

# FOLTIN

## COMPANY PRESENTATION

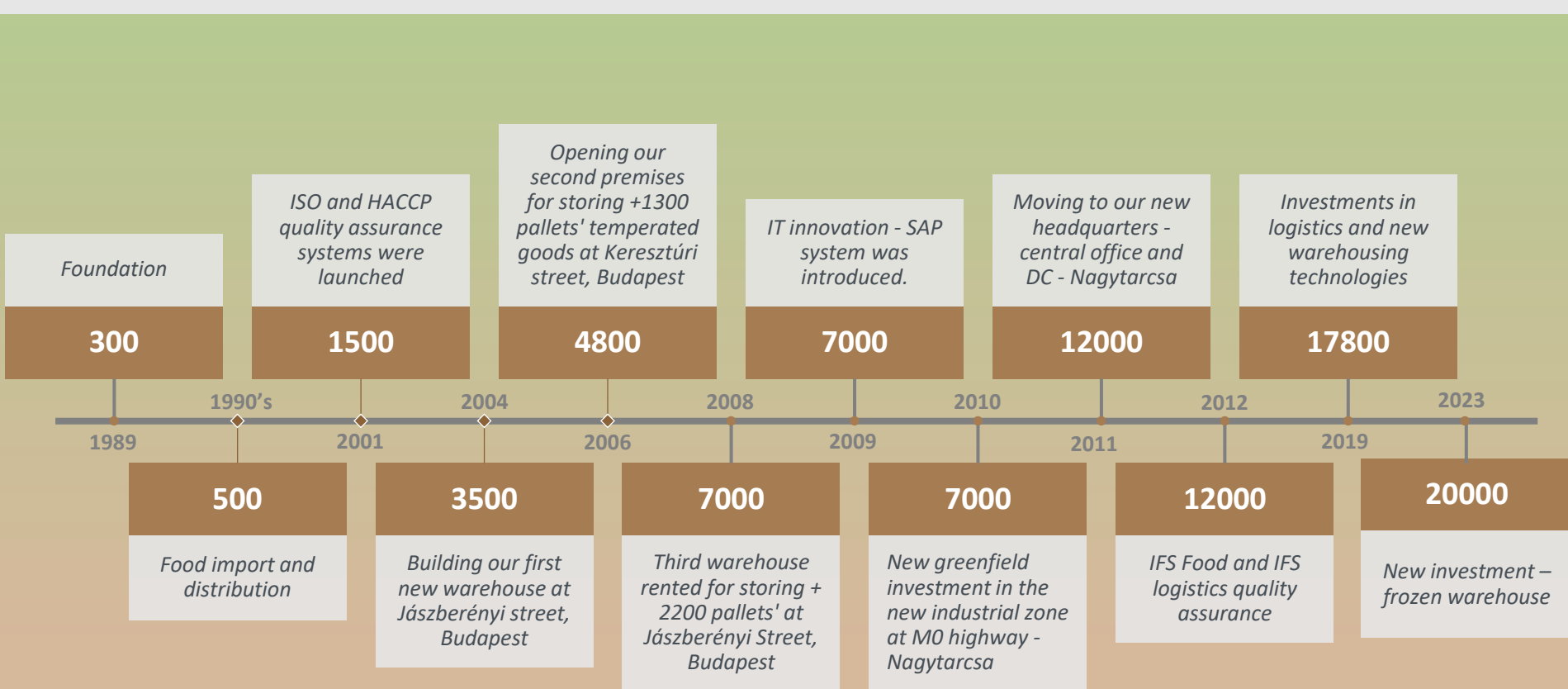


# The Foltin Group is currently known as a market leader in food importation, distribution and wholesale in Hungary

- ▶ The Group's first enterprise – Foltin Ltd – was **incorporated in 1989**, then in the beginning, we dealt with food retail and wholesale and import. The theoretical and practical experience we gained over the years enabled us to continuously broaden the scope of our business, while pinpointing developmental areas, specialization opportunities and innovative enterprises. **The Group is a wholly Hungarian-owned and operated family business.**
- ▶ Foltin is a **well established, reliable distributor partner in Hungary**. Our market experience of more than 33 years allows us to offer long lasting fruitful partnerships. Our team of highly skilled professionals works hard to offer our clients better availability of their customized solutions. Our flexibility helps us to provide a high level of distribution service.
- ▶ Our diverse range of activities covers almost every area of the spectrum of food trade: apart from food wholesale, in our ten thousand square meter warehouse at 20 Naplás street, Nagytarcsa, **we offer warehousing, logistics and commissioning services** as well.
- ▶ We work **as exclusive Hungarian representative of well-known foreign food manufacturers** and we manage sales and distribution tasks on our clients' behalf of their products in Hungary, and we do all related marketing activities as well while making sure that our suppliers' products are available at as many food retailers as possible.
- ▶ Our main goal is **to build and maintain transparent, reliable and long-term business relationships**, to satisfy both parties. This is why our quality assurance policy is of paramount importance: apart from the ISO management standards and the Hazard Analysis and Critical Control Points (HACCP), we introduced the IFS quality management system as well.

# Milestones

*and improvement of our logistics capacities*



# Introduction video

The logo consists of the word "FOLTIN" in a white, bold, serif font, centered within a solid green rectangular box. The box is positioned in the upper left quadrant of the slide. The background of the slide features abstract green geometric shapes on the right side, including a large triangle and several overlapping translucent polygons in various shades of green.

**FOLTIN**



## Our philosophy:

*Our philosophy is to be a trustworthy, purposive company that provides safety to its customer partners, suppliers and employees, respects the Law and plans on long term.*

„We like doing business, but not at any price...”

„Honesty it always pays on long run...”

„The best for us is if all people around us live safe and happily...”

„Constant innovations and developments are the keys that open our future...”

„Be brave enough to dream, and strong enough to act...”



## Foltin Globe Ltd. - some key figures

- ❖ Main division: commercial, logistics and distribution activities
  - ❖ Deals with distribution of different foods products for more than 33 years
  - ❖ Exclusive distributor of well-known international producers
  - ❖ Turnover in 2022: 46 million Euro
  - ❖ Employs 27 employees
  - ❖ Operates in a modern, new headquarters with innovative logistics background
  - ❖ Supplies every KA chain stores, wholesalers and regional retailers in Hungary
  - ❖ Focuses on long-term fruitful partnerships with the suppliers
  - ❖ Assortment consists of 450 articles, under producers' brands and private labels
  - ❖ Highly motivated, skilled professional staff
  - ❖ Stable growth in turnover
  - ❖ Strict commitment to quality assurance, IFS certified company
- 



# Our supplier partners :

► Foltin Globe Ltd's main business objective is in sync with that of our suppliers: **to build strong partnerships through mutually reliable cooperation.** In accordance with the above, we nurture long-standing business relationships with them: we are not only focused on acquiring new partners, we also have supplier contracts exceeding 25 years and we also act as their exclusive Hungarian representatives.

► We take the proud in having fruitful partnership with many well-knowns foreign producers, whom, due to our multi-year business relationship, granted us exclusive distribution rights on the Hungarian market. We currently import food products from 15 different countries.



บริษัท ไทยเพรซิเดนท์ฟู้ดส์ จำกัด (มหาชน)  
THAI PRESIDENT FOODS  
PUBLIC COMPANY LIMITED



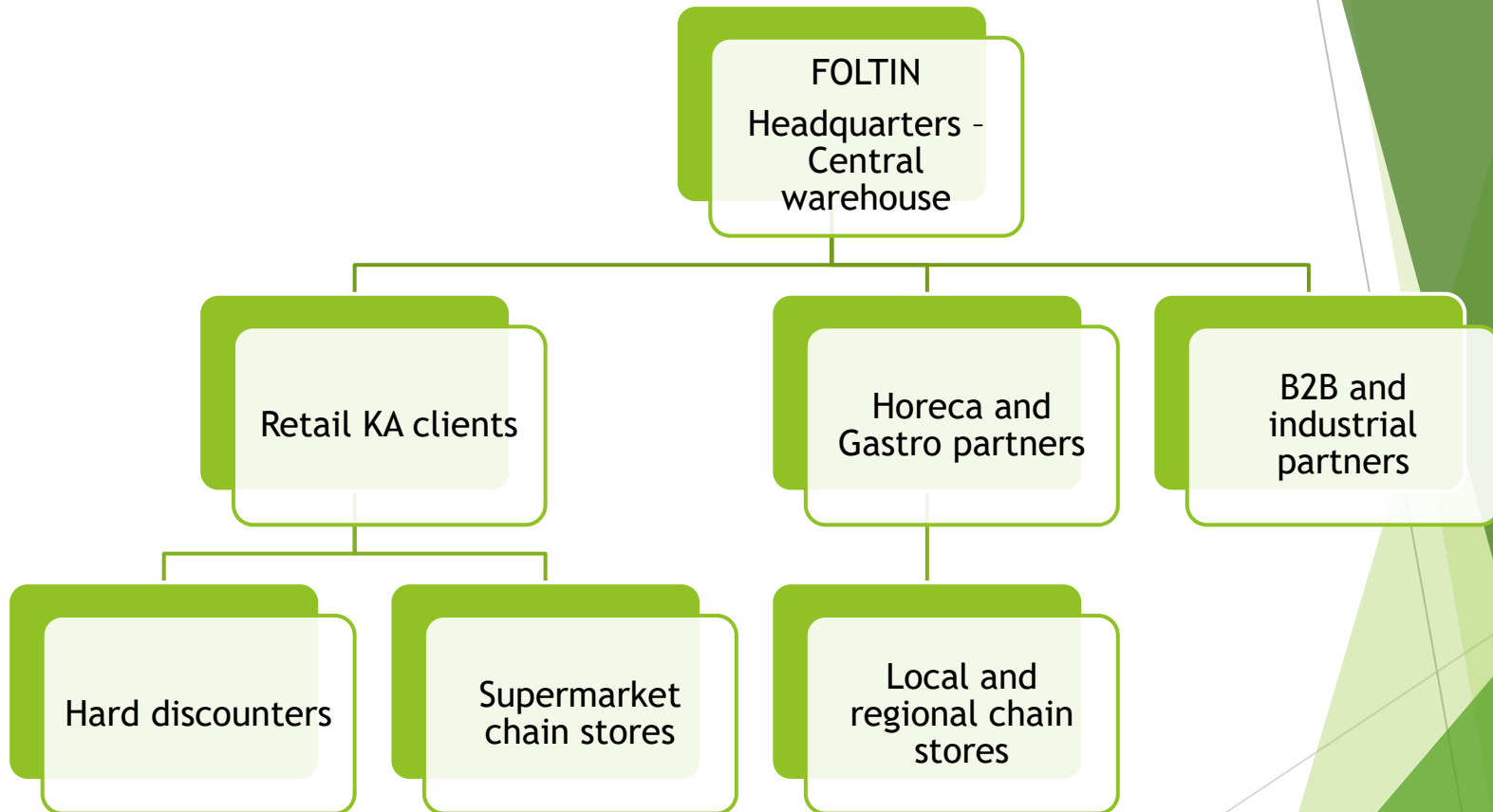
KODANMAL  
GROUP COMPANY LIMITED

## Our supplier partners from Europe:





# Our domestic distribution channels:



The majority of our revenue (80-90%) is realized in our largest and most prominent partners, who comprise of the well-known multinational and domestic supermarket and sweet-wholesale chains (for instance: Tesco, Auchan, Spar, Metro, CBA, REÁL, COOP, Penny Market, Dm). We are proud to state that these partnerships with these companies have been established well over 15 years ago.

Just like with our most significant partners, we pay special attention to smaller supermarkets, regional warehouses, individual buyers, whom we wish to meet their expectations with our low prices, stable inventory and flexible customer service support.



# Our logistics at present



- ❖ Headquarters at Nagytarcsa, is easily accessible from Budapest via highway M0
- ❖ DC with a floor area of 10,694 m<sup>2</sup>
- ❖ Our logistics center can handle 20.000 pallets in total
  - ❖ storing 1000 cold pallets (0-7 degrees Celsius), 2000 chilled pallets (16-18 degrees) and 15000 normal pallets (18-22 degrees), 2000 pallets in frozen area
- ❖ Warehouse base equipped with modern infrastructure
- ❖ Inbound and outbound shipments to and from our site are monitored by a 24-hour security service and 32 outdoor-indoor cameras
- ❖ We have 14 dock gates with an electric dock leveler each to handle incoming and outgoing goods on a comfortable way
- ❖ We have an online radio frequency network of manual barcode readers for IT penetration, SAP support
- ❖ Our warehouse staff have extensive professional experience and food safety qualifications.
- ❖ Food safety and overall product path monitoring and traceability are key priorities
- ❖ We were the first to achieve the IFS Cash & Carry certificates in this segment, with an advanced result of 98%.
- ❖ In an effort to protect the environment, we gather packaging waste selectively and resell it for recycling.

## ✓ Logistics services we provide to our partners:

### Warehousing:

*Inbound shipments -based on unloading timing slots*

*Storing (ambient and chilled)*

*Commissioning on cartons and full pallet levels*

*Outbound deliveries - security adhesive tape*

*Pallet management – precise reports*

*Handling returns – protocols, photos*

*Inventory management*

*Tracking and tracing, WMS with SAP support*

*Administration tasks (EKÁER, stock reports etc.)*

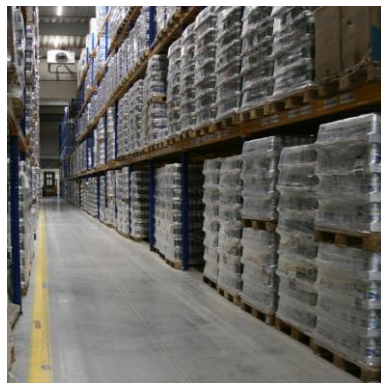
### Transportation:

*Mainly by full truckloads' quantities to the Distribution Centres*

### Co-packing:

*Separate co-packing, labeling area*

*We do this activity only occasionally, based on special agreements and orders*



# Summary:

We are like a large family who came from very far and has promising plans and who is ready to work very hard to achieve its objectives.

Our long experience and diversified activity enabled us to learn many different aspects of trade, distribution and logistics services. That help us to understand the requirements of our clients better and so we believe we can provide them with adequate support.

We constantly work on development of our company, highly customer focused and reacting very flexible on the new challenging demands.

Professionalism, efficient logistics, internal company procedures all together with our passion make us able to offer excellent warehousing service.

We welcome food manufacturers beyond our suppliers who – just like our organization –, keep continuous innovation, product development and portfolio diversification close to their heart.

The logo for FOLTIN 30 is displayed within a green rectangular box. The word "FOLTIN" is in a bold, white, serif font. To its right, the number "30" is in a white, sans-serif font, with a stylized white swoosh or underline that starts under the "0" and extends to the right.



Thank you very much for  
your attention !



**FOLTIN**<sub>30</sub>