



# Discover Grana

member of the  group



GRANA sp. z o.o.  
ul. Piłsudskiego 1  
32-050 Skawina  
Poland  
[www.grana.pl](http://www.grana.pl)

# What we offer

Full of flavour and aroma instant cereal- and chicory-based beverages. Produced in such a way as to extract the aromatic notes known from coffee in the process of roasting, although the ingredients we use do not contain caffeine.



**Delicious taste**



**Caffeine-free**



**Aroma of roasted cereals  
and chicory**





# About Grana

## Expert

### Experience and knowledge



The traditions of cereal and chicory-based beverages in our production plant date back to 1911, and the technology of instant production was introduced in 1971.

Grana, part of the renowned German Cafea group, took over this heritage in 1998.

member of the  group

## Partner

### A flexible approach



We are a longstanding partner for our Clients from around the world.

We focus on flexibility. All at a fair price, maintaining the highest standards.

Our Partners:  
**Carrefour, Auchan, Spar, Netto, E.Leclerc, Lidl, Kaufland, Aldi, Metro Group, Intermarché, Rossmann**

## Leader

### Broad scope and scale of action



Grana is the world leader in the production and sale of instant cereal and chicory beverages.

We deliver our products to 40 countries on 5 continents, including most European countries and the USA, Japan, South Africa and New Zealand.

We have numerous international certifications:



# Grana in numbers

Grana is the world leader in the production and sale of instant cereal and chicory beverages.

## Stable Business



63  
million €

Annual  
revenue



15k  
tonnes

Annual  
sales



12,000  
pallet places  
in warehouses



30 million pcs.  
packages  
of products sold



35,000 m<sup>2</sup>  
of plant surface  
area



340  
employees



22 k tonnes  
of raw materials  
used annually



10,000  
shipments  
annually



# Discover our formulas

We offer dozens of ready and proven formulas. The variety of options makes it possible to expand the product portfolio and surprise Consumers with new flavours.

## Basic

Blends composed of cereals and chicory are the most popular compositions of cereal beverage ingredients. Most often they are made from a combination of three basic ingredients – barley, rye and chicory root.



## Single ingredient

A simple recipe based on one ingredient – cereal or chicory – is the quintessence of naturalness. We also offer such ingredients as wild rose, dandelion root, and chickpea.



## Dessert

Cereal beverages are readily consumed in a sweet version, also with added honey. Pleasant dessert notes can be obtained by adding fruit pieces or fruit extracts.

## Original flavours

Cereal beverages blend perfectly with spices that alter flavour and enhance aroma. Ingredients of cereal beverages may include acorn, fig, or dandelion.



## Enriched

For Consumers looking for functional beverages, we offer compositions with added vitamins, minerals, and fibre – ingredients that support a healthy diet.





# Ingredients

## Base ingredients

### Cereals and roots

From which the characteristic coffee flavour is derived.  
Our ingredients are mainly sourced from local crops.



#### Cereals

- ❖ Barley
- ❖ Rye
- ❖ Spelt
- ❖ Barley malt



#### Roots

- ❖ Chicory
- ❖ Dandelion\*
- ❖ Jerusalem artichoke\*

\* on request

## Additives

### Fruit, spices, aromas

To diversify and enhance taste, we can enrich our base blends with a variety of spices and additives, the list of which we regularly extend.  
At the request of our Clients, we are happy to test new ingredients and additives.



#### Fruit

- ❖ Rosehip
- ❖ Fig
- ❖ Strawberry
- ❖ Raspberry
- ❖ Banana



#### Spices

- ❖ Cinnamon
- ❖ Cardamom
- ❖ Cloves
- ❖ Ginger
- ❖ Turmeric



#### Other

- ❖ Honey
- ❖ Cane sugar
- ❖ Caramelised sugar
- ❖ Vitamins
- ❖ Minerals
- ❖ Flavourings
- ❖ Inulin
- ❖ Cocoa
- ❖ Whey
- ❖ Powdered milk
- ❖ Carob\*
- ❖ Chickpeas\*

# Consumers of cereal and chicory beverages

## Who?



Anyone who wants to avoid or reduce the amount of caffeine in their daily diet



Supporters of a balanced diet and a healthy lifestyle



Pregnant and breastfeeding women



Customers of health food shops



Children who dream of drinking coffee with grown-ups



Those seeking new hot beverages



All who value products with simple ingredients

## Why?



They taste like coffee even though they contain no caffeine



Locally sourced ingredients



100% natural



Non-GMO



Source of fibre



Simple ingredients



Easy to prepare



Upon request, our products can be certified Organic, Non-GMO, Vegan, Halal, Kosher



PL-EKO-07





# Partnership Models

Our Clients operate in different markets and choose the most convenient forms of partnership, tailored to their needs.

## A comprehensive approach



Together, we strive to achieve the result that will ultimately bring the expected business benefits. We guide our Clients through the decisions and purchase process.

## Ideas for products and formulas



We share ideas, ask questions, and send samples to our Clients. We listen to their opinions and needs to create together the product that best fits the expectations of the market and Consumers.



# Our brands

We have worked with our own brands and supported client development for years, by analysing trends and gathering know-how from different markets. Our philosophy is sales-orientated.

## Inka



Inka is a delicious cereal beverage combining naturalness and a great taste.

Brand portfolio: Classic, Flavoured, Functional, Organic.

[www.inka.pl](http://www.inka.pl)

## Barleycup

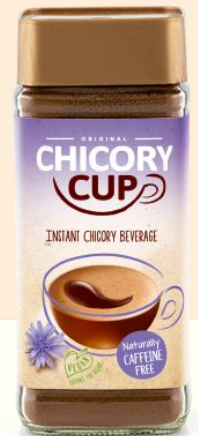


Barleycup is a natural caffeine free alternative for coffee and tea.

Brand portfolio: Classic, Flavoured, Organic.

[www.barleycup.com](http://www.barleycup.com)

## Chicorycup



Chicorycup is a brand of beverages made from roasted chicory root.

Chicorycup offers 3 product lines: Classic, with Coffe, Organic.

[www.chicorycup.com](http://www.chicorycup.com)

# Responsible business

We attach great importance to maintaining high quality products, and our ambition is to continuously improve the Grana processes.



## We care about the environment

We take care to minimise potential environmental risks at every stage of production of our beverages.

The Grana Environmental Policy complies with all applicable laws, and the company quality policy is aimed at refining our production processes and continually improving our technology.



## We care for people

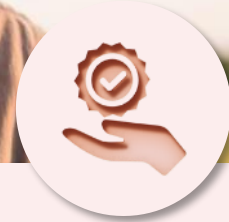
We conduct personnel policy in accordance with labour law and the principles of the ETI Base Code founded on the convention of the International Labour Organisation.



SMETA

Sedex Member

We create for our employees the conditions for professional development. We also support initiatives by local communities, especially those targeted at children and the elderly.



## We care about quality

Regular audits by certification bodies, and the company's internal control system, ensure that norms and standards are met, as confirmed by our certificates.

We work with proven suppliers who operate based on international quality standards. We strive to ensure the highest standards throughout the supply chain.





# Our Story



„PRAWDZIWA FRANCKA”  
z młynkiem

Aecht  
**FRANCK**

# 1911

Fabryka Środków Kawowych Henryk Franck i Synowie S.A. [The Coffee Agents Factory Henryk Franck and Sons S.A.] is established in Skawina, in exactly the place where the Grana headquarters is located today.



KAWA  
**inka**  
rozpuszczalna

EKSTRAKT  
KAWY  
ZROZOWEJ  
W PROSZKU

# 1971

Poland falls in love with Inka cereal drink. From then on, Inka becomes synonymous with cereal beverages.



member of the **CAFEA** group

# 1998

Cafea Group takes over the company, marking the beginning of the most dynamic period in Grana's history. The sales strategy, successful investments, and, first and foremost, a team of incredible employees, lift the company to the position of a global leader.



# Thank you!

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