

BIDFOOD

CZECH REPUBLIC / SLOVAKIA / HUNGARY



Leader in Food Delivery to Foodservice & Retail

WHERE ARE WE ?



In the middle of
Europe.

Depot Kralupy na Vltavou





History - Key Milestones

1972
Foundation of
Nowaco Denmark

1990
Opening of Sales
representation in
Czechoslovakia

1992
Foundation of
Nowaco
Czechoslovakia

1996
Foundation of
Nowaco Slovakia

1997
Launch of first own
production (Opava)

2005
J.P. Morgan
(USA)

2009
Joining Bidvest
(SA)

2016
Bidvest =>
Bidvest + Bidcorp

2022
Foundation of
Bidfood Hungary



Overview of the Company Structure

Bidfood Group

Czech Republic Distribution

Slovakia Distribution

Hungary Distribution

Production (4 factories)



Overview

- 3.200 employees
- 55.000 customers (75% HoReCa x 25% Retail)
- 6.500 SKU's
- 13.500 orders / day
- 1.000 tonnes goods distributed / day



SALE SPLITTING

- 46% frozen
- 43% chilled
- 11% dry

PURCHASE SPLITTING

- 40% Import of product from whole world
- 31% Purchase from domestic suppliers
- 29% OWN PRODUCTIONS



Production

Per year:

- 6.200 tonnes meat
- 4.300 tonnes fresh fish
- 3.500 tonnes frozen fish
- 12.400 tonnes ready meals
- 4.000 tonnes sous-vide
- 2.600 tonnes sausages
- 13.200.000 litres ice cream
- 11.700 tonnes vegetables



Production - competitive advantage

- Improvement of customer service and product availability
- Product under your own brand
- Maintaining consistent quality
- Secondary margin

....and „hiding“ profit from sales representative



Our 2 basic rules

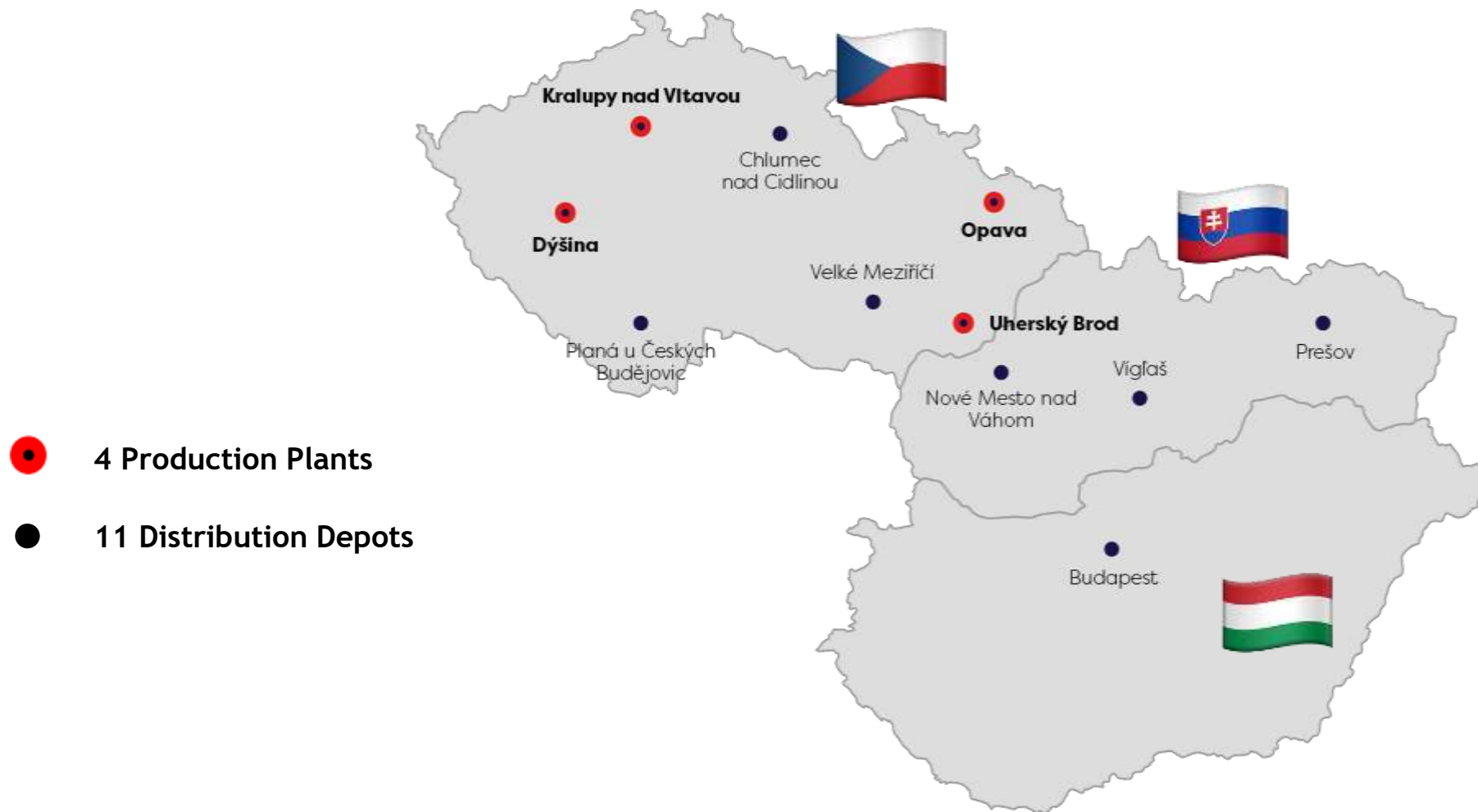
- If our sale team can sell a product, they have to always enforce the one from our factories.
- The factory only produces products that can generate a high profit.



We Produce For



Locations of Distribution Depots and Production Plants



Logistics and Distribution

Czechia:

80% of total profit

7 distribution centres

350 delivery vehicles

700 tons of goods delivered
daily

230 sales representatives

Slovakia:

19,9% of total profit

3 distribution centres

90 delivery vehicles

300 tons of goods delivered
daily

125 sales representatives

Hungary:

....just the beginning

1 distribution centre

12 delivery vehicles

20 tons of goods delivered
daily

16 sales representatives



Our Sales Forces

**370 sales
representatives &
sales specialists**



**90 telesalers in
customer service
centres**



**e-shop
mujBidfood.cz**



Our Brands 33% of our sale

NOWACO



Other Brands...and more



Logistic capacity

39.000 frozen pallets (59%)

14.500 dry pallets (22%)

13.000 chilled pallets (19%)

- 66.500 total pallets
- 622 distribution trucks (450 own trucks)



New depot - opening 1.4.2025



New vertical automated picking machine VERTIFLEX

The machine works just like a massive vending machine

- Increased our ambient stock capacity
- Improved our picking speed
- Improved our picking accuracy
- Save human labour

...you will see it during your excursion.



Export

- Export to 23 countries
- 4,600 tons of goods exported annually
- Main product categories: ice cream, ready meals, sous-vide, dry goods, and fish
- Farthest destinations: Vietnam and New Zealand



Welcome in Czech Republic
and enjoy excursion...

