



**EPIC Technology Meeting on Food and
Beverages 11-12-2023**



OUR VISION:

Improve people's
daily lives through
food

OUR MISION:

**Create solutions
for people to eat:**

**TASTY
HEALTHY
EASY
SUSTAINABLY**





Specialists in
processed meat



BURGER MEAT



SAUSAGES



BURGERS



600 People



2 Floors 25.000m²



First company in the sector to
implement positive release PCR



Market Share

- B. Meat **40%**
- Sausages **51%**



170 M€ Turnover / Year
2022



Specialists in cooking
ready-to-eat ready meals

NO Preservatives
NO Food Colourings
NO Artificial Scents



AU GRATIN



READY TO EAT



ROAST

 50%  50%



775 People



1 Floor 45.000m2



Market share

- Roast 90%
- Au gratin 75%
- Ready to eat 30%



160 M€ Turnover / Year
2022



Specialists made
meat and artisanal
roasts



MEATBALLS



FILLED
ROASTED



| **105** People



| **1** Floor 8.000m2



| Market share in Spain
Meatballs **82%**



| **24** M€ Turnover/ Year
2022



Wraps and toppings specialist



RETAIL
50%



CATERING
50%

90% Participation



195

People



1

Floor 12.000m²



Main wraps manufacturer in Spain

2.500 T/year



35

M€ Turnover/ Year 2022



2020

Familia Martínez

Quicook

Food solutions seller:
Specialists in ad hoc premium
burgers, fresh and frozen, ready
to eat and roasts.



**PREMIUM
BURGERS**



READY TO EAT



ROASTS



10 People



1 Floor **4.300m²**



5 M€ Turnover/ Year
2022



The Black Turtle®
BURGER BAR

the Fitzgerald™

**FOSTER'S
HOLLYWOOD**



Headquarters
in Spain / USA



Specialist in complete
custom engineering
solutions

+100 People

3 Production Plants
3.100m²

17 M€
Turnover / 2022

MECHANICAL ENGINEERING

AUTOMATION
ROBOTICS
VISION SYSTEMS



ftalks '21
FOOD SUMMIT

Tecnología al servicio
de la industria

KMZERO
CREATING THE FUTURE OF FOOD

FOOD INNOVATION HUB

+200 Advised Startups

6 Ftalks Food Summit editions

GROWING COMMUNITY

STARTUPS **SPECIALIZED REPORTS** **EVENTS**

ftalks

Our main needs



Food inspection machinery for detecting real threatening foreign objects in raw materials and packaged food



Cutting-edge technology to ensure consumer's most appreciated quality cues and sensory profile related to physical attributes and chemical properties



Customized hygienic solutions and technological devices for hard-to-reach areas treatments in food production plants

Sustainability

Our requirements for the technology

Industry may need tailored made measures, considering their technological requirements and industrial line design

Technology must be mature enough to be tested in a highly competitive industrial environment under real conditions

Challenge: bridge technology and production plant

“End-user “ decision must be easier based on reliable feasibility studies and value return analysis from industrial testing which requires successful previous pilot trials



**“Everything that is worthy, It’s not
easy and it’s not close.”**



*Francisco Martínez
Founder*



- Sciences Degree
- Master's degree in Food Quality and Safety
- In process of PhD in Food Science, Technology and Management
- 19 years in the company



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MARIA CARDONA

**Quality and Non Quality
Corporate Director**

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