



akTÆS

excellence FOR FOOD & BEVERAGE

www.aktaes.com.tr



About Aktaes : What we do

Aktaes Holding is the leading and exclusive distributor of the world's finest food and beverage brands in Turkey. Distributing selected brands with all of their core values, Aktaes strives to meet the clients' needs and exceed their expectations.

About Aktaes : The brands we distribute



About Aktaes : Our Team

In Aktaes, we believe in working passionately, as a team, to match the quality of the brands we import. Our young and dynamic sales representatives, account executives, brand managers, finance team, merchandising team, warehouse team and logistics team care about our core values just as much as our top management team.



About Aktaes : Distribution Channels, Customers and Regions

- *Working with over 3000 top HORECA sales points,
- *Working with national key accounts, chains, and retail and office customers.
- *Offering service throughout the entire Turkey especially Marmara, Aegean, Central Anatolia and Mediterranean regions.
- * Increasing the direct distribution points and the regional distributors



About Aktaes : Warehouses & Delivery

- *Istanbul main warehouse 3200 sq. meter ambient and 250 sq. meter frozen
- *Antalya warehouse 600 sq. meter ambient
- *7 multi temp trucks
- *Full delivery coverage all over Turkey with 3rd party logistics and sub distributors

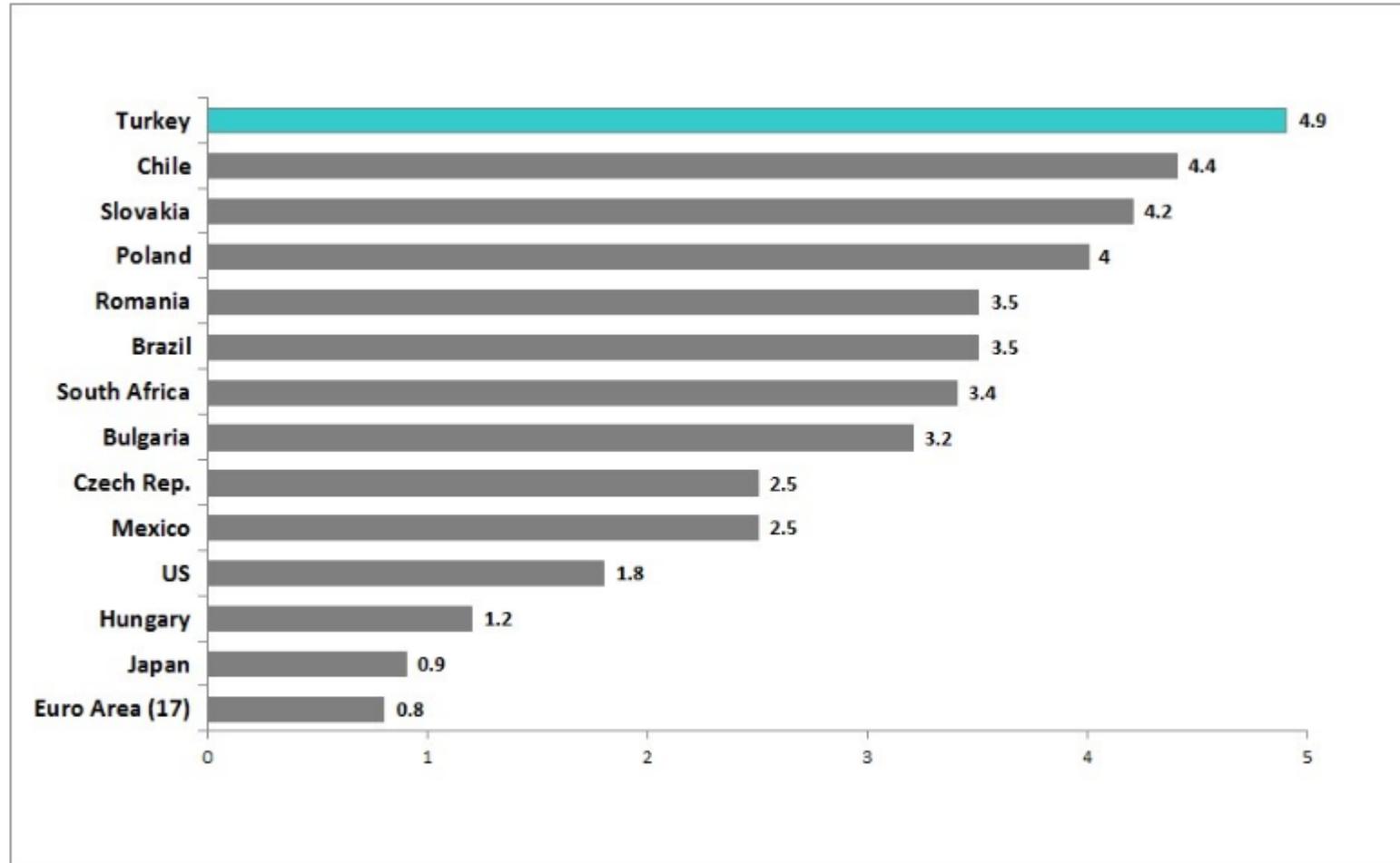


About Aktaes : Antalya warehouse



Our Market : Turkey

Average Annual Real GDP Growth (%) 2002-2013



Source: OECD, Eurostat and national sources

Our Market : Food Service in Turkey

- Total Horeca Spending 16 billion Euro
- Annual spending per capita 200 Euro/year (Euro Zone 700 Euro/year)
- Major cities covering %84 of Horeca sector;
 - İstanbul 41%
 - Antalya 19%
 - İzmir 13%
 - Ankara 11%
- Annual growth of the HORECA sector is \approx %15
- 76 million people and is growing with rising income levels
- The changing consumer habits of the younger generation boost domestic consumption.
- The country is one of the largest exporters of agricultural products in the Eastern Europe, Middle East and North Africa (EMEA) region

Our Market : Food Service Geographical Coverage and Universe

Covered Cities by Aktaes are;
City centres of İstanbul, Ankara, Bursa and Adana, North Cyprus Turkish Territory
City centre and selected summer places of İzmir, Antalya and Muğla

- Hotels (city, business, Vacation resorts)
- Restaurant/Cafe (modern, traditional)
- Catering
- Fast Food (modern, traditional)
- Pastry (modern, traditional)
- Entertainment (movies, theatre etc.)
- Hospitals
- Educational institutes
- Transportation

CITIES	Food Service UNIVERSE (estimation)*
İstanbul	51.709
Ankara	13.075
İzmir (including summer places)	11.802
Bursa	6.345
Adana	3.458
Antalya (including summer places)	5.895
Muğla (including summer places)	3.461
7 CITY TOTAL	95.744

Business performance : Last years sales & growth

