



Dal's
KITCHEN

DAL'S KITCHEN:
*AUTHENTIC FLAVORS
FROM THE HEART OF ASIA*

OUR STORY

About Dal's Kitchen

Dal's Kitchen is proud to be a pioneer of Asian cuisine in Estonia, setting new standards for quality, authenticity and innovation.

Dal's Kitchen is a leading Asian food producer specializing in **restaurant-quality Indian, Chinese and Thai cuisine.**

Founded in Estonia in 2018, our mission is to bring authentic Asian flavors to retail and foodservice markets across Europe.

- Recipes passed down through generations since 1918
- Made with **authentic ingredients only** – no artificial colors or additives
- Full product range **for hot buffet solutions and pre-packed meals** in various sizes
- Trusted supplier to leading supermarket chains and convenience stores
- Based in Estonia, with deliveries across the Baltics and Scandinavia

Competitive Strengths

- Commitment to premium quality and customer satisfaction
- Innovative product development
- Dedicated and experienced team

Vision

- Deliver the finest Asian cuisine products to new markets
- Continue a relentless pursuit of excellence and innovation in the food industry



“LARGEST SUPPLIER OF
ASIAN PRE-PACK MEALS IN
BALTICS & SCANDINAVIA”



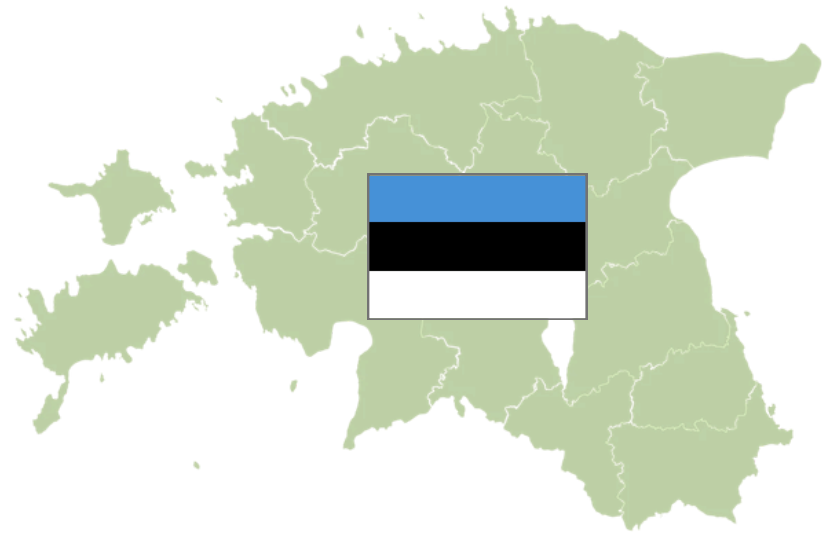
OUR PARTNERS



Dal's Kitchen is already a **trusted partner in many grocery retailers and food markets** delivering consistent **quality and dependable logistics** across the Baltics and Scandinavia. Our modern production facilities **allow us to scale quickly while maintaining high standards.**



CONSUMER LANDSCAPES



ESTONIA



LATVIA



LITHUANIA



POLAND



SWEDEN



NORWAY



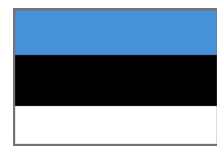
FINLAND

THE VALUE CHAIN



→ Route to Consumer →

COVERAGE IN BALTIC REGION



Supermarket Retailers



Food Services



Direct Restaurant

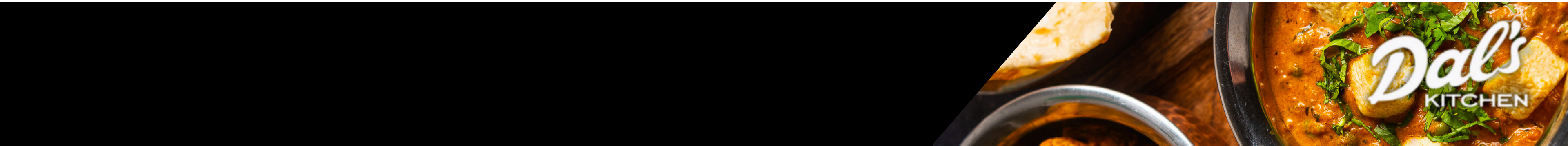


Wholesale Market



Dark Kitchens





PRE PACK MEALS

We're constantly striving to enrich our array of meal options, **ensuring a delightful culinary experience every time.** At present, we delight our customers with **meticulously curated, pre-packaged delights** from the vibrant flavors of Indian, Thai, and Chinese cuisines.



FOOD SERVICES & BUFFET MARKETS

Taking into account our progression and product development, we have become **the market leader in the Asian cuisine cooked food in Baltics & Scandinavia Markets.** We were the first to introduce Asian varieties for the hot buffet sections in supermarkets and pre-packaged meals. We have extensive range of products to service food sector.



PRODUCT RANGES



Hot Buffet



Pre-packed



Asian Sauces



Gourmet



Asian Pizza



Asian Snacks



Asian Salads



Vegan range



High Protein Range



Asian Soups



Indo-Italian Range



Savoury Pies

OUR SETUP FOR ALL RETAILERS

Enhanced Specialization to Drive Product Knowledge & Channel Performance

In total, 8 dedicated teams for Dal's Kitchen:

- 3 National Grocery teams
- 2 Local & Convenience teams
- 1 Digital & E-commerce team
- 1 Foodservice/Restaurant Supply team
- 1 Catering/Events team

National Category-Specific Teams

Ambient dishes	Fresh & ready to eat	Frozen Foods
Indian Thalīs	Ready to eat snacks	Frozen Curries

condiments & Spices	Non-food essentials	Special diet (gluten-free, vegan)
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Specialized Channel/Outsourced Teams

Restaurants & cafes	Local Speciality Stores	Online & Delivery
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Catering & Events	Outsourced Promotion Team	Foodservice Partnerships
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PARTNER WITH US



Dal's Kitchen is not just a supplier, we are a strategic partner delivering authentic Asian cuisine that sells.

MARKET LEADERSHIP & PROVEN SUCCESS

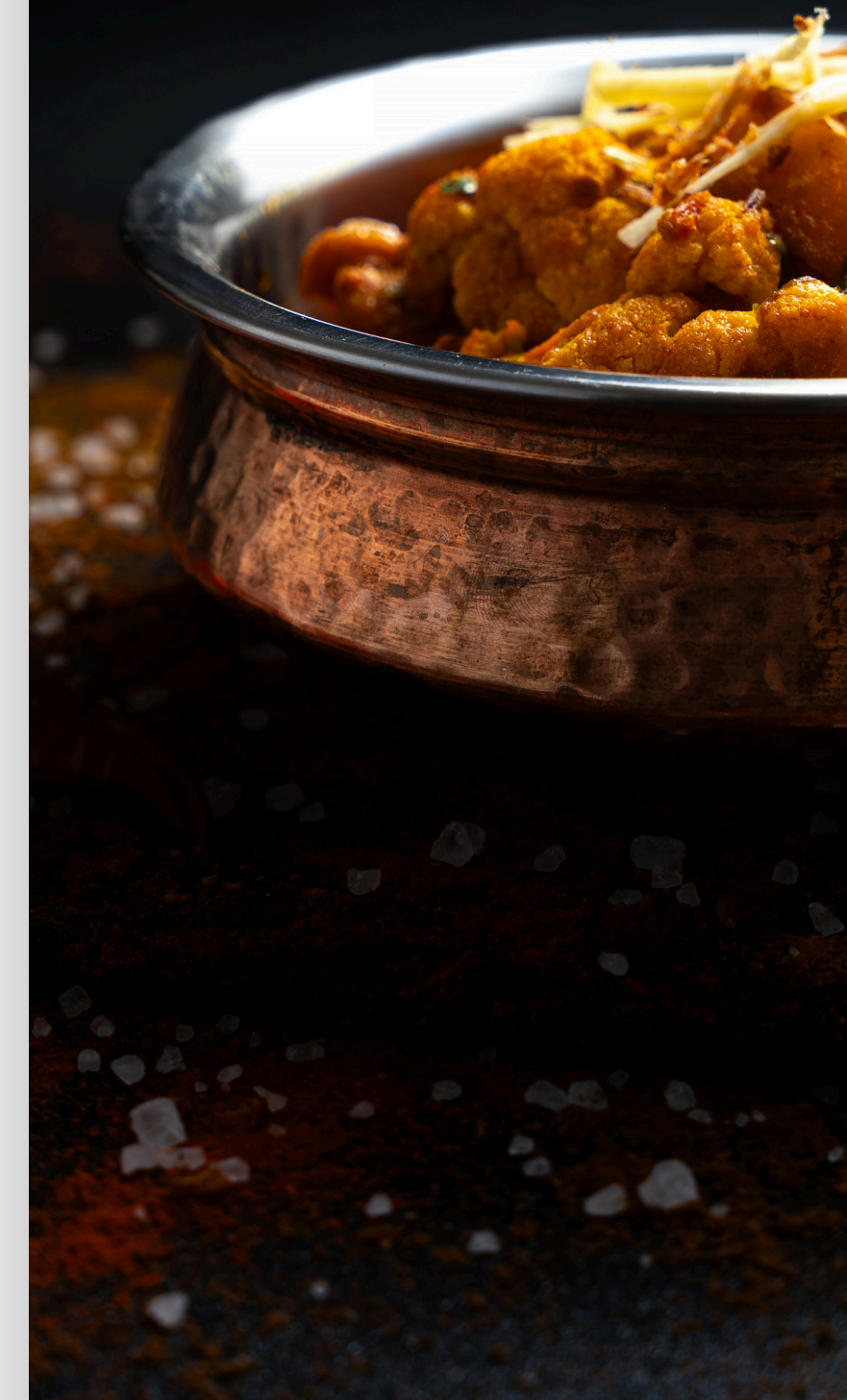
- Nearly 80% market share of chilled Asian food in Estonia
- First company to introduce a wide Asian assortment to supermarket hot buffets
- Long-term partnerships with Prisma, Rimi, SOK Group and other major retailers

AUTHENTICITY & QUALITY

- Traditional recipes refined over generations
- No artificial colors, flavors, or additives
- Consistent taste and quality at scale




COMPREHENSIVE B2B SOLUTIONS

- Ready-to-serve hot buffet products
- Flexible pre-packed meal formats
- Reliable supply, scalable production and logistics expertise





CONTACTS

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