



INALCA FOOD & BEVERAGE

CREMONINI GROUP

The name “Cremonini” is synonymous with Italian excellence in the agro-food sector. The Group, founded by Luigi Cremonini in 1963, is recognised both nationally and internationally and it plays a leading role in Beef Production, Distribution to Foodservice and commercial and Catering.

To this day, Production, Distribution for Ho.Re.Ca and Catering represent the company’s 3 main pillars and **IF&B** was born from this legacy, to share this unique breadth of experience with its foreign partners and stakeholders.

REVENUES 2017
4,031 mln/€



1,968 Revenues mln/€

27 Platforms

7 International offices

50 sourcing countries



573 Revenues mln/€

200 Points of sale

120 Restaurants

over **60,000,000** clients



1,625 Revenues mln/€

Over **10,000** products

34 Distribution centers

40,000 B2B customers



IF&B MISSION

IF&B aims to be one of the leading players within the Food Service Distribution Market at an international level.

END TO END
BUSINESS MODEL

Multi-Temperature
Supply Chain

Direct presence in
10 COUNTRIES

more than **12,000**
Food & Beverage Items
in the **PORTFOLIO**

3500
SUPPLIERS

more than
countries served **60**

31 logistic and
distribution
PLATFORMS
and **4** production sites

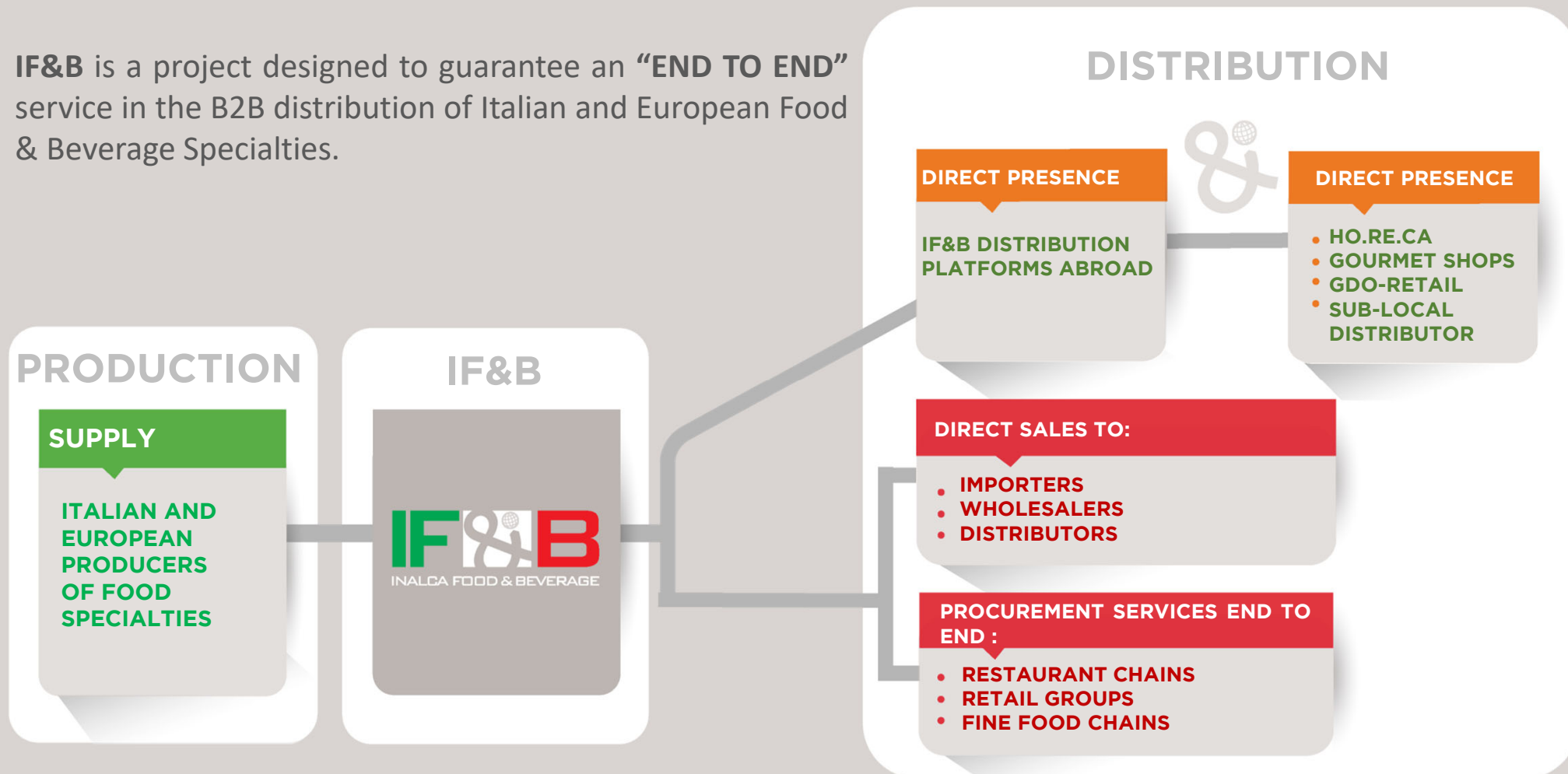


Augusto Cremonini
President & CEO
Inalca Food&Beverage

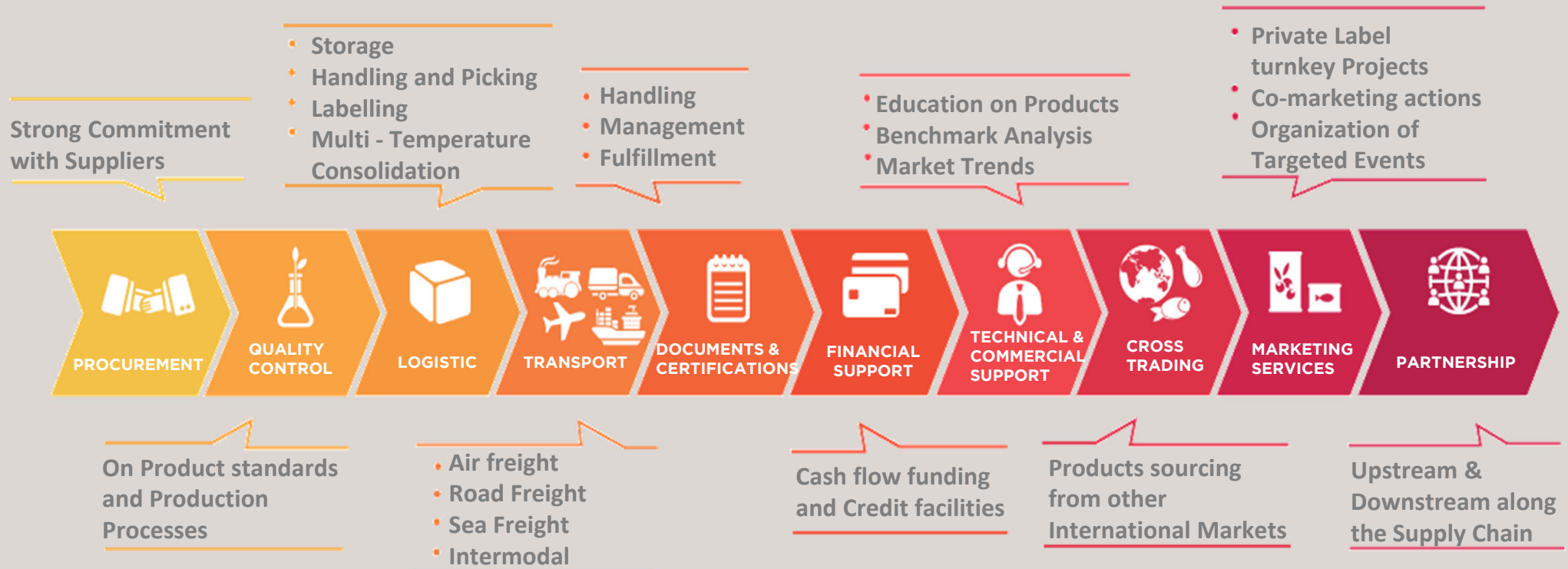
IF&B INTEGRATED SUPPLY CHAIN MODEL

THE SERVICES OFFERED BY IF&B

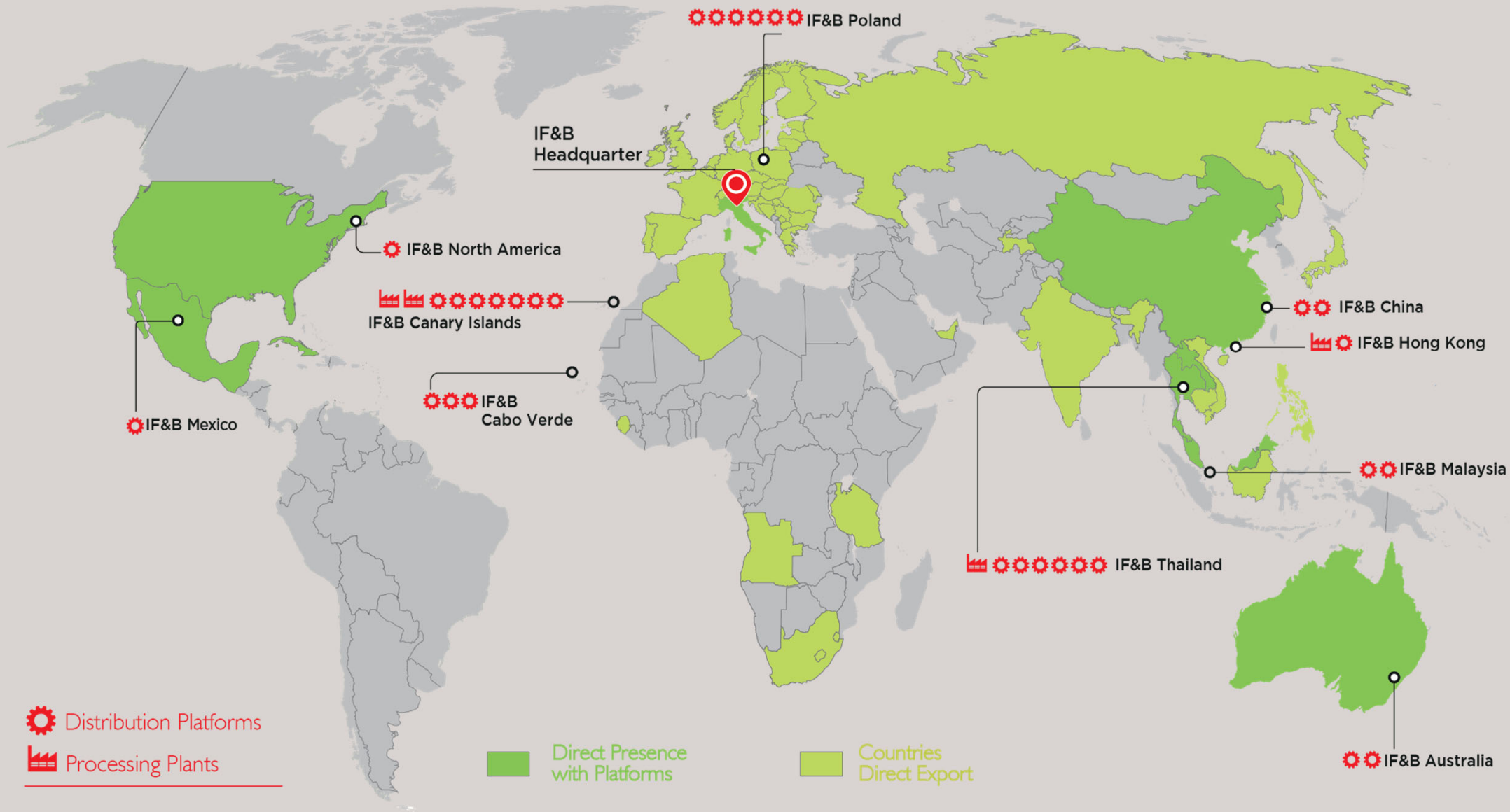
IF&B is a project designed to guarantee an “END TO END” service in the B2B distribution of Italian and European Food & Beverage Specialties.



IF&B BUSINESS MODEL “END TO END”



IF&B WORLDWIDE



 Distribution Platforms

 Processing Plants

 Direct Presence with Platforms

 Countries Direct Export



IF&B: AUSTRALIAN SCENERY

The business model provided by **IF&B** is mainly based on **importation and distribution** of Italian and European food specialties to the **foodservice & Ho.Re.Ca. sectors and retailers** as a distinctive and core activity, which is completed with products sourced and distributed locally along.

Australia is a very important sourcing area of **agro-industrial products** (beef, fish, cheeses, fresh produce) to complete the product range of **IF&B** in other countries.

WHERE WE ARE



☐ **STARTING ACTIVITY:** June 2016

☐ **MARKET:** Australia

☐ **CHANNELS:**

☐ Foodservice

☐ Retail

☐ **WAREHOUSES:**

☐ Headquarter-Sydney
(Alexandria)

☐ Branch-Brisbane



Brisbane



Sydney



IF&B AUSTRALIA - SYDNEY (HEADQUARTER)



Foodservice

Inalca F&B Food Service is active in the distribution of Italian and European food products to the Foodservice market.

A wide portfolio of products is imported from Europe via Sea freight and Airfreight, with an average of 2 airfreight delivery of fresh products per week.

Dry, chilled and frozen containers are consolidated in our Italian DC in order to have the maximum logistic efficiency.

Inalca F&B Foodservice is renowned as one of the leading importer and distributor in Australia for European products.

Retail

Inalca F&B Australia is specialised in the distribution of Italian and European products to the major Australian retail chains such as Woolworths, Coles, Aldi, Costco.

Our retail team is always looking for new and innovative products that could create a point of difference in our product offering in the Australian market.

Supply chain organization, efficiency and quality control are the strengths which help Inalca F&B Australia to have a consolidate presence on Australian retailers shelves.

IF&B AUSTRALIA- BRISBANE



Inalca F&B- Queensland is an active distributor of Italian and Spanish food products to the Foodservice market in Queensland, specialized in cold cuts and cheeses.

In 2017 Inalca F&B Australia acquired Fabri Fine Foods in order to widen its product offering and increase its presence in all Queensland.

The new branch business volume is expected to grow up to 80% by the end of 2018.

OUR EXPERTISE



FOOD SERVICE DISTRIBUTION

CUSTOMERS
SERVED ALL OVER AUSTRALIA.
WE REACH MAJOR CITIES AS
CANBERRA, MELBOURNE, ADELAIDE AND PERTH
THANKS TO OUR BRANCHES AND MAJOR
DISTRIBUTORS.

600 SKUS IN OUR LOCAL SELECTION

TAILOR-MADE SERVICE

PROCUREMENT ON REQUEST OF
ANY WORLDWIDE PRODUCT
THANKS TO OUR
INTERNATIONAL SOURCING NETWORK



WHAT WE CAN DO TOGETHER



END-TO-END QUALITY CONTROL
HACCP Certified



STRONG COMMITMENT IN PARTNERSHIP



PERSEVERANCE IN PROVIDING PRODUCTS

Procurement services on request of any worldwide product thanks to our global sourcing network



WE KNOW HOW TO REACH YOUR TARGET

Widespread coverage of the territory (2 branches nationwide)



WE WORK WITH MANY RESTAURANTS AND HO.RE.CA. CLIENTS ALL OVER THE WORLD

COMMUNICATION AND PROMOTION



EDUCATIONAL TASTINGS



SPONSORSHIP



TASTINGS



TASTINGS



RETAIL DEMO



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GRUPPO CREMONINI

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