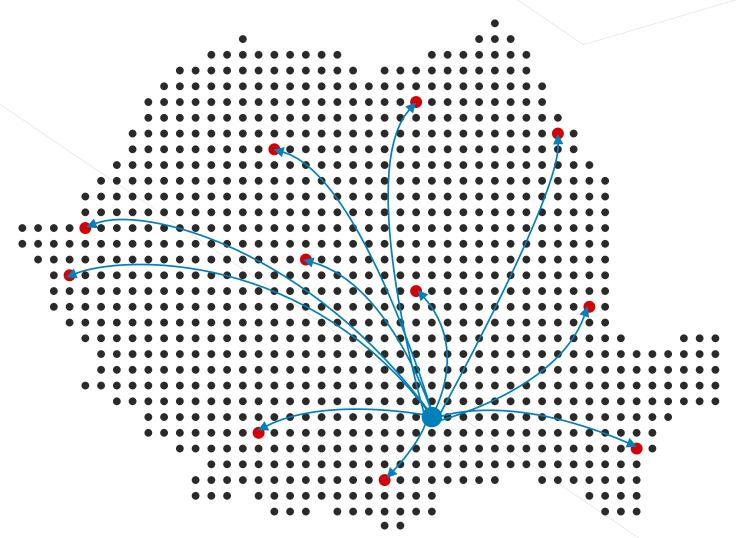




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### **BUCHAREST**

Field office 1 warehouse - 2,100 m² - 1,860 pallets Vehicles - 24 Vending Utility vehicles - 13 Delivery Utility vehicles - 7

### **CONSTANTA**

Headquarters
1 warehouse - 1,800 m² - 1,350 pallets
1 warehouse - 850 m² - 640 pallets
Vehicles - 28
Vending Utility vehicles - 19
Delivery Utility vehicles - 17



# TABEL OF CONTENTS

- General information
- Mission and objectives
- Company's timeline and values
- Evolution of the financial indicators
- Offices, warehouses & fleet vehicle
- Partners, sales team and our market position
- 2025 Objectives



# GENERALINFORMATION

- Established in 07.03.1991
- Field of activity: Wholesale trade
- Share capital: 3 200 000 RON
- Turnover:

  - 2014: 68.362.515 RON 2019: 81,735,027 RON
  - 2015: 57.628.683 RON

- 2011: 98.028.392 RON 2016: 61.613.711 RON
- 2012: 76.875.098 RON 2017: 65.678.134 RON
- 2013: 79.675.000 RON 2018: 81.105.441 RON

  - 2020: 69,355,586 RON

- 2021: 81.083.573 RON
- 2022: 104.518.950 RON
- 2023: 130.346.831 RON
- 2024: 128.203.455 RON





# MISSION & OBJECTIVES

• Our mission is to satisfy the needs of our customers through our professional staff, quality products, famous brands and added value services.

Our motto: "Always moving"

• Our objective is to win and consolidate our position as leader on the food and non-food distribution market through quality and professionalism, in order to be recognized as reference partners by our clients and suppliers.





contract with NIVEA . - ...

was signed

1994-1999

2001-2003

THE ASCENSION

The contract with

JOE IBC and

**Johnson Wax** 

was signed.

The Turnover doubled after the distribution contract with

**NESTLE ROMANIA** was signed.

2004

**NEW HEIGHTS** 

The turnover increased by **30%** compared to the previous year.

2005

A NEW PURPOSE



The turnover increased by 90% compared to 2005 after taking over the distribution of **NESTLE** in **lalomita** and Calarasi Counties

> and Bucharest. 2006



2007

SIGNING NEW

CONTRACTS

Increasing the turnover

with 65% compared to

2006, signing of new

contracts with Star Foods, Tnuva, Zwanenberg and Ulker. Also, Ulker division was created.

**FULL ASCENSION** 

Turnover increased by 73%. The contract with Dr. Oetker was signed Ulker-Dr. Oetker division was created. ISO 9001:2008 certification

> was obtained. 2008





**EXPANSION** The contract with the

Tabaco supplier **JTI** was signed. The imports of **DUO** listed in **International Key Accounts** 

**NATIONAL** 

(Kaufland & Real).

2014



2015

MAINTAINING **FOCUS** 

Listing the imports of DUO in IKA. The Contracts with Auchan Romania. Carrefour Romania. Cio & Terrabisco were signed.



### **BALANCE**

2009

The turnover remained constant in comparison with 2008.

#### **NEW OPPORTUNITIES**

The turnover increased by 1% compared to 2009. The distribution contract with Nestle Ice Cream. The distribution network for Prahova County.



#### AGE OF MODERNIZATION -

The **Bucharest** food division was created. The contracts with Strauss and Mandy Foods were signed. The management and accounting system was replaced with a new ERP software. The website

was released.



### **NEW CONTRACTS**

The contracts with Hame, Kamis, Orlando's and Kraft Foods

were signed. The Nestle Vending division was created in Bucharest.

#### 2012





#### **NEW FOCUSES**

The turnover increased with 3.2% compared to 2012. Increased focus on alternative online sales exports channels.

2013

#### 2020

#### **BUSINESS STATUS** IN THE PANDEMIC

Delivery of imported goods to Rompetrol retail chain. Contracts were signed with a new partner for Constanta area. Interbrands and Riso Scotti. The contracts with Rompetrol, Emag, Noriel, Douglas, Elefant.ro

were signed.

#### **NEW CONTRACTS** Signing the contract with Intersnack

in the Constanta and Tulcea area. Starting delivery directly to Rompetrol stations. Signing the contract with **Eti Romania** 

for the networks Inmedio, OMV, Nis, Socar.

2021 - 2023





2024

**MAINTAINING TURNOVER** 

Listing of import products in other networks such as Metro and Profi.



#### 2016

### **NEW CONTRACTS**

The import rate increased by 84%. The turnover increased by 6.5%. The Contracts with Pambac and Annabella.

#### **STABILITY**

Accelerated focus on imports. Stabilizing the distribution portfolio and focus on the current suppliers.



#### **MAINTAINING FOCUS** The turnover

2018

increased by 23%. Maintaining a focus on imports. New contracts for imported goods were signed with regional distributors.

### **MAINTAINING**

THE TURNOVER A contract was signed with a new partner for Constanta. Dobrogea Grup.

The contract with Mega Image Romania

> was signed. 2019









# COMPANY'S VALUES

### Quality

- Of the supplied and offered range of products
- A non-stop challenge
- The source of progress
- The value for which we are known by our customers and respected by our suppliers







# PARTNERS CLIENTS AND SUPPLIERS

We focus on identifying your needs and we organize so as to satisfy them.

We respect you in order to be respected.

(The basis of any relation that guarantees long-term success)



### **PARTNERS**





























































## **CLIENTS**























# 2025 OBJECTIVES

- Optimizing profit in comparison with 2024
- Continuing to optimize stocks based on average daily sales
- •Maintaining the number of clients in each county we operate
- Increasing the turnover for the imported goods by 5% compared to 2024

- Improving the Quality Management System
- Extending the business to alternative sale channels like IKA & gas stations
- Maintaining focus on TT
- •Increasing the turnover by 5%compared to 2024





# **TEAM**

| CONSTANTA               | BUCURESTI             | TULCEA           | IALOMITA&CALARASI |
|-------------------------|-----------------------|------------------|-------------------|
| FOOD - 1ASM - 4SR       | FOOD - 1ASM - 9SR     | FOOD - 2SR       | VENDING - 4SR     |
| NESTLE - 1ASM - 4SR     | VENDING - 1ASM - 12SR | NESTLE - 1SR     |                   |
| MIXTĂ - 1SR             | PS - 1ASM - 3SR       | NON-FOOD - 1SR   |                   |
| AVATAR - 1SR            |                       | VENDING - 4SR    |                   |
| NON-FOOD - 1ASM - 3SR   |                       | INTERSNACK - 1SR |                   |
| VENDING - 1ASM - 12SR   |                       |                  |                   |
| INTERSNACK - 1ASM - 5SR |                       |                  |                   |
| SANOVITA - 1SR          |                       |                  |                   |



# THANK YOU FOR CHOOSING OUR SERVICES!

