

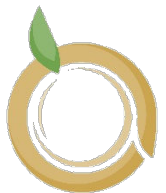
ALPHA & OMEGA
FRESH · FROZEN

Presentation 2023

Presented by:
Mr. Aero Lee
Mobile: +852 6411-5011

Introduction of A&O

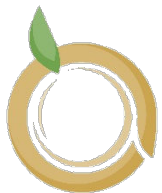
- Alpha & Omega Fruits Ltd. is newly established in June 2017, and focuses on procuring QUALITY FROZEN FRUITS from around the world to suit the Hong Kong market.
- A&O sources various frozen fruit products from two main countries, Italy and Philippines, and currently sell to the retailers in Hong Kong and Macau. With this, we are able to offer a wide range of quality frozen fruit products at an exceptional price to our customers.



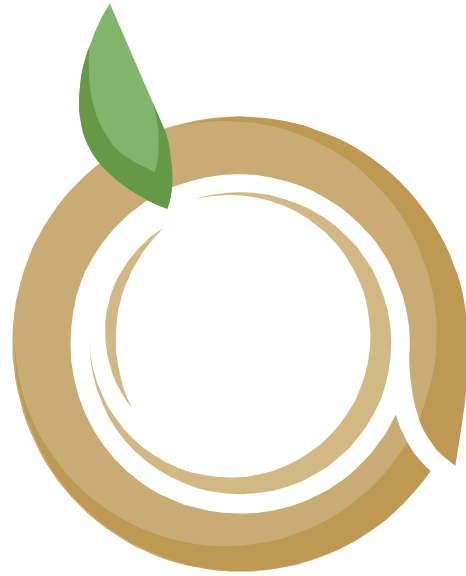
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Why Frozen Fruit Products

- **QUALITY** – frozen fruits are promptly blanched and then frozen within hours of being picked, which taste and nutritional value can be kept in fresh
- **TIME SAVING & CONVENIENCE** – frozen fruits products are ready-to-serve and come in measured amounts, which save food processing and measuring time
- **SAVE STORAGE SPACE** – frozen fruit puree packaged in trays are easier to arrange and reduce storage space
- **SAFE & LONGER SHELF LIFE** – freezing halts the growth of microorganisms that cause spoilage and food poisoning, so it may not spoil as quick as fresh fruits
- **APPLICATION** – frozen fruit products can be applied to making drinks, ice cream, desserts, pastry, bakery, salad, fruits jam, hot foods, etc.



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Analysis

Presented by:

Mr. Aero Lee

Mobile: +852 6411-5011

What customers are asking for?

Answer: Enriched Menu with Quality Desserts & Drinks & they are localized



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How to make sure the food and beverage preparations are at proper temperature & proper timing all the times

Answer: Frozen Food & Beverage QUALITY Ingredient



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How to make sure the QUALITY food & beverage ingredients are always staying at STABLE condition

Answer: Rely on MACHINES!!

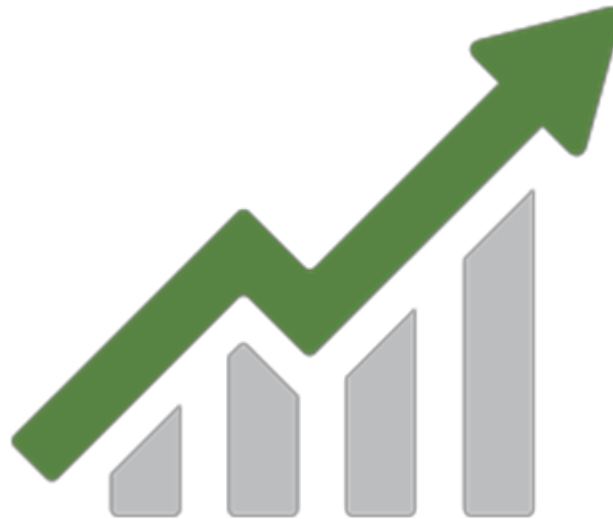


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Why do you need a Cold Food Chains?

Answer A: Increasing Company Value

With a cold chain system and facility can increase the company value and it will be reflected once companies become listed company



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Why do you need a Cold Food Chains?

Answer B: Reduce Food Wastage

Variable	<u>Global</u>	<u>Developed Countries</u>	<u>Developing Countries</u>
Population in 2009 (in Billions of inhabitants)	6.83	1.23	5.6
Population in 2050 (forecast, in billions of inhabitants)	9.15	1.28	7.87
Refrigerated storage capacity (m3 / 1000 inhabitants)	52	200	19
Food losses (all products)	25%	10%	28%
Losses of fruits & vegetables	35%	15%	40%
Losses of perishable foodstuffs due to lack of refrigeration	20%	9%	23%

Source: IIR. 2009. The role of refrigeration in worldwide nutrition (www.iifiir.org)



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Why do you need a Cold Food Chains?

Answer C: Better Marketing Position

Becomes a Conscious Business (Conscious Capitalism) since it can reduce food lose, the use of cold chains as a means to prevent the waste of limited natural resources



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Why do you need a Cold Food Chains?

Answer D: Maintenance of Food Quality

Avoid the change of flavor, color, nutrient and texture



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Why do you need a Cold Food Chains?

Answer E: Food Safe

Cooling provides the following benefits for perishable horticultural foods:

- *Reduces respiration: lessens perishability*
- *Reduces transpiration: lessens water loss, less shriveling*
- *Reduces ethylene production: slows ripening*
- *Increases resistance to ethylene action*
- *Decreases activity of micro-organisms*
- *Reduces browning and loss of texture, flavor and nutrients*
- *Delays ripening and natural senescence*

Storage Potential					
Food Product	at optimum 0°C	optimum temperature +10°C	optimum temperature +20°C	optimum temperature +30°C	optimum temperature +40°C
Fresh Fish	10 days	4 - 5 days	1 - 2 days	Few hours	
Milk	2 weeks	7 days	2- 3 days	Few hours	
Fresh Green Veggie	30 days	14 days	7 days	Less than 2 hours	
Potato		150 -300 days	Less than 14 days	Less than 30 days	Less than 14 days
Mango		14 -21 days	7 days	4 days	2 days
Apple	90 - 180 days	60 days	30 days	14 - 30 days	



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The Best Worldwide Fruits

prepared by:



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Introduction of Mazzoni



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Introduction of Mazzoni



HISTORY

- Established in 1950 by Luigi Mazzoni helped by his son Gualtiero
- From 1970 on, Mazzoni started providing fruits and vegetables to Industries always focusing on Export and Internationalization
- In 1970 Frozen Fruits department and Nursery department have been established completing the production chain
- In 1980 Mazzoni entered in the touristic field in order to differentiate the business
- In 1980 strong investments on new vegetables varieties R&D have been made
- In 2000 takeover of fields in Romania (Benato and Valacchia areas) and Poland in Biala Podlaska
- In 2000 started the activity of Garlic obtaining the DOP in 2007



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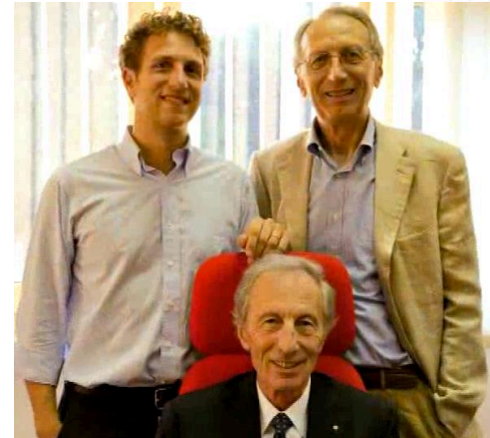


Introduction of Mazzoni



TODAY

- Group turnover: around 260 million Euros
- 32 companies
- Five operation centers in three countries
- Around 1500 employees



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Introduction of Mazzoni



FRESH FRUITS

Kiwi varieties

- Hayward
- Summer Kiwi®
- Green Light



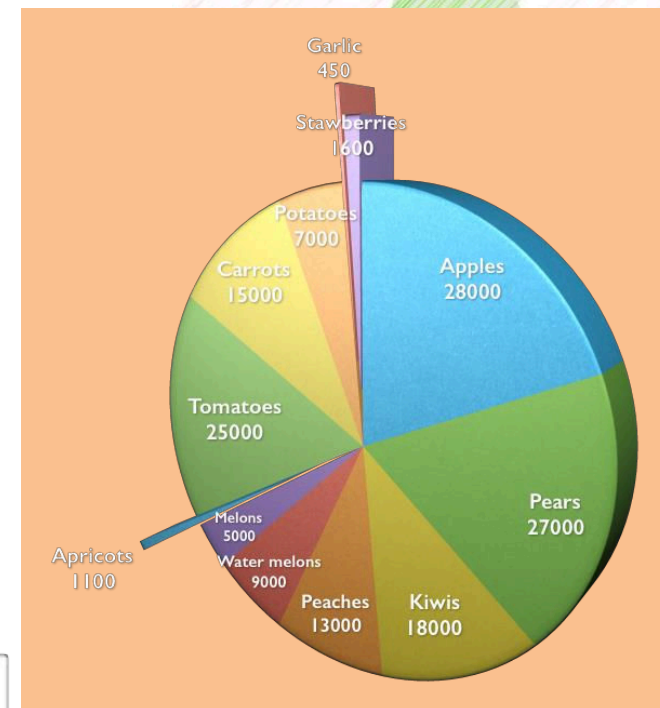
Apple varieties

- Pink Lady®
- Gala
- Fuji Mela piu'®
- Modi®
- Morgenduft
- Golden
- Granny Smith
- Red delicious
- Scarlet



Pear varieties

- Abate
- Conference
- Decana
- Kaiser
- Passa Crassana
- Carmen
- Coscia
- Etrusca
- Guyot
- Morettini
- Packam's
- Rosired
- Santa Maria
- Williams
- Max red bart



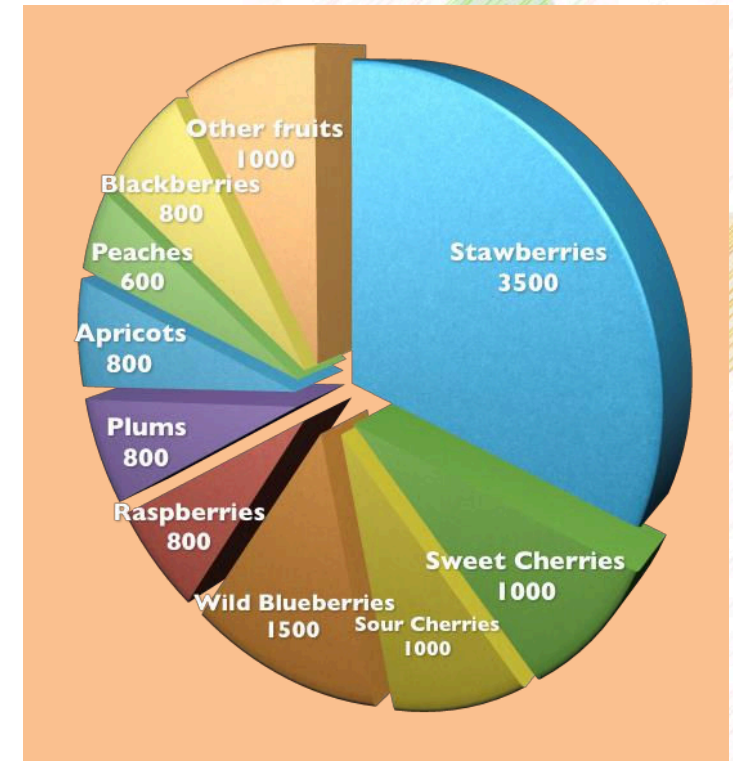
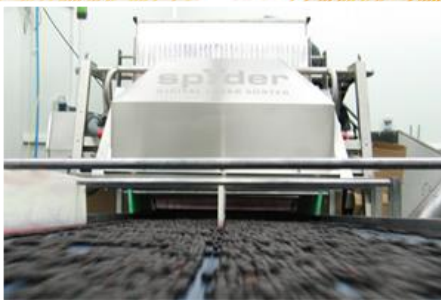
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Introduction of Mazzoni



FROZEN FRUITS

- 1.000.000 fruit shells
- 30% frozen fruits coming from our own fresh product
- New ultra modern frozen purees plant
- Fully automatic 4000 square meters facility
- Laser sorting machine
- Multi-head weighers machine



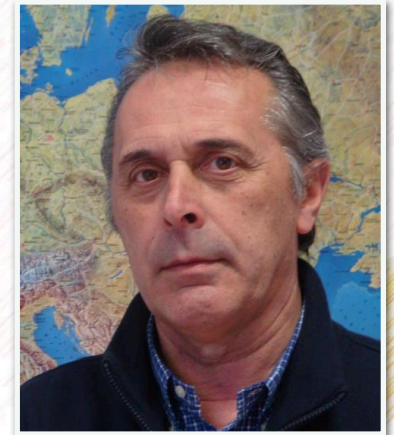
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Introduction of Mazzoni



R&D AND NURSERY

- Annual production: 110 million strawberry plants, 3.5 million rootstocks, 1 million fruit trees, 2 million asparagus plants
- 350 ha nurseries
- 60% export
- 76 registered trademarks and 163 patents on new varieties



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Introduction of Mazzoni



R&D AND NURSERY

High chilling strawberry varieties

- Antea
- Arosa
- Clery
- Deep Ruby
- Dely
- Galia
- Joly
- Madelene
- Marmolada[®]
- Raurica
- Rubino



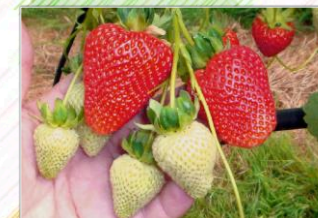
Low chilling strawberry varieties

- Kamila
- Nabila
- Naiad
- Rania
- Siba
- Tethis

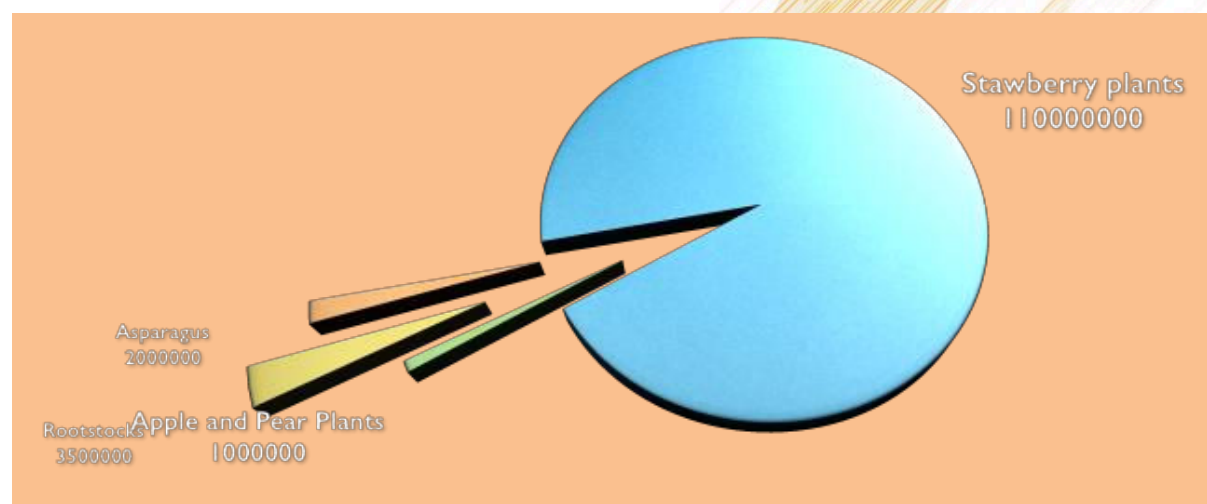


Everbearing strawberry varieties

- Elsinore
- Capri
- Ischia
- Linosa
- Murano
- Vivara



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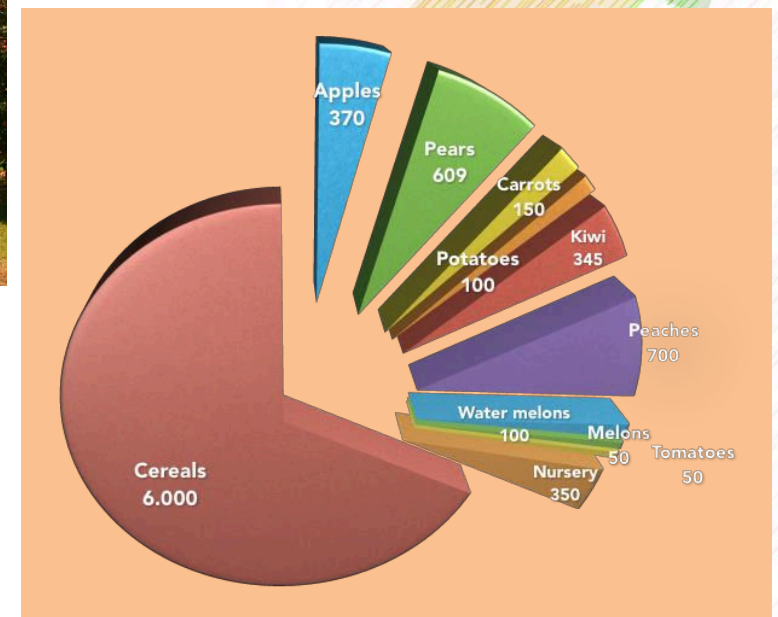


Introduction of Mazzoni



AGRICULTURAL PRODUCTION

Strongly focused on fruit and vegetable and nursery productions. The farms owned by Mazzoni cover a surface area of about 2000 hectares over an extensive area of the Ferrara province.



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The Healthy Wild Blueberries

prepared by:



ALPHA & OMEGA
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Wild Blueberry Puree



Wild forest blueberries, hand picked and carefully sorted.



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The Unique First Bloom Sicilian Lemon

prepared by:



ALPHA & OMEGA
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First Bloom of Sicilian Lemon Juice



Traditional cold pressed Sicilian lemon &
We are the only carrying the first bloom
of Sicilian Lemon



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The Best Lime from Mexico

prepared by:



ALPHA & OMEGA
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Lime Puree



Mexican lime juice, aromatic with the right degree of sourness.



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The Right Pomegranate for your Princess

prepared by:



ALPHA & OMEGA
FRESH · FROZEN

Pomegranate Juice



Intense red, cold pressed pomegranate.



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The Best Ciaculli Mandarin Puree

prepared by:



ALPHA & OMEGA
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Why its named “Late Mandarin” of Ciaculli



The Mandarino tardivo di Ciaculli (late mandarin of Ciaculli) got its name from the area in which it was first discovered and from the fact that it matures later in the season as compared to the common mandarin varieties.

The origins of the late mandarin of Ciaculli are absolutely natural. It was discovered in the 1940' s as a natural mutation of the small “mandarino avana” (Havana mandarin) and grows only in the small area around Ciaculli, a small village located outside Palermo, Sicily.

Up until the 1950s the area surrounding Palermo was like one big garden, known as the Conca d' Oro (golden basin). In ancient times the total land area was cultivated with citrus fruit. The agricultural area of Ciaculli, in the Conca d' Oro, was known for its huge mandarin orchards. However, in the last 60 years the production in this area has diminished by three quarters, leaving visible damages to the territory, as the disappearance of the terraced farmland has caused hydrogeological instability. Today, only 80 hectares subsist, cultivated by 90 local farmers who produce the Mandarino tardivo variety using almost exclusively organic farming methods.

Its exceptional aroma and robustness makes the late mandarin of Ciaculli immediately recognizable among other mandarins.

Source: www.experience-sicily.com



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How nice about “Late Mandarin” of Ciaculli



The Mandarino tardivo di Ciaculli is further characterized by:

- a strong aroma
- a high sugar content
- very thin peel
- flat spherical shape
- yellow to pale orange color
- no excess of seeds (2 to 6)

The full maturation of the fruit occurs between the months of January and February, and the product is available for commercialization until March, hence why it is called ‘tardivo’.

The fruit is usually consumed fresh, but is also used to prepare marmalades, sorbets, ice creams and to flavor chocolate.

The Italian association “Slow Food” has been promoting the cultivation of the mandarino tardivo. A consortium has been created to make sure that the remaining local producers can survive producing this wonderful citrus fruit, receiving a just payment. The production of the “tardivo” is strictly regulated, and only members of the Consorzio il Tardivo di Ciaculli, founded in 1999, can commercialize it.

Sourcing: www.experience-sicily.com



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Mandarin Puree



Late tangerine juice from Ciaculli that is cold pressed directly on site to preserve all its natural flavour.



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The Best Worldwide IQF Fruits Smoothie Packs

prepared by:



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Ketty Frulla



Ketty Frulla on your mind?

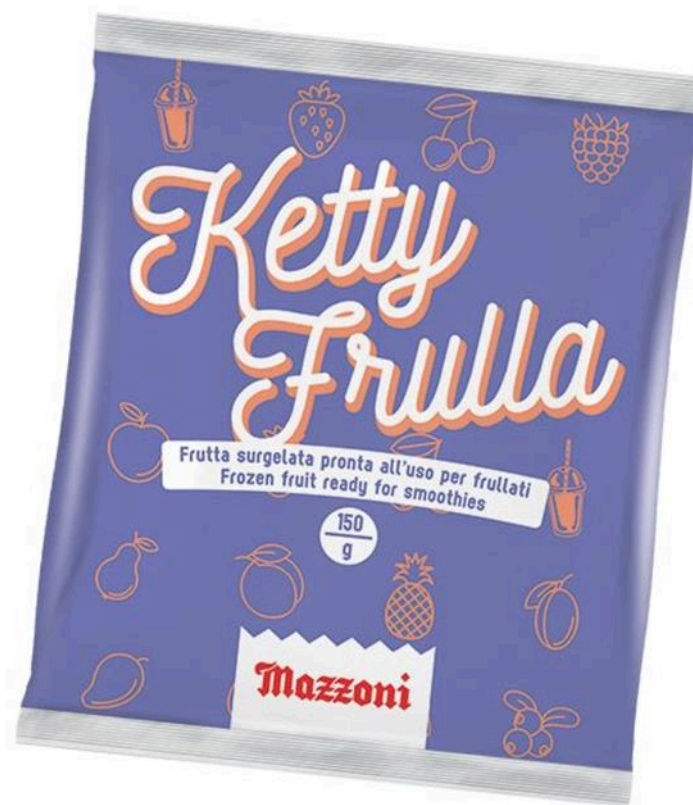
Let your imagination go wild with our gorgeously healthy smoothies.

The focus on healthy eating is spreading and expresses in the food consumption habits of consumers who seek something good and alternative to traditional offerings even outside the home.

Ketty Frulla is a product designed to meet this need and offers smoothies that embody all the taste and nourishment of fresh fruit, without added sugar and preservatives, in a convenient and safe manner.

The fruit is sorted and checked in Mazzoni, chopped, frozen, and then it is ready for consumption in 150gr packs.

Kelly Frulla, smoothies for your business.



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Ketty Frulla

How To Make It:



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Ketty Frulla

Choose From Different Tastes:



TROPICAL

Mango - Pineapple - Papaya (*)



SUNSET

Strawberry - Peach (*)



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Ketty Frulla

Choose From Different Tastes:



THE RED ONE

Beetroot - Carrot - Raspberry (*)



BERRIES

Blueberry - Raspberry - Strawberry (*)



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Ketty Frulla

Choose From Different Tastes:

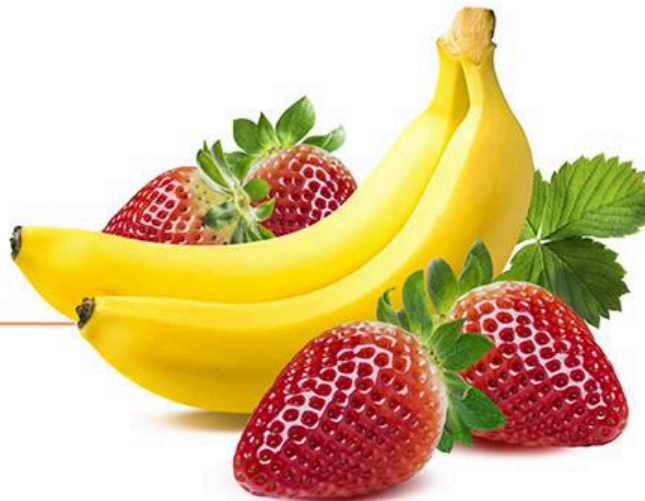
THE GREEN ONE

Green Apple - Kiwi - Celery (*)



PINKY

Strawberry - Banana (*)



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Tropical Smoothie



Ketty Frulla Tropical with Puree				
Code	Ingredient	-	Qty	-
FPR0094	Mango Puree	*By A&O	9.5	oz
FPR0049	Ketty Frulla Tropical	*By Mazzoni	1	bag



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Sunset Smoothie



Ketty Frulla Sunset with Puree				
Code	Ingredient	-	Qty	-
FPR0094	Mango Puree	*By A&O	9.5	oz
FPR0046	Ketty Frulla Sunset	*By Mazzoni	1	bag



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Pink Smoothie



Defrosted Ketty Frulla Pinky with Puree				
Code	Ingredient	-	Qty	-
FPR0094	Mango Puree	*By A&O	9.5	oz
FPR0047	Ketty Frulla Pinky	*By Mazzoni	1	bag



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The Red Smoothie



Ketty Frulla The Red One with Puree				
Code	Ingredient	-	Qty	-
FPR0033	Purple Dragon Fruits Puree	*By A&O	9.5	oz
TBA	Ketty Frulla The Red One	*By Mazzoni	1	bag



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Dragon Fruit Berries Smoothie



Ketty Frulla The Red One with Puree				
Code	Ingredient	-	Qty	-
FPR0033	Purple Dragon Fruits Puree	*By A&O	9.5	oz
FPR0048	Ketty Frulla Berries	*By Mazzoni	1	bag



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Use for Smoothie Bowl



Dragon Fruit Smoothie Bowl



Ketty Frulla The Red One with Puree				
Code	Ingredient	-	Qty	-
FPR0033	Purple Dragon Fruits Puree	*By A&O	9.5	oz
	Ketty Frulla	*By Mazzoni	1	bag



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Asian Tropical Fruits

prepared by:



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Carabao Mango (Luzon Mango)

Carabao Mango is the most popular mango variety in Asia. Filipinos call it **manggang kalabaw** (carabao mango) while the Philippine government refers to it as 'Manila Super Mango' and is reportedly in the Guinness Book of World Records as the sweetest in the world. Carabao Mango is called Champagne Mango or Honey Mango in United State.

Advantages of A&O Carabao Mango Puree:

- All from Natural
- with 5% sugar only
- less Fiber content for easier recipe building & achieve the smooth texture for the finished products



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Carabao Mango Products from A&O



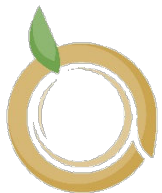
MANGO HALVES



Frozen Philippine Mango Puree
95% Mango (AO Code: FPR0094)



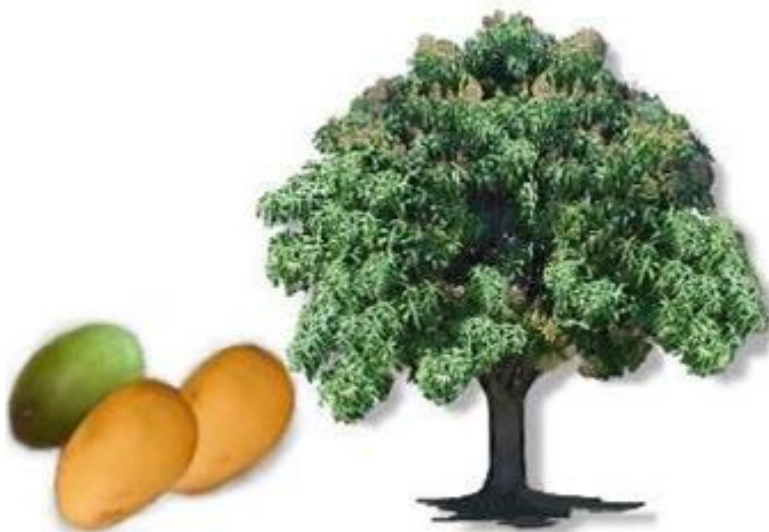
Philippino Mango Cubes IQF
(AO Code: FPR0032)



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Carabao Mango (Luzon Mango) Puree

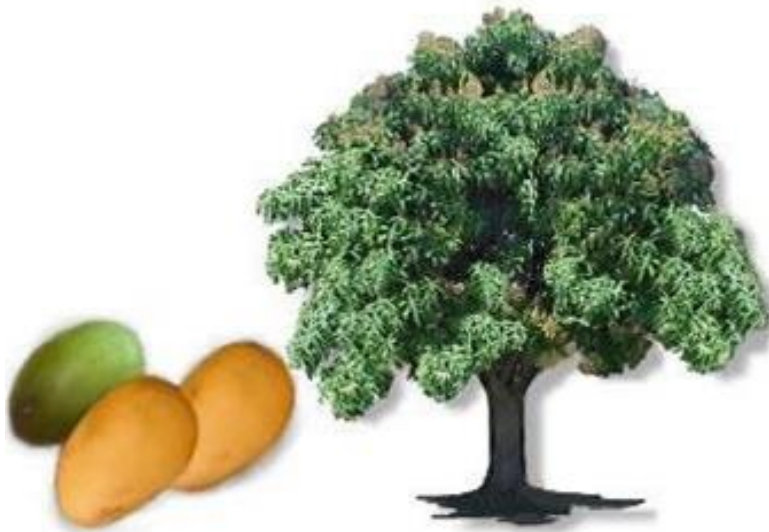


<u>Mango Smoothie with Puree</u>				
<u>Code</u>	<u>Ingredient</u>	-	<u>Qty</u>	-
FPR0001	Mango Puree	*By A&O	6	oz
	Sugar Syrup		4	oz
	Ice Cube		6	oz
FPR0043	Lemon Zest	*By Mazzoni	1	tsp



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Carabao Mango (Luzon Mango) IQF



<u>Mango Smoothie with IQF</u>				
<u>Code</u>	<u>Ingredient</u>	-	<u>Qty</u>	-
FPR0032	Mango IQF	*By A&O	6	oz
	Sugar Syrup		6	oz
	Ice Cube		4	oz
FPR0043	Lemon Zest	*By Mazzoni	1	tsp



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Kalamansi

Health Benefits of Calamansi:

Calamansi is a vitamin C rich citrus fruit that enhances your beauty, by rejuvenating skin from within and thus bringing a glow on your face. One of the major health benefits of drinking Calamansi water is that it paves way for losing weight faster, thus acting as a great weight loss remedy. Calamansi water flushes out body toxins and thus is extremely beneficial for the body.

It helps promote your immune system and thus, protects you from the clutches of most types of infections. It also plays the role of blood purifier. Lemon is a fabulous antiseptic bestowed on us by Mother Nature. Calamansi juice works wonders for people having heart problem, owing to its high potassium content. So, make it a part of your daily routine to drink a glass of warm Calamansi juice in the morning and then open your gateway to enjoy its health benefits



Kalamansi



<u>Kalamansi Juice</u>				
<u>Code</u>	<u>Ingredient</u>	-	<u>Qty</u>	-
FPR0034	Kalamansi Puree	*By A&O	4	oz
	Sugar Syrup		6	oz
	Water		6	oz
	Ice Cube		2	oz
FPR0044	Lime Zest	*By Mazzoni	1	tsp



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Our 100% Fruits Puree in Bottles

- All nature
- Packing 950 ml per bottle
- Certification: FSSC22000
- _Processed By: HTST or HPP
- Ready for Eat & Drink
- Origin: Taiwan
- Applications: Cooking, Salad Dressing, Juices, Fruit Jam, Pastry, Bakery, Frozen Confectionary, etc.



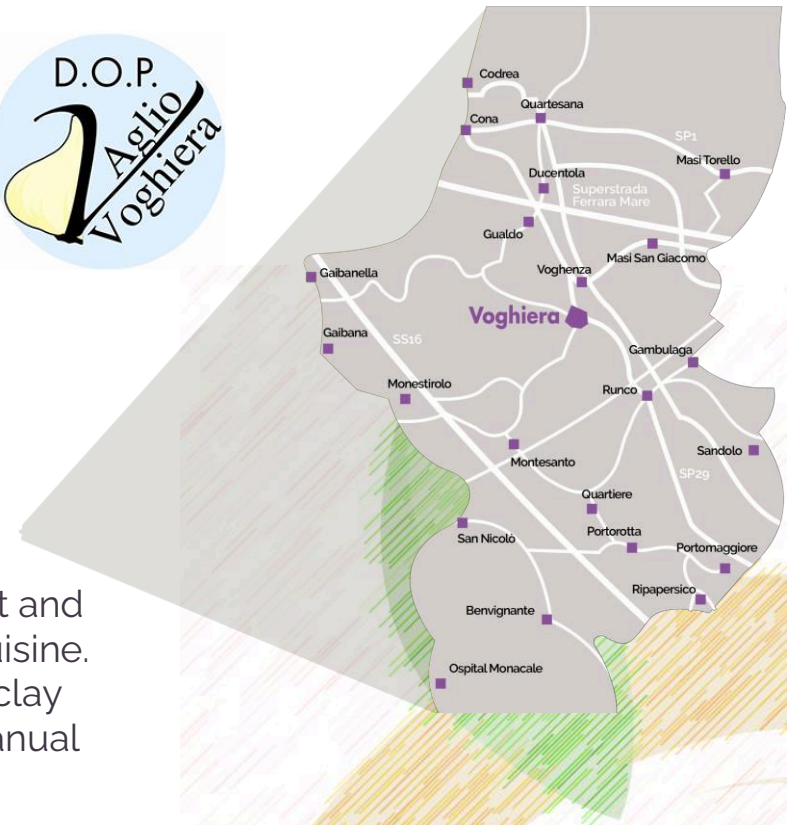


The Safe Garlic

prepared by:



ALPHA & OMEGA
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Refined and never pungent, Voghiera Garlic PDO makes every dish special. Its sweet and delicate taste, combined with great versatility, is ideal for a creative and high-end cuisine. The authentic flavour of the Ferrara plain draws its savoury characteristics from the clay and lime soil, which favours the perfect balance of quality and aroma. Traditional manual workmanship and the artisanal craftsmanship of its producers make it a unique and inimitable product, guaranteed by the **Consorzio Produttori Aglio di Voghiera (Consortium of Voghiera Garlic Producers)**.

More than **100 hectares in the province of Ferrara** are dedicated each year to the cultivation of Voghiera Garlic PDO. The particular qualities of fertile and clayey soil combined with the climate of the area make Voghiera Garlic PDO a unique product. It is an area that includes the municipality of Voghiera and part of the municipalities of Masi Torello, Portomaggiore, Argenta and Ferrara, which produce on average **10,000 kg of dried garlic per hectare farmed**.

How to store it - Keeps it at **-18 ° C**

How to use it - No need to defrost; Just use it

Production rules of the "VOGHIERA GARLIC" with Protected Designation of Origin





Applications for ...

prepared by:



ALPHA & OMEGA
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Smoothie Bowl

-preparation lead-time is less than 5 mins 🕒 for 6 different combinations with our products



Confectionaries

-highest food safety level 🐼 🧊 for confectionaries with our products

Remark: much safer than the current fresh fruits



More & More...

-for baking, soups, salad dressing, meat & seafood marinate, ice cream & etc.



Distribution Area & Date

<u>DISTRICT</u>	<u>區域</u>	<u>DELIVERY DATE</u>
	<u>Hong Kong</u>	
Central-East	中環-東	1,2,3,4,5,6
Central-West	中環, 上環	1,2,3,4,5,6
Wan Chai-South	灣仔-南	1,2,3,4,5,6
Central- North	中環-北	1,2,3,4,5,6
West Dist/ Sai Wan	西區, 西環	2,4,6
Lan Kwai Fong	蘭桂坊	1,2,3,4,5,6
Causeway Bay- North	銅鑼灣-北	1,2,3,4,5,6
Causeway Bay- South	銅鑼灣-南	1,2,3,4,5,6
Happy Valley	跑馬地	1,2,3,4,5,6
Mid-Levels(Central)	中環-半山	3,6
Wan Chai-North	灣仔-北	1,2,3,4,5,6
Braemar Hill	寶馬山	2,4,6
The Peak	山頂	2,4,6
Aberdeen	香港仔	1,3,5
Ap Lei Chau	鴨脷洲	1,3,5
Island South, Stanley	南區, 赤柱	1,2,3,4,5,6
Pok Fu Lam	博扶林	1,4
Shek O & South Bay	石澳 及 南灣	1,2,3,4,5,6
Admiralty	金鐘	1,2,3,4,5,6
Mid-Levels	北角-半山	2,4,6
Chai Wan	柴灣	1,2,3,4,5,6
North Point	北角	1,2,3,4,5,6

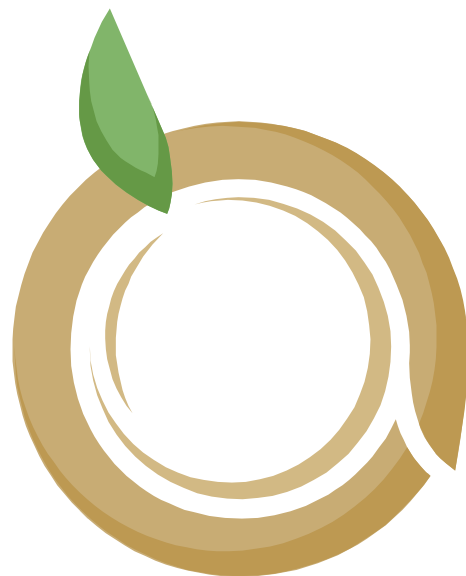
<u>DISTRICT</u>	<u>區域</u>	<u>DELIVERY DATE</u>
	<u>Kowloon</u>	
Tsim Sha Tsui	尖沙咀	1,2,3,4,5,6
Jordan	佐敦	1,2,3,4,5,6
Tsim Sha Tsui-East	尖沙咀-東	1,2,3,4,5,6
Tsim Sha Tsui-West	尖沙咀-西	1,2,3,4,5,6
Kowloon City & Lok Fu	九龍城 及 樂富	1,2,4,6
Kowloon Bay	九龍灣	1,2,4,6
Kwun Tong	觀塘	1,2,4,6
San Po Kong	新蒲崗	1,2,4,6
Kowloon Tong	九龍塘	1,2,4,6
Festival Walk	又一城	1,2,3,4,5,6
Hung Hom & To Kwa Wan	紅磡 及 土瓜灣	1,2,4,6
Whampoa	黃埔	1,2,3,4,5,6
Kowloon-West	九龍-西	2,4,6
MongKok	旺角	1,2,3,4,5,6
Tai Kok Tsui	大角咀	1,2,3,4,5,6

New Territories

Tsuen Wan & Kwai Chun	荃灣 及 葵涌	1,3,5
Sai Kung	西貢	1,4
Tseung Kwan O	將軍澳	2,4,6
Sha Tin	沙田	1,2,3,4,5,6
Ma On Shan	馬鞍山	1,3,5
Tai Po	大埔	1,3,5
Sheung Shui & Fanling	上水 及 粉嶺	1,3,5
Fo Tan	火炭	1,3,5
Man Kam To	文錦道	1,3,5
Tuen Mun	屯門	1,3,5
Sham Tseng	深井	3
Yuen Long & Tin Shui Wai	元朗 及 天水圍	2,4,6
Chek Lap Kok & Tung Chung	赤臘角 及 東涌	3,5
Tsing Yi	青衣	1,3,5
Discovery Bay	愉景	3,5



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