2018
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- **Thermophilic anaerobics spores:** Absence/gr. (Agar PCA, incubation 24 hours at 55 °C, in conditions of anaerobiosis)
- **Enterobacteriaceae:** Absence/gr. (Agar VRBD, incubation 24 hours at 37 °C)
- **Moulds and yeasts:** ≤ 10 u.f.c./gr. (Agar SABORAUD, incubation 120 hours at 22 °C)
- **Lactobacillus spp.:** ≤ 10 u.f.c./gr. (Agar MRS, incubation 24 hours at 37 °C, in conditions of anaerobiosis)
- **Clostridium sulfite-reducers:** Absence/gr. (Agar SPS, incubation 24 hours at 37 °C)

**5. PACKAGING, PACKING AND STORAGE.-** Diced tomato will be packed in aseptic bags of polyethylene of alimentary use in several formats and different packaging:

- 220 L inside metallic drums; with plastic lid and on wooden pallets of 1140 x 1140 mm, containing 4 drums per pallet, stackable at 4 heights.
- 1500 L inside metal containers called Goodpack, with blue protection bag between both, stackable at 4 heights.
- 1060 L (1050 Kg) inside plastic / polyethylene containers called Combo, with blue protective bag between them, stackable at 4 heights.
- “Bag in box” of 3, 5, 10 and 20 L of capacity, in cartons, containing 6, 4, 2, 1 bags each, respectively, and placed on European pallets of 1200 x 800 mm, containing 48 boxes each pallet.

The pallets with metal drums, Goodpacks or Combo, do not require special storage conditions, being able to be stored outdoors at room temperature, while pallets with cardboard boxes must be stored on covered surfaces, avoiding direct sunlight and humidity.

**6. LABELING .-** Each drum will be identified by a label with the following information: Company identification, Product description, Date and time of filling, N° drum, Production code, Year day code, Net weight, Gross weight, Tare, Barcode.

**7. BATCH IDENTIFICATION.-** The batch is represented by the production date: xx / yy / zzzz, where xx corresponds to the day, month and yy zz year.

**8. BEST BEFORE DATE.-** The best before date of the product will be 24 months from the date of production at room temperature, keeping the original sealed container. Once opened, the BBE date is 2 to 3 days at room temperature and 5 days if kept refrigerated at temperatures below 8 °C.

**9. NUTRITIONAL INFORMATION.-** Nutritional values per 100 g of product are:

- Energy value: 24.01 Kcal/101.36 KJ
- Proteins: 1.74 g
- Carbohydrates: 3.29 g
  - Sugars: 3.29 g
- Total fat: 0.29 g

◦ Saturated fat: ≤ 0.1 g

	<p style="text-align: center;">QUALITY SPECIFICATION</p> <p style="text-align: center;"><b>TOMATO DICES 16 x 16 mm 6/7 °BRIX</b></p> <p style="text-align: center;"><b>(NRSI: 21.20040/BA)</b></p>	<p>Cod: FTP-16x16</p> <p>Rev: 10</p> <p>Date: 23/09/2018</p>
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- Monounsaturated fats: < 0.1 g
- Polyunsaturated fats: < 0.1 g
- Dietary fiber: 0.64 g
- Salt (ClNa): 0.03 g
- Sodium: 0.012 g

## 10. LEGAL RULES OF REFERENCE

- Sanitary Technical Regulation for the preparation and sale of Vegetable Preserves. Royal Decree 176/2013 of March 8 (BOE No. 76 of March 9, 2013).
- Regulation (EEC) No. 1764/86 of the Commission of May 27, 1986, which determines the minimum quality requirements for processed tomato products.
- Royal Decree 1801/2003, of December 26, on general product safety.
- DIRECTIVE 2000/24 / CE OF THE COMMISSION, of April 28, 2000, by which the annexes of the Directives 76/895 / CEE, 86/362 / CEE and 90/642 / CEE of the Council are modified, relative to the setting of the maximum residue levels of pesticides on and in cereals, on and in foodstuffs of animal origin and in certain products of plant origin, including fruit and vegetables, respectively. Successive modifications.

Advance with customer 進  
Be always diligent 誠

**F** of Food  
**M** of Manufacture



# Jinsung F.M Co., Ltd.



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# Company Profile

Company	Korean	(주)진성에프엠
	English	JINSUNG F.M Co., Ltd.
C.E.O		Jin-soo Kim
Established in		1994
Main Business	Food ingredient, Consumer products(OEM/ODM), On-line shopping mall business, International business(import/export)	
Address	Plant: 572-5, Chorok-Ro, Yanggam-Myun, Hwasung-Si, Kyunggi-Do, Korea	
	Sales office: OSL Bldg., 94, Mabang-Ro 2Gil, Seocho-Ku, Seoul, Korea	



# CEO Message

JINSUNG F.M always considers that **delivery of reliable food to customer with all our hearts is the best value**, has been developing steadily like Company name.

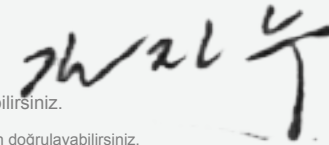
We JSFM not only has provided food ingredients to domestic major food companies after import, development and production for more than 20 years, but also has exported to foreign food companies in Japan, Taiwan, China, USA, France, Indonesia, Malaysia.

Furthermore, we started to manufacture B2C beverage, syrup and seasoning products by using the experience of making food ingredient since 2011.

Especially, our facilities were built under food safety management and certified HACCP, GMP, FSSC22000 and Organic Process, we will do our best to afford customers satisfaction with our products.

We will make a great effort to create good foods which resembles nature. Hope all of you always be healthy and happy with good food!

The CEO of JINSUNG FM Co. Ltd.





# Company History

## 1994's

- ◆ **Establish JINSUNG F.M** as an international trade company of food ingredients
- ◆ Export Denatured Fermented Alcohol to Japan
- ◆ Agency contract with Sethness, Abeko, ChamFood
- ◆ **Build Factory in Hwasung-Si Kyunggi-Do**
- ◆ Install extractor, evaporator, Weightlessness Mixer
- ◆ **Build Storage**
- ◆ Install F.C&FF continuous evaporator
- ◆ **Establish JINSUNG FM Co., Ltd.**
- ◆ Register for import and sales business of agricultural animal products
- ◆ Install Colloid mill and Direct-fired Roaster
- ◆ **Patent applied for production process of Alpha-Parched Rice**
- ◆ Perform industry-university cooperation research project with Ulji University and Small & Medium Business Corp.
- ◆ Extend installation of F.F&F.C continuous evaporator and Colloid mill
- ◆ Participate in industry-university consortium with Seoul Healthy College (Development of Oligosaccharide by unpolished rice)
- ◆ Focus on development of domestic agricultural (Rubus coreanus, Black bean)
- ◆ **Report Business for Health Functional Food**
- ◆ Participate in commercialization project of health functional food from Acanthopanax extract(organized by Ministry of Health and Welfare)
- ◆ **Build Factory under the GMP standard**
- ◆ **Establish JINSUNG Food R&D Institute**
- ◆ **The 1<sup>st</sup> Launching Consumer product(OEM)**
- ◆ **Health functional food production license**

## 2008's

- ◆ **Certified GMP by KFDA**
- ◆ **Patent applied for production process of Red wine concentrate**
- ◆ Join Korean Plastic Recycle Association
- ◆ Started to Export Caramel Paste to China
- ◆ **Start production of Consumer products (OEM)**
- ◆ Export Organic Consumer products to the US(Sauce)
- ◆ **HACCP Certified by KFDA, Build new plant for Final products**
- ◆ Selected outstanding supplier by Ottogi Food
- ◆ **Certified FSSC22000**
- ◆ **Certified HACCP for Instant food and Mixed beverage)**
- ◆ **Certified SINGAPORE HALAL** for Kalbi and Bulgogi sauce
- ◆ **Passed SUPPLIER GUIDING PRINCIPLES Audit**
- ◆ Awarded NH Agrifood With-Us
- ◆ **Awarded citation from Ministry of Agriculture, Food and Rural Affairs**
- ◆ **Establish FCL Team in Seoul**
- ◆ Export 10 Sauces to China
- ◆ **Awarded appreciation plaque from Ministry of Trade, Industry and Energy (about employment)**
- ◆ Open On-line Shopping mall
- ◆ **Certified FSSC22000 (Sauce and spread)**

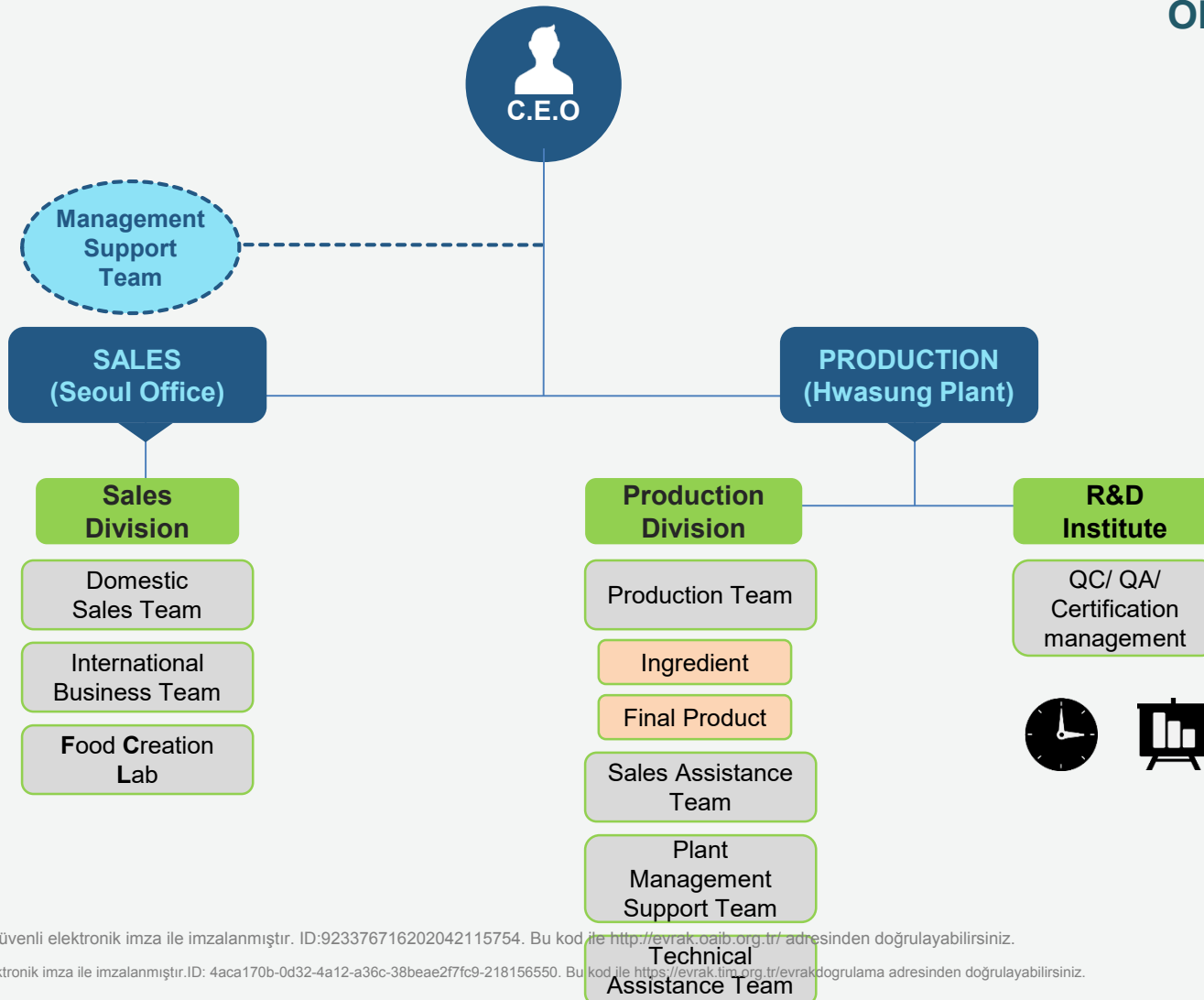
## 2015's

## 2007's

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# Organization Chart

ORGANIZATION  
CHART



## CI / BI



CI of JINSUNG F.M materializes 3 kinds of concept and emotion; Nature, Human and Health.

**Blue** stands for Seed,

**Green** stands for Leaf,

**The blue point** on the top symbolizes Human, it appears our spirit “Manufacture healthy food from good material of nature and diligent sincerity”.

**J** at the middle of circle symbolizes that JINSUNG and Human are in the center of Business management, we are always thinking about customers and do our best for customer satisfaction.



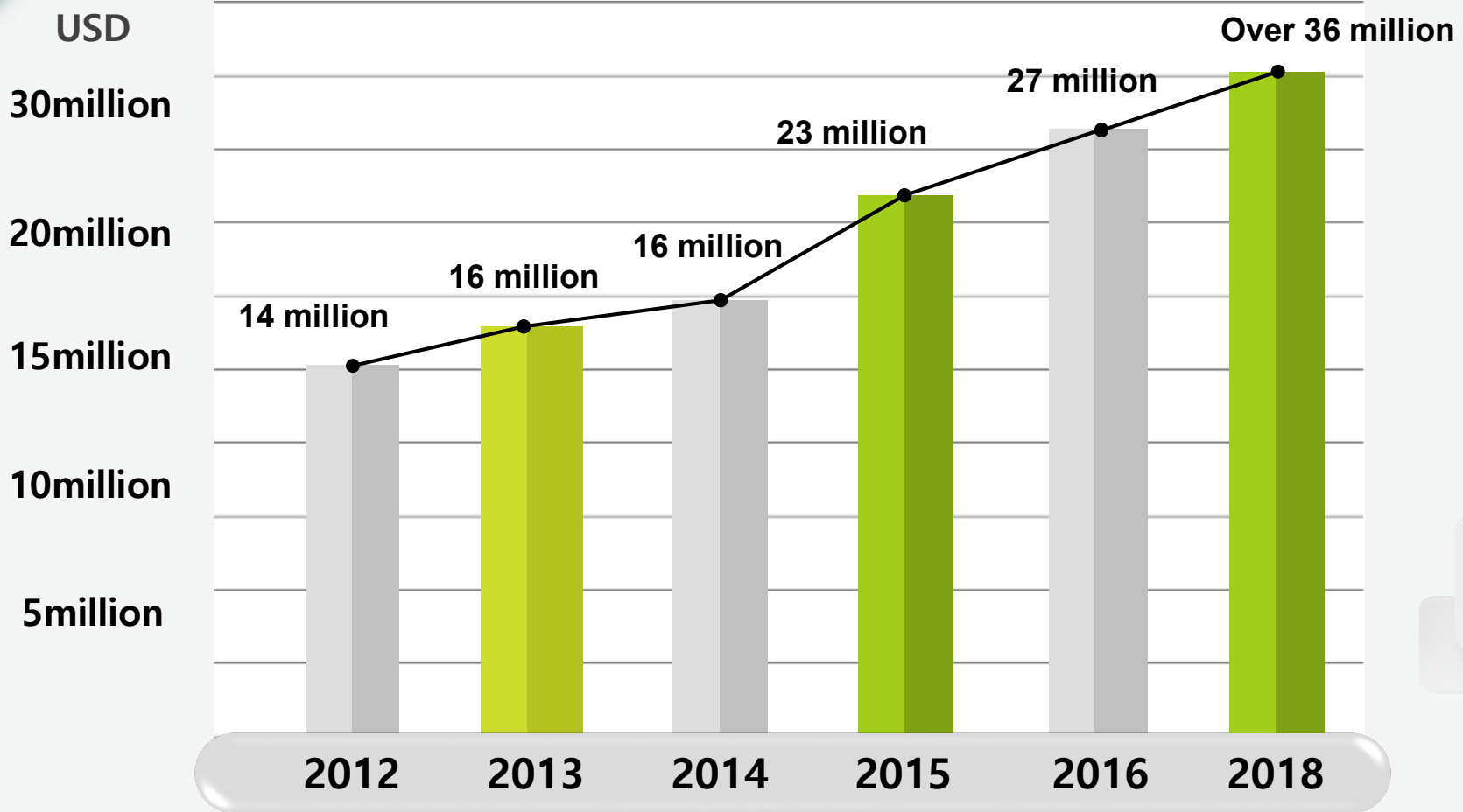
nature's nature

The symbol mark is basic content of B.I.S(Brand Identification Standards) of

**Nature's nature** which is our own brand.

New leaves sprouting by natural soil, wind, water drop fertilize our mind, this is a motive of our brand-image, it can make customers feel familiar with our products.

# Annual Turnover (USD)



# CERTIFICATION



**HACCP**  
**(Bean processed products)**



**HACCP**  
**(Instant food)**

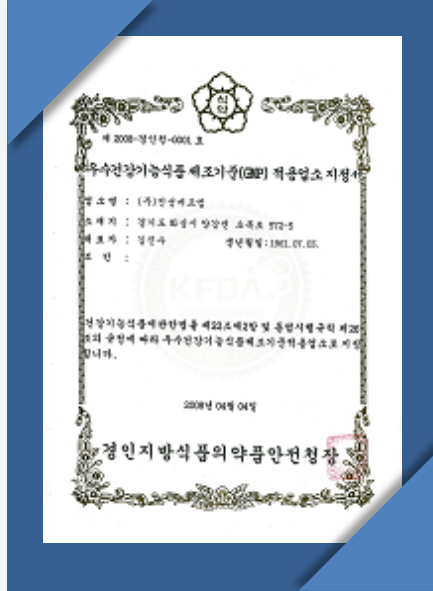


**HACCP**  
**(Mixed Beverage)**

# CERTIFICATION



**FSSC22000**



**GMP**



**CLEAN  
WORKPLACE**

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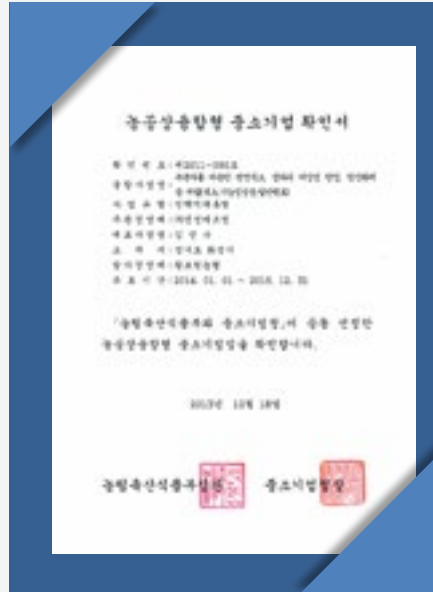
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# CERTIFICATION



**HALAL  
(SINGAPORE)**



**Fusion of  
Farmers and Merchants  
Business Certificate**



**ORGANIC**

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# PATENT



Patent application for  
the **processing**  
of **peptide** by  
utilizing **black bean**



Patent application  
for the **processing**  
of **red wine**  
**concentrate**



# BUSINESS AREA



# PLANT PROFILE



Our plant is located in Hwasung-Si, southwest of Kyunggi-Do and composed of the 1<sup>st</sup> factory which produces concentrate, paste and mixed process products by using variety of grain, fruit, vegetable, meat, sea food and medical herb and the 2<sup>nd</sup> factory which produces various B2C products including sauce, syrup, soup and beverages.

Especially, the facility has quality assurance through certification of GMP, HACCP, ORGANIC food and CLEAN WORKPLACE, all staffs produce and supply products with good quality from raw material to shipping.



## LOCATION

Located in Hwasung-Si, Kyunggi-Do where is easy to connect to Gyeongbu Expressway, Seohaean Expressway as it is near to Gyeongnam IC and Eoyeon IC(Highway) / possible to arrive to Seoul in 1 hour / Strategic distribution point

## SCALE OF FACILITY

Site 6,154m<sup>2</sup> & Building 4,015m<sup>2</sup> includes 2 Factories / Cold Storage / Dry Storage / Welfare Building

## 2<sup>nd</sup> Factory

A variety of final products for B2B, B2C can be produced in this factory and this factory has various facility for the mixture of raw materials, filling, retorting and packing.

- Produce B2B and B2C products with concentrate, Extract, Paste and Puree material from the 1st Factory.
- Produce consumer products in various package (PET, bottle, pouch) by demand of customers.





# STORAGE



**Outside of Storage**



**Storage for Sub-material**



**Dry Storage**



**Cold Storage(Chilled)**



**Cold Storage(Frozen)**

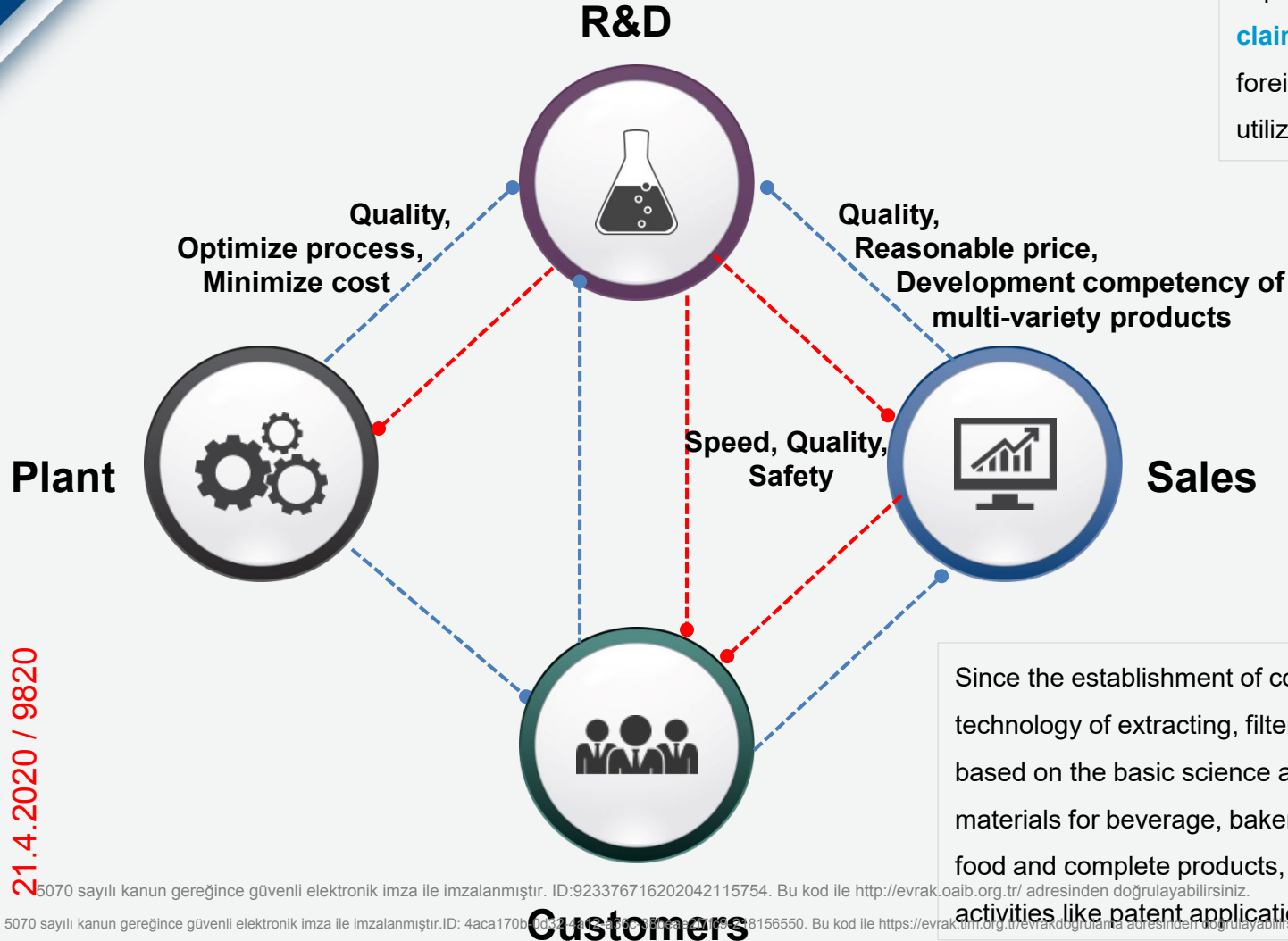


**Storage for Raw Material**



# R&D CENTER

Professional staff members, having diverse experiences, have ambitious goals for “ZERO” **claim** through the management of quality, foreign substances, microorganism as well as utilizing the latest equipment.



Since the establishment of company, we have upgraded the technology of extracting, filtering and processing enzymes based on the basic science and keep on developing raw materials for beverage, bakery products, instant food, health food and complete products, as well as continuous research activities like patent applications.

## FOOD CREATION LAB

- Quick development of customized trend products based on near 600 kinds of recipe
- Development of applied process technic and basic research of various raw material
- Continuous development to improve natural flavor by extraction, concentration and fermentation of 100% natural ingredient.
- Competent researchers who have deep knowledge of concentrate, puree, fermented extract, sauce, instant food, syrup, jams, pickle, beverage base develop and provide OEM, ODM products at the best price
- Customized packing unit is available in pouch, PET, glass, pail, drum or any other package as customer's needs.

## FOOD RESEARCH INSTITUTE

- Practice Quality management through strict sanitary and quality control in accordance with basic principle of safety, honesty.
- Certified various quality management system (GMP, HACCP, FSSC22000)



# EXPORT PRODUCTS (KOREAN BBQ SAUCE)



KOREAN BBQ SAUCE (BULGOGI)  
900g / 500g / 240g



KOREAN BBQ SAUCE (GALBI)  
900g / 500g / 240g

# EXPORT PRODUCTS



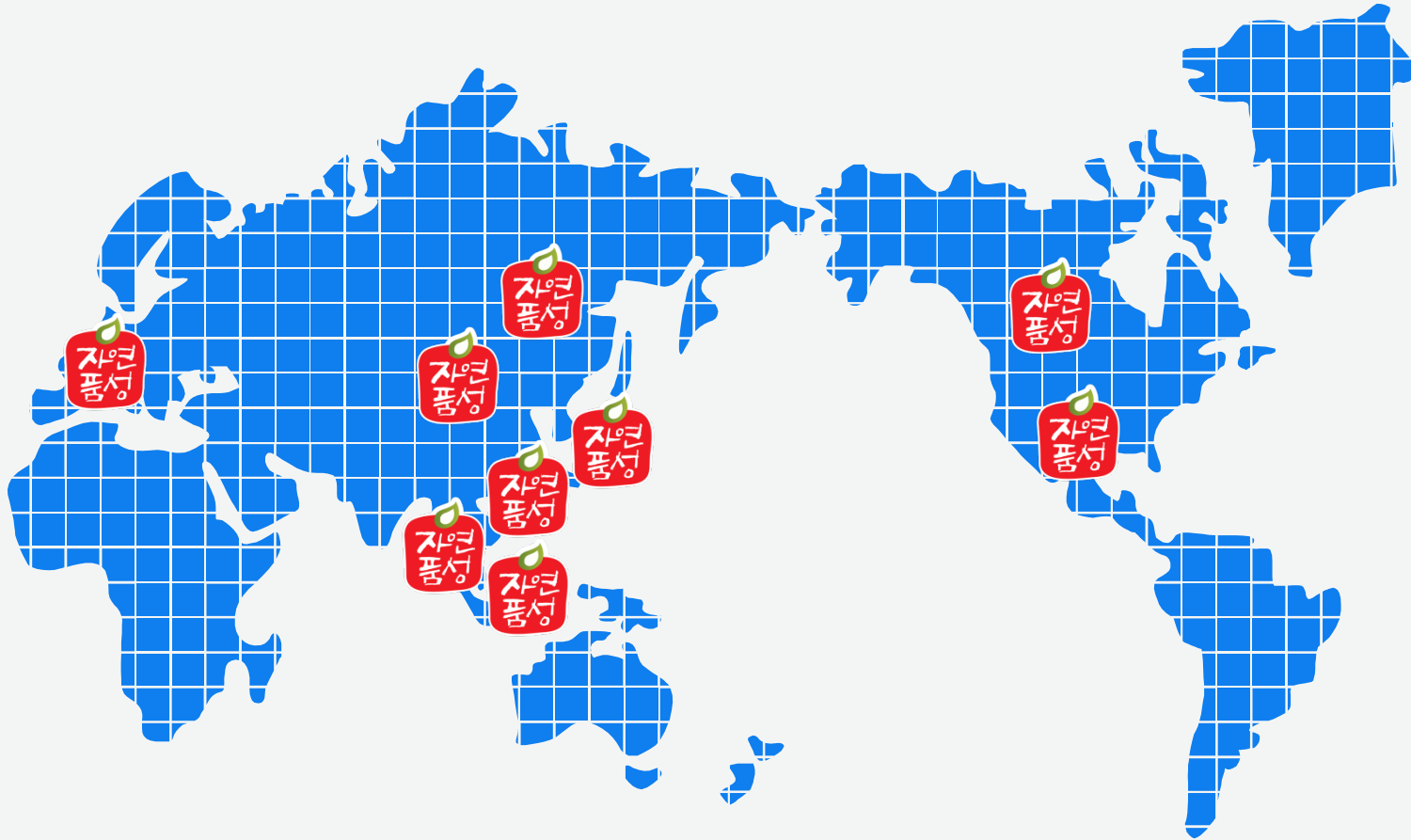
- FROM LEFT TO RIGHT
- (1) SAUCE FOR CHICKEN
  - (2) SAUCE FOR FISH
  - (3) SAUCE FOR STIR-FRY
  - (4) SAUCE FOR TOPOKKI
  - (5) SEAFOOD COOKING SAUCE
  - (6) PONZU SAUCE
  - (7) GLUTEN FREE BBQ SAUCE
  - (8) GLUTEN FREE BBQ SAUCE(SPICY)



## BUSINESS PARTNER

# MAIN EXPORT AREA



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■ FRANCE ■ INDONESIA ■ CHINA ■ HONG KONG ■ SINGAPORE ■ USA  
 ■ TAIWAN ■ JAPAN ■ CANADA ■ SWITZERLAND (2018.08) ■ U.K (2018.09)

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# THANK YOU!

JINSUNG FM produces healthy food  
through good materials and diligent sincerity.



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	PRODUCT	TARGET BRIX	TARGET PH	TARGET ACID	PACKING	STORAGE	estimated volume (year)	SHIPMENT TERM
1	Pear concentrate	70	3.2~3.8	0.8~1.5	270KG	FROZEN	150tons	CIF BUSAN
2	Apple concentrate	70	3.6~3.8	1.4~1.6	20KG	FROZEN	5tons	CIF BUSAN
3	Pomegranate Juice Concentrate/Clear type	65	2.73	4.2	265KG	FROZEN	70tons	CIF BUSAN
4	WHITE GRAPE concentrate	68				FROZEN	50tons	CIF BUSAN
5	LEMON concentrate(clear type)	400 GPL (g citric acid/Liter) , 42.0~55.0	3.0	26.0~40.0	250KG	FROZEN	5tons	CIF BUSAN

	PRODUCT	SPEC		CARRAGEENAN	PACKING		estimated volume(year)	SHIPMENT TERM
1	WHIPPING CREAM	UHT 35%		0.020%	1LITER		100TONS	CIF BUSAN
2	WHIPPING CREAM	UHT 35%		0.020%	10LITER		500TONS	CIF BUSAN
3	TOMATO PASTE	30-32BRIX	HOT BRAKE		240KG		400TONS	CIF BUSAN
4	TOMATO DICE	16 X 16mm			215KG		400TONS	CIF BUSAN

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