

**d'arbo**  
*Since 1879*



**A. DARBO AG**

Company profile



## *An Austrian family tradition*

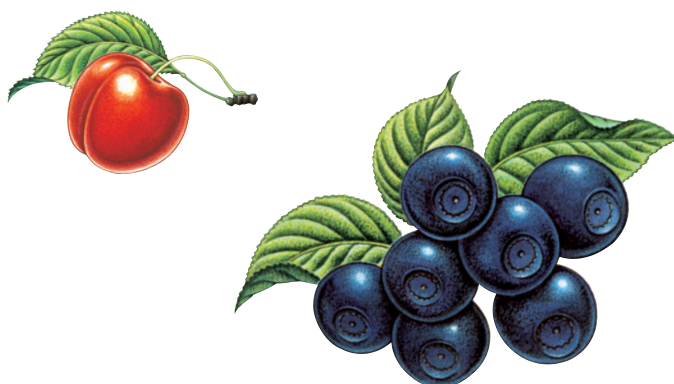
The Darbo family began making jams and syrups from fruit in 1879. Darbo steadily gained market share and expanded its range in both the foodservice and food retail industry and became the market leader for jams and honeys in Austria, not least because of its loyal customer base.

Its success in Austria served as an encouraging confirmation that its strategy was working, so the company also ventured the odd glimpse abroad too. The company was now enjoying growing success supplying its fine jams, honeys and syrups to shops outside of Austria as well.

Darbo is now a well-known medium-sized family firm that operates at four sites in Tyrol and produces high-quality products for restaurants and hotels as well as for the foodservice and food processing industries.



*Martin Darbo took over the reigns at A. Darbo AG in 2009, leading the Tyrolean company with its rich tradition into its fifth generation.*





# Interesting facts about the fruit experts

TOTAL SALES  
2022



**169.1**  
million



LEGAL FORM  
Stock corporation

**“AG”**

**382**



EMPLOYEES



**4**

SITES  
IN TYROL

MARKET POSITIONS IN AUSTRIA\*

**62.0 %**



Jams  
No. 1

**30.4 %**



Honey  
No. 1

**13.4 %**



Syrup  
No. 3

MOST TRUSTWORTHY  
FOOD BRAND



IN AUSTRIA\*\*

**90 %**

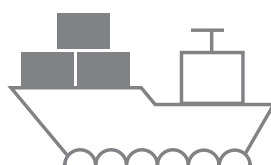


AIDED  
BRAND  
AWARENESS IN  
AUSTRIA\*\*\*

**EVERY  
SECOND,**

*a jar of Darbo jam is  
purchased in Austria during  
shop opening hours*

EXPORT RATIO FOR 2022



**55.5 %**

in over 50 countries in the world

DARBO JAMS  
IN MINI 28 g JARS

*can be found in the  
best hotels in the world,  
from Hong Kong  
to Las Vegas.*





## *Quality philosophy – only the best fruit*



Producing our fine fruit creations begins where the best fruit grows. Whether the fruit is picked in the wild or harvested from the field, the decision as to which is good enough to be used in Darbo's products is made there and then. Choosing the right varieties of fruit, which are then grown in the right environment, cultivated and picked when they are perfectly ripe, is particularly crucial. Thus, for instance, only especially soft and flavour-some apricots or wild lingonberries and blueberries are used.

When it comes to buying fruit, decades of experience and trusted relationships with suppliers gives us an edge that secures us high-quality produce. This results in exquisite fruit creations from the best growing regions in the world.

## *A fruit-filled life*



### *Founding of the company*

It was in 1879 that the Darbo family started making fruit jams and syrups and fine fruit liqueurs at a small fruit processing plant in the formerly Austrian town of Görz (now Gorizia).

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### *The move to Tyrol*

When the fruit processing factory – the family’s pride and joy – was seriously damaged in the First World War, they had to leave Görz and relocate the company to Stans in Tyrol.

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### *Market leader in Austria*

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### *A new factory for new markets*

After a period of intensive planning, a new factory was opened in Stans in Tyrol in 1990 and the company began to sell more and more of its fine jams, syrups and honeys to customers beyond Austria’s borders.

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### *Handing over the company management*

After decades of running the company, Klaus Darbo handed the reins over in 2009 to his son Martin, who is now the fifth generation of the family to run the business, which he does alongside his uncle Adolf.

## *Delicacies from Darbo*



### FOR RETAIL



### *An inspiring selection*

Of course, the name Darbo immediately conjures up the fine jams, marmalades and fruit spreads which grace breakfast tables far and wide. Darbo also makes a wide range of products for retailers, from specially selected honeys to refreshing syrups and exquisite fruit desserts and snacks.

### FOR RESTAURANTS AND HOTELS



### *Spoil your guests with only the best*

If you really want to make your breakfast buffet a special treat for your guests, reach for the finest products from Darbo. For example, the all natural jams in prettily decorated glass jars and mini jars are particularly popular, as are the lingonberries and fruit spreads in jars of various sizes. To round off the extensive product range, Darbo also offers handy display stands for presenting a stylish buffet.





FOR THE BAKING TRADE



*Only the finest and fruitiest ingredients go into these tempting recipes*

Darbo has always stood for careful and expert fruit processing and its product range includes high-quality products for bakers and confectioners. That is how fine fruit from Darbo also finds its way into delicious cakes and pastries.

FOR MILK PROCESSORS

*You really do need all that fruit*

Our flexible and committed product development team works closely with customers to develop bespoke products such as fruit preparations for yoghurt, quark or smoothies.





**darbo**  
*Since 1879*

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