



Iglotex Group

Presentation

2016



Iglotex Capital Group

General informations

Formation of the Iglotex Group

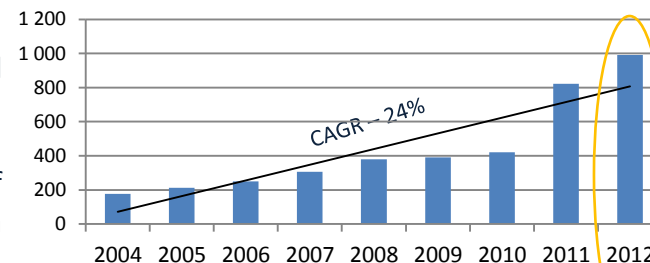
- Established in 1983 by Tadeusz Włodarczyk;
- Headquarters: Skórcz (pomorskie Voivodeship);
- 2011 – consolidation of three leading frozen food market participants in Poland – Group: Iglotex, Iglokarak and LMJ – the creation of the nationwide Iglotex Capital Group (Penta Investments – PE fund - became a financial investor of the Group);



Who we are?

- Leading Polish frozen food Manufacturer and Distributor;
- In 2012 r. consolidated revenues of the Group reached more than PLN 998 mln and CAGR growth in 2008-2013 amounted to 21,1%);
- In 2012 66% of Group revenues was the sale of distribution section, the remaining 34% - of production section.

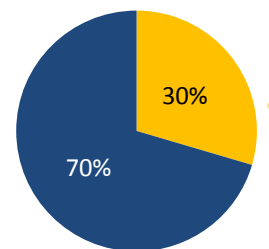
Sales revenues of Iglotex Capital Group



Employment

- Iglotex Group employs 2,9 thousands of people.

Structure of sales revenue in 2012



Equity

- The Group's equity amounts to PLN 375,5 mln.

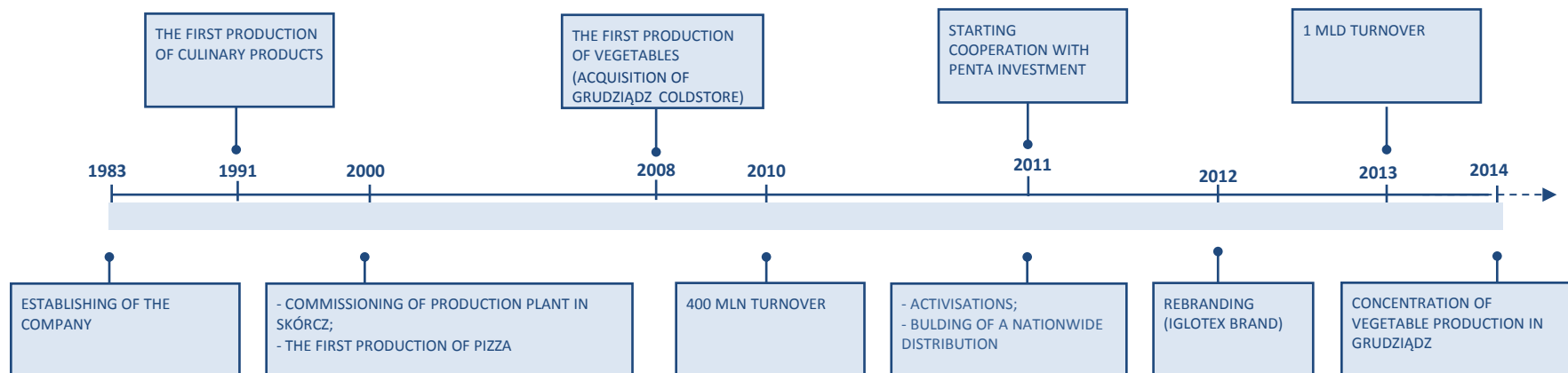
■ Production ■ Distribution



History of development Iglotex Capital Group

Main milestones

Milestones in development of the group



Źródło: Spółka

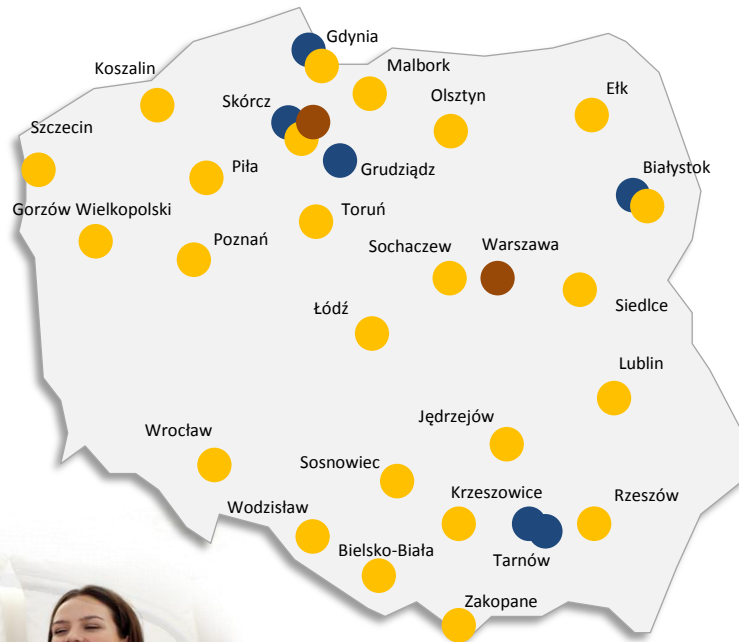
Main stages of Group's development

- **Years 1983-1995.** Enterprice was established in 1983, company started from manufacturing of confectionery products, then manufacturing and also sell ice creams. W 1991 starting production of culinary products (pizza and dumpling) also trading of frozen products.
- **Years 1995-2000.** Since the establishing date Iglotex company developed its own production. In 1995 changing the company place to Leśna 2 street in Skórcz and starting to build new production, storages and office buldings of the enterprice, finished sucessfully in year 1998 because of really dynamic developpe of a market and also the company in year 2000 came into operation of next production plant with social place. Next years Iglotex Group made few really significant investments. Acquisition of Grudziądz Coldstore in year 2007 happened that Iglotex Group started to be manufacturer of frozen vegetables and fruits.
- **Years 2001-2009.** The founder of Iglotex Group decided to developpe distribution section and prepared project for consolidation frozen food market and create first nationwide frozen food distributor.
- **Years 2011-2012.** Continuation of strategy agreed before year 2011 was cooperation with a shareholder.



Branches / production facilities

Group has 26 distribution branches and 4 production facilities



Location

- Headquarter is located in Skórcz and Management Office in Warsaw.
- Group has 26 distribution branches.
- Group has 3 regional logistic and purchasing centers (Gdynia, Białystok and Krzeszowice)
- Group has 4 production facilities :
 - Skórcz (pizza & baguettes, frozen dumplings; chilled products);
 - Grudziądz (vegetables and fruit),
 - Białystok (fish);
 - Tarnów (french fries, frozen dumplings)



Legend

- Management Office
- Distribution branches
- Production facilities



Iglotex Group in numbers

Distribution

- Storage area
- Sales agents
- Containers
- Trucks
- Drivers
- Freezers
- Foodservice POS
- Retail POS



35 000 m²



460 employees



500



49



500 employees



74.000

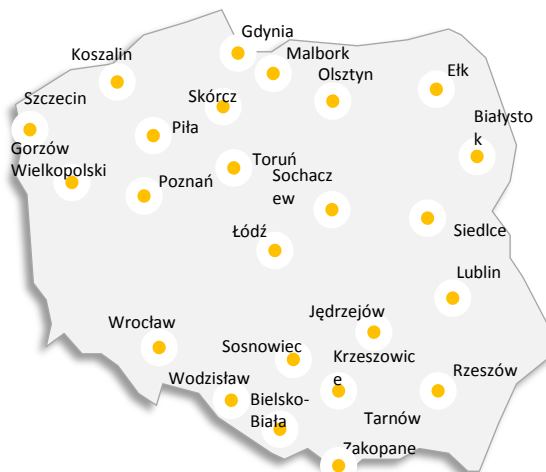


~ 13.000

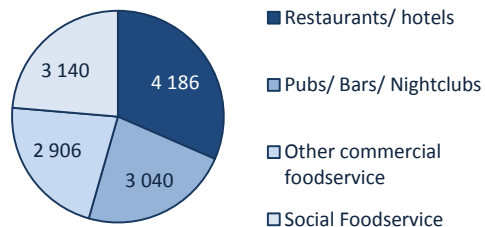


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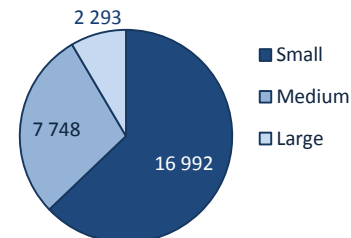
Distribution branches:



Number of Foodservice POS



Number of Retail POS





Iglotex Group core business

Highly diversified business model



Iglotex Group

- Iglotex is the biggest producer and distributor of frozen food in Poland
- Within the production segment, Iglotex produces frozen:
 - vegetables
 - fruits
 - pizza and bagguets
 - frozen dumplings
 - french fries

- Within the distribution segment, Iglotex distributes above-mentioned products from its own factories and other brands of frozen goods such as :
 - ice cream
 - frozen fish
 - frozen meat
 - frozen bread
 - frozen ready – to - eat meal.
- Iglotex is also a distributor of „dry” products such as:
 - sauces
 - spices
 - beverages
 - fats.



- Iglotex Group sells its own products both through its own distribution network as well as in modern channel (i.e. chains) and export.
- Iglotex produces under its own brands and private labels for modern channel.
- In distribution segment Iglotex operates in the retail markets (i.e. stores) and food service market (i.e. restaurants).



Iglotex Group – private labels

- Years of experience in producing Private Label products
- Cooperation with major retailers in Europe





Iglotex Group – export

- We cooperate with European chains and discounts in EU:
 - Lithuania, Latvia, Estonia, Czech Republic, Slovakia, Hungary, Romania, Bulgaria, Germany, Sweden, Denmark, Finland, Ireland, Great Britain, Malta, Croatia, Greece, Austria
- Outside EU:
 - Russia/Kaliningrad/Moscow, Serbia, Ukraine, Kosovo, Moldavia, Canada, USA, Gambia, Belarus, Brasil, Columbia





Frozen Vegetables & Fruit - Iglotex



Vegetables & Fruit

Mono 
(vegetables & fruit)
12 SKU

Mixes 
(mixes of vegetables and
fruit)
9 SKU

Ready made meals 

Soups
(mixed vegetables to
prepare soups)
9 SKU

Stir-fry Vegetables
(mixed vegetables to
prepare a meal)
6 SKU



Grupa Iglotex S.A.



Iglotex Vegetables - benefites

- Freezed just after the crop
- Deep freezing, keeping whole nutritional values
 - ✓ Fresh vegetables lose to **45% nutritional values** till bringing them to consumers' home*
 - ✓ Fresh green bean after 3 days on the store shelf and 3 days in the fridge keeps **36%** vitamin C – freezed green bean keeps **77%** Vitamin C**
- From Polish agriculture
- Process control from the crop to the store shelf

* The Institute of Food Research, United Kingdom

** Food Researches of Dr. Barbara Klein, Profesor in Illinois University, USA

*bez
konserwantów*



Grupa Iglotex S.A.



11 sku – Vegetables mono & mixed dedicated for Export

Vegetables mono:

- Cauliflower florets 450g
- Cut Green Beans 450g
- Yellow wax beans 450g
- Broccoli florets 450g
- Green peas 450g
- Chopped spinach 450g

6 SKU

Vegetables mix & ready made meals:

- Royal vegetable mix 450g
- 6 – vegetables mix 450g
- Mexican mix 450g
- Stir-fry vegetables 450g
- Stir-fry vegetables with mushrooms and potatoes 450g

5 SKU



Mono Vegetables 450g – dedicated for Export



450 g

Grupa Iglotex



Vegetables mix & ready made meals – dedicated for Export



450 g

Grupa Iglotex



Iglotex Fries & Potato Specialities - benefites

- with Polish potato
- aromatic potato flavour
- less intensive rinsing
- Longer vegetation process and more intensive yellow colour – crop from South Poland
- Process control from sowing to shelf store





Fries & Potato Specialities



Fries and Potato Specialities

for oven
ORIGINAL
6 SKU

for deep oil
CLASSIC
3 SKU

Potato Specialities
SPECIALITE
2 SKU





Fries for oven – 6 SKU



750 g
2 kg

Julienne – thin and long strips



Fries for deep frying oil - 3 SKU



750 g



Potato Specialities – 2 SKU



600 g

Grupa Iglotex S.A.



Professional Fries for FOOD SERVICE



- **Thin straight 7x7 mm**, the highest quality product with a short frying, about 3 minutes, recommended for restaurants, bars and fast food.
- **Straight 10x10 mm**, the highest quality product on with time of frying 3,5 - 4 min. Recommended for restaurants.
- **Crinkle 12x12mm**, more crunchy, more decorative, more expensive due to the nature of the cuts.
- **Steak House Frites, 9x18 mm**

2,5 kg



Professional Freis for Food Service



- QUICK STRAIGHT FRIES 90 SEC
- QUICK CRINKLE FRIES 90 SEC
- JACKET POTATO WEDGES
- POTATO SLICES



2,5 kg



Vegetables for FOOD SERVICE

MONO VEGETABLES – 10 SKU

10 SKU





Vegetables for FOOD SERVICE

MIX VEGETABLES - 6 SKU

6 SKU



2,5 kg



Iglotex Group – competitive advantages

- Flexibility for Clients' needs
- Collaborated recipes
- Full-complex offer
- Dynamic development of NPD portfolio
- Professional consulting in operational activity
- High quality



Thank You for attention



Welcome to co-operate