

Bidcorp UK

FY26 Review

BidcorpUK



CATERFOOD

BUYING GROUP



NORTHERN
BL°C



YARDE
FARM
Serious about ice cream

Campbell
BROTHERS



OLIVER KAY

R Noone & Son
Service Quality Value
since 1974



NICOL HUGHES
FOODSERVICE

Thomas
Ridley
FOODSERVICE

Cimandis
Foodservice
inspired by you

Harvest



turner price
Keeping Kitchens Cooking



Half-Year Results

Revenue £1,562,912k

EBIT £54,236k

Trading Margin 3.5%

A solid performance in a difficult trading environment

Bidfood Update





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- **32 locations:**
 - 26 stocked
 - 6 cross dock
- **c2m sq. ft. /
190k sq. metres**
- **6,000 employees**
- **1,500 vehicles**
- **13,000 deliveries
per day**



Bidfood Update

- Resilient performance in a weak hospitality market
- National Accounts and Freetrade supported growth
- New business wins offset base volume attrition
 - Customer retention (MoJ, MoD) and new business remains strong
 - Mobilised Whitbread, No.1 Lounges and Radisson already this year
 - Exited and Restructured non-strategic customers
- Margins managed selectively to protect volumes
 - Push on manufacturing brands (launch of Discovery Kitchen) and focus categories
- Cost efficiency remains a management priority with successful cost control in the year
- Infrastructure Durham nearing completion and Manchester will commence in the coming months
- Capex normalising following investment in infrastructure and catch-up on vehicle replacement

Bidfood update - Durham



Bidfresh Update





Our brands

Great combination of national and local



Bidfresh Update

- Strong performance versus prior year
- Acquisitions contributed positively
- Specialist product positioning strengthened the offering
- Strategic complement to the Wholesale business (Meat)
- Market & Inflation
- Daily Fish Relocation to Enfield
- Future Acquisitions and Fine Foods

CFBG Update





CFBG Update

- Modest growth in the pressured independent hospitality market
- Like-for-like performance improved
- Focus on underperforming businesses
- Buying scale supported margin protection
- Focus on selective, disciplined growth
- Own-brand and commercial benefit
- Future Acquisitions

Manufacturing Update

- Performance is stabilising
- Differentiated products remain strategically valuable
- High-margin brands continue to add value
- Ice Cream Summit – Focus Areas
- Discovery Kitchen – Hospitality Range Launch - SFS
- Healthcare Proposition Relaunch - SFS
- Operations / Technical
- Future Acquisitions



Category brands:



Springbourne



Product brands:



Manufacturing brands:



Import brands:



Category brands:





Our brands and product range remain current and diverse, and we continue to successfully meet the needs of our customers.

Discover our range of brands today - all exclusively available through Bidfood.



Created For Baristas and Coffee Lovers

The zilk range of plant-based alternatives are the perfect choice for establishments who want both quality and value in their vegan partner brand. Approved by professional baristas, zilk can be trusted to perform in the hands of your baristas and elevate their coffee offering. zilk - it's about people and coffee.

[CLICK HERE FOR FULL DETAILS](#)



The Truest Taste Of Italy

Dedicated to Italian inspired ingredients and cuisines, Gustoso provides a range of quality products to enrich any dish. Leading the range is our multi-use tomato sauce - the perfect base to create your own specialty pasta sauces and soups. Focussed on the essential ingredients of Italian cuisine, the Gustoso range continues to develop.

[CLICK HERE FOR FULL DETAILS](#)



Simple Original Authentic

With a tradition dating back thousands of years, Greek cuisine has spread its culinary influence across the world. Kalós is dedicated to offering Greek inspired products, encompassing the essential flavours of Greece.

[CLICK HERE FOR FULL DETAILS](#)



Taste The Mediterranean

The lands around the Mediterranean sea are renowned for their rich and vibrant foods and flavours. Casa de Mare offers a variety of products which embody Mediterranean tastes and profiles. The range currently includes an antipasto selection and a variety of preserved vegetables.

[CLICK HERE FOR FULL DETAILS](#)



The Ultimate Coated Fries & Bites

Gourmet Selection's range of coated fries, onion rings and bites are the ultimate taste experience. Crisp on the outside and fluffy in the centre, the Gourmet Selection range possess an innovative coating that provides an incredible visual, texture and taste.

[CLICK HERE FOR FULL DETAILS](#)



From Sea To Service

With sustainability at its heart, Pier 7 hosts an all-encompassing range of raw and value-added lines to fulfil your fish and seafood needs. Ideal for any customer wanting to make a quality statement on their seafood menu.

[CLICK HERE FOR FULL DETAILS](#)



The House of Bakery

With quality and tradition at its heart, Millhouse Bakery is proud of its range of premium, authentically inspired bakery products and all created to meet the needs of a wide range of bakery customers.

[CLICK HERE FOR FULL DETAILS](#)



True Flavour True Quality

At La Comida, our purpose is to bring true Mexican vibrancy and spirit to life on your menu. Our La Comida range ensures your Tex-Mex dishes are bright and bursting with flavour!

[CLICK HERE FOR FULL DETAILS](#)



It's All About The Taste

Il Borgo emphasises the respect for genuine ingredients and time-honoured working methods leading to the creation of a superior balsamic vinegar from the Emilia region in Italy.

[CLICK HERE FOR FULL DETAILS](#)



Authentic Asian Adventures

Cook Asia offers a wide array of products covering a vast continent. Our products are made with authentic flavours and ingredients, bringing Asian flavours to life on our customers' menus.

[CLICK HERE FOR FULL DETAILS](#)

Plant based alternative Barista drinks – April 25



Approved by professional baristas

-  Generates excellent foaming performance and stability in coffee.
-  Fabulous for frothy cappuccinos and uniquely silky for latte art.
-  Premium results when steam frothing through traditional barista machines.
-  Produced in the UK.

zilk[®]
It's about people and coffee

Supplied by:

Snowdon & Bridge

Coming soon

zilk almond barista

Endorsed by:

coffee your way

Exclusively for Bidfood

zilk[®]

Created for baristas and coffee lovers
in a range of plant-based alternatives



zilk[®]
soya barista
Vegan

zilk[®]
oat barista
Vegan • Gluten Free • British Oats

zilk[®]
coconut barista
Vegan

It's about people and coffee

It's about people and coffee



OPEN DOORS

NURTURE • CHAMPION • ACCELERATE

Open Doors – Supporting Emerging Suppliers

At Bidfood, we understand the role we play in the food ecosystem and recognise the importance of fostering innovation and supporting emerging businesses in our sector.

It is with this in mind we developed the Open Doors Programme, aimed at unlocking the potential of emerging **caterers suppliers** and providing our customers access to best in class innovation.

The programme is focussed across a supplier development journey:



Nurture

Engaging and supporting smaller suppliers as they start their foodservice journey.



Champion

Giving our team and customers visibility of the leading new suppliers.



Accelerate

Providing a platform for growth for the best in class.



Digital Update

- Key focus areas
- Ecommerce
- Current initiatives
- AI
- Customer requirements
- Competitor activity
- CSD

Questions?