

PROUDLY BIDVEST Baltics 2015/2016



HISTORY

- . 1994 Company in Lithuania was established.
- . 1996-1999 Fast growth in trading and distribution.
- . 2009 Company in Latvia was established.
- . 2010 Company in Estonia was established.
- . 2011 Bidvest acquired whole Baltic business.
- . 2012-2013 Companies names were changed to Bidvest Lithuania, Latvia and Estonia.
- . 2013-2015 Period of investments and growing in foodservice:
 - Warehouse management system
 - Mobile ordering, E-commerce systems
 - Ambient, chilled stores in Lithuania
 - Moving to new depot and opening fish processing plant in Latvia
 - Increasing number of sales representatives in all three countries
 - Most of the vehicles were changed.
- Today-..... Our goal is to be best service supplier for our food service customers and to be the leading fish and sea foods brand in retail



OUR MISSION AND VISION:

- Develop partnerships to help customers grow profitability.
- Deliver what is important to our customer.



Bidvest Baltics has main objectives-to help our customers to grow together, to find solutions that helps clients businesses to grow and become unique. In order to reach this Bidvest Baltics does not just expand the range of products and seeks for the highest quality, but also implements innovations in the enterprise that improve customer service.

Our company. Our clients.

The company has more than 3300 clients in whole Baltics in retail and foodservice.

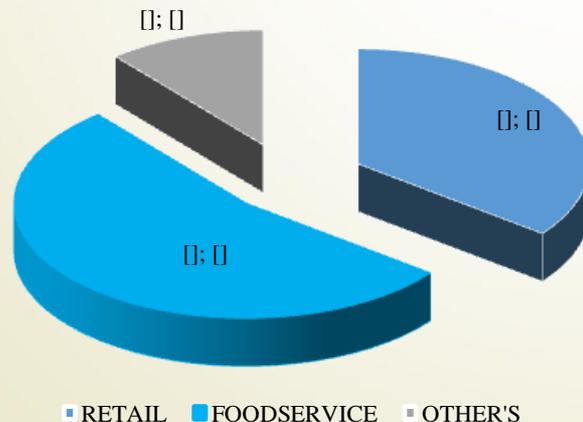
Number of foodservice clients (restaurant's, café's, hotel's, canteen's, catering) is more than 2300 to whom Bidvest supply wide range of food products and ingredient's needed to make fine dishes at our clients kitchen's

Bidvest also presented in retail in the biggest supermarket chains Maxima, IKI, NORFA, PRISMA, RIMI, also in most of the independent retail shops. Clients find our wide range of products market by Nowaco brand.

Among the other clients company supply to food production segment as well.

The number of the clients constantly increasing and products portfolio per client is expanding as well. It shows that clients trust our services and the solutions.

Bidvest sales per client segments, k EUR 2014-2015



Fish processing plant in Riga



Depot expansion in Kaunas



New depot in Riga



Our company. Our depots.

Bidvest Baltics operate in three Baltic countries from the depots in Kaunas, Riga and Tallinn.

Company stores more than 4000 pallets of frozen, ambient and chilled products. The major part of the stock, as well as long term stock nearly 3000 pallets, is stored in Lithuania in Kaunas.

Depot in Kaunas is equipped by warehouse management system, enable to provide good service to the clients.

Depot in Latvia in Riga is newly established with the fish processing plant to supply also Bidvest Lithuania and Estonia.



Ambien chamber in Kaunas

Our company. Our vehicle's fleet.

19 new vehicles are equipped by modern bi temperature freezing aggregates, boxes and flexible wall inside enable to deliver all three temperature regimes products at once (frozen, chilled and ambient) according to the requirements. It also enable company to optimize logistic service for the clients by delivering all products at the same time.

Vehicles are branded by Bidvest and Nowaco logos.



Our company. Our team.

Bidvest in the Baltics employ 123 employees.

The head quarters of Bidvest Baltics are in Kaunas. Bidvest team is from 83 proudly employees in Lithuania, 30 in Latvia and 10 in Estonia.

Our clients are served by 30 professional sales representatives and telesales.

Our truck drivers are very important in providing right service.

Our depot workers everyday picking up the goods for the clients in the chambers with plus 20 to minus 18°C 24 hours a day to satisfy our clients and deliver goods what is ordered.

Our purchase team every day is hunting for the best products and solutions for our clients.



Our company. Our products.

Bidvest in the Baltics products range for food service clients includes more than 1500 frozen, ambient and chilled products. Our food service clients can find most of what their kitchen need.

Every year product catalogue is issued and delivered to most of the clients. The catalogue is in 5 languages (Lithuanian, Latvian, Estonian, Russian and English)

Bidvest company products in retail is recognized under **NOWACO** brand. Nowaco is second most known brand of fish and sea foods in the Baltics. Retail product range includes nearly 200 products

Besides to own products which Bidvest import from all the world the company is also good local producers link to their clients by providing sales and logistic services to deliver products to their clients.

The products are outsourced by using synergies with other Bidvest companies, as well as Bidvest procurement company in Far East.

It is said that “time is money”, so Bidvest Baltics offers a wide range of choices from single source and thus save time that would be wasted to find the products from many different source.

Our chilled beef from Uruguay, Canada, USA, Australia, or Ireland



Our chilled fish in the hands of Bidvest Latvia country manager



Our company. Our partners and brands.

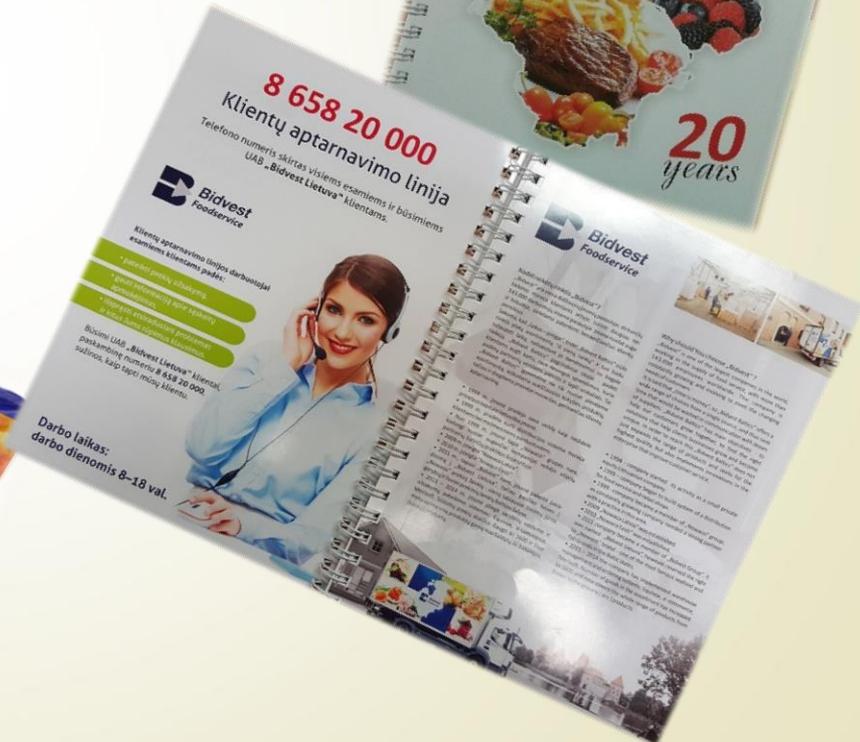




Foodservice catalogue 2015



Retail fish and seafood products



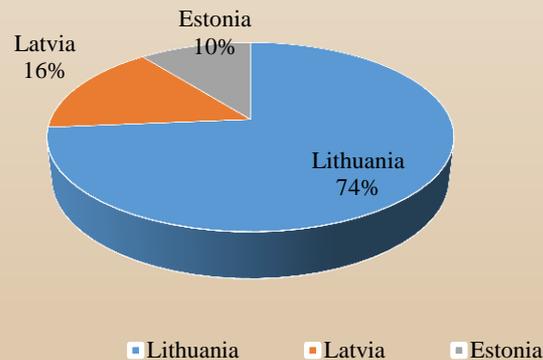
Our company. Our results.

Bidvest is growing in all the countries and every year. During last three years sales are increasing by ~50%.

The company, after the joining Bidvest group, became one of the leader not only in retail, but also in food service. Sales to foodservice segment have increased by 66 %.

The major of sales are still in Lithuania, but subsidiaries in Latvia and Estonia, established later, are constantly growing.

Bidvest sales per Baltic countries, k EUR 2014-2015



Enablers for success

- Modern company, systems and technologies, well organized logistics enable to provide good service to the clients
- Good geographical area coverage, new infrastructure, new sales reps.
- Wide product range, constantly expanding.
- Focus on the products categories sales
- Improving sales representatives' selling skills, product knowledge, processes skills.
- Good experience in retail, good relationship, strong brand.
- Synergies with other Bidvest companies

Bidvest Baltics PROUDLY Today and
TOMORROW

