



# SWEET SUCCESS

## 時代巨輪下的 | 傳奇 |

**Koi Kei has sustained its popularity over the years with a mix of classic treats and innovative new creations**

憑着一系列經典小食及創新製作，鉅記在多年間仍然廣受歡迎

In transforming from a street vendor to a leader in Macao's souvenir and gift industry, Koi Kei Food Co has spared no effort. Leong Chan-kuong, general manager of Koi Kei, pioneered the making of crunchy peanut and ginger candy, and has crafted a range of best-selling products. Now selling more than 300 varieties of foodstuff, Koi Kei provides distinctive treats that are sought-after and savoured by shoppers in the city.

### Striving for the best

Upon entering a Koi Kei store, customers will be impressed by the abundance of collections on display. The classic crunchy peanut candy, which laid the foundation for the brand's success, is still a must-buy. Batches are made fresh daily by pouring peanuts into caramelised sugar. While that sounds simple to make, great precision is needed to achieve the perfect texture.

In addition to traditional collections, including chewy peanut candy with black/white sesame or shredded coconut and original crunchy peanut candy, Koi Kei also offers creative new items such as cashew candy among its impressive bites.

**從**街頭擺賣小檔開始，經過不斷努力研發，加上積極進取的態度，鉅記食品有限公司一躍成為現時澳門手信業鉅子。負責人梁燦光先生孜孜不倦，將巧手自家製花生糖及薑糖發揚光大，並為品牌創造了多款優質食品。鉅記餅家現時出售的產品達三百多款，想必能讓每位市民及遊客找到心頭好。

**Opposite:** Koi Kei products are all freshly-made. **Below:** The almond cakes are dry enough to melt in the mouth and contain layered flavours that wait to be discovered.

**對頁：**鉅記的出品全為新鮮製作。**下：**杏仁餅咬感鬆化，餅身亦夠乾。







“Now selling more than 300 varieties of foodstuff, Koi Kei provides distinctive treats that are sought-after by shoppers. 鉅記餅家現時出售的產品達三百多款，想必能讓每位市民及遊客找到心頭好。”

Koi Kei also puts its mouthwatering almond cakes in the spotlight. The making of this crunchy goodie is demonstrated by a professional pâtissier in the store, where the company invests substantially to create the perfect temperature and humidity for the treat - for example, a suction fan was installed to maintain the ideal condition indoors. Masterfully blending mung bean flour, almonds and peanuts, the pâtissier says the best almond cake needs to be dry enough to melt in the mouth and contain layered flavours that wait to be discovered.

Above: The chestnut cake and chenpi cake showcase Japanese and Chinese culinary traditions, respectively.

上：日式栗子燒及極品陳皮餅，一中一日，同具地方特色。

The brand's Portuguese-style cookies are another favourite, with their crispy texture and intense buttery flavour. There is also the highly sought-after traditional Portuguese nougat, featuring almonds in a rich and creamy mix of egg

沒有最好 只有更好

走進鉅記，貨架上的食品琳琅滿目，一眾顧客絕不會空手而回。為鉅記王國奠定穩固基礎的花生糖，今天依然是必買的手信之一。製得一手好花生糖的鉅記堅持每日新鮮製作，先把糖煮好，再倒進花生攪勻，做法看似簡單，煮糖的時間卻需要掌握得非常準確。除了白芝麻花生軟糖、椰絲花生軟糖、原味花生脆糖、黑芝麻花生脆糖這些廣為傳頌的美味外，更加入腰果脆糖等新元素，讓喜愛堅果仁的人士享受到嶄新香脆口感。

為鉅記打響名堂的即製即賣炭燒粒杏仁餅，則讓人垂涎三尺。為了讓顧客品嚐到最新鮮的杏仁餅，鉅記不惜增加成本，於店內增設抽風機，讓專業的製餅師傅即席示範如何把綠豆粉、杏仁、花生等融合，製作出片片鬆化可口的杏仁餅。細問師傅怎樣的杏仁餅才稱得上超凡出色，他認為咬下時必須夠鬆化，餅身要夠乾，才堪稱上佳之作。

white and maltose, and offered in a wide range of flavours including chocolate, mango and coffee. These signature treats give customers a taste of the brand's motto, "Strive for the Best".

Global recognition

Koi Kei is dedicated to creating innovative new products while maintaining the top-notch quality of its existing range of treats. For example, its chenpi cake recently received wide publicity and recognition on popular Chinese TV shows. Made with decade-old chenpi and high-quality winter melon puree, the cake features a silky crust and a rich interior with a healthy yet nostalgic citrus flavour. Another new product, the chestnut cake, is based on a famous foodstuff in Japan and made with Tianjin chestnuts.

With its products gaining popularity among young visitors and locals alike, Koi Kei demonstrates that it is not solely targeting tourists but is taking care to please every customer. And that is the secret behind the brand's worldwide recognition. M



然而，鉅記的招牌美食又豈止於此？以腰果為主角的葡式曲奇餅，結合牛油的濃香與鬆化的口感，是澳門手信中廣受中外人士歡迎的產品之一。至於葡式傳統糖果之一的紐結糖，則用杏仁、蛋白、麥芽糖等成份製成，顆顆圓潤香脆的杏仁與蛋白結合得天衣無縫。濃厚奶香與綿密豐潤的口感，配上恰到好處的甜度，讓人多吃不膩、百試不厭，較其他西式甜品健康，更配製朱古力、芒果及咖啡口味，創新又多元化，正正體現出鉅記「沒有最好、只有更好」的精神。



舌尖上的環球美食

一直尋求突破的鉅記從來不滿足於現狀，除了保持現有產品的水準外，亦積極研發其他新產品。近年在中國當紅的電視節目中，便大力推薦鉅記所製的極品陳皮餅，產品以特選新會十年老陳皮配以上等冬蓉製成，外層細滑可口，餡料醇厚香濃，調和出既傳統又健康的味道，讓人齒頰留香，一試難忘。另一新推出的產品日式栗子燒，概念來自日本知名小食，選用天津金粟製成，吸引了不少年輕顧客，許多澳門本地人也為之鍾情。由此可見，鉅記絕非單以遊客為中心，同時亦有照料本地食家的需要，敬業如此，深得人心。 M

Above: The almond cakes and crunchy peanut candy marked the first successes for Koi Kei and remain popular today.

Left: A new product, Belgian Royal Chocolate, incorporates a spectrum of flavours.

上：粒粒杏仁餅及花生脆糖，讓鉅記踏上成功之路，時至今日依為主打產品。

左：比利時皇室朱古力是鉅記的近作，一盒已含多種口味。

