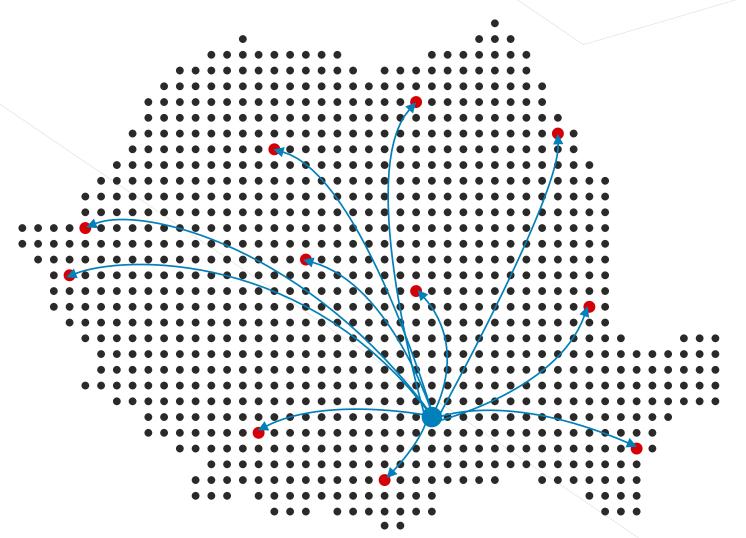




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# **BUCHAREST**

Field office 1 warehouse - 2,100 m² - 1,860 pallets Vehicles - 20 Vending Utility vehicles - 13 Delivery Utility vehicles - 8

# **CONSTANTA**

Headquarters 1 warehouse - 1,800 m² - 1,350 pallets Vehicles - 25 Vending Utility vehicles - 21 Delivery Utility vehicles - 9



# 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
- 2021 Objectives



# GENERALINFORMATION

- Established in 07.03.1991
- Field of activity: Wholesale trade
- Share capital: 3 200 000 RON
- Turnover:
  - 2011: 98.028.392 RON
  - 2012: 76.875.098 RON
  - 2013: 79.675.000 RON
  - 2014: 68.362.515 RON
  - 2015: 57.628.683 RON

- 2016: 61.613.711 RON
- 2017: 65.678.134 RON
- 2018: 81.105.441 RON
- 2019: 81,735,027 RON
- 2020: 69,355,586 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.



1991

**DUO COMPANY** 

was established

by opening a

neighborhood

retail store

2008

**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.

### THE PROFILE OF THE COMPANY **WAS CHANGED**

the contract with KNOR and ROTHMAS marks the beginning of a distribution company. In 1999, the contract with NIVEA was signed

1994-1999



## **NEW HEIGHTS**

The Turnover doubled after the distribution contract with **NESTLE ROMANIA** was signed.



2005

**A NEW PURPOSE** 

The turnover increased

by 30% compared to

the previous year

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





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

2013

**NEW FOCUSES** 

### 2014

### **NATIONAL EXPANSION**

The contract with the Tabaco supplier JTI was signed. The imports of **DUO** listed in **International Key Accounts** (Kaufland & Real)

**2021 - PRESENT** 



The contract with JOE IBC and **Johnson Wax** was signed

2010

**NEW OPPORTUNITIES** 

The turnover increased by

1% compared to 2009.

The distribution contract

with Nestle Ice Cream.

The distribution network

for Prahova County.

2001-2003



2004

### **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.



# 2012 **NEW CONTRACTS**

The contracts with Hame, Kamis, Orlando's and Kraft Foods were signed. The Nestle Vending division was created in Bucharest.



**MAINTAINING FOCUS** The turnover increased by 23%.

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



### 2019

### **MAINTAINING THE TURNOVER**

with a new partner for Constanta. Dobrogea Grup. The contract with Mega Image Romania was signed.



## **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

2020





2015

**MAINTAINING FOCUS** 

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



**BALANCE** 

The turnover

remained constant

in comparison with 2008

2009

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





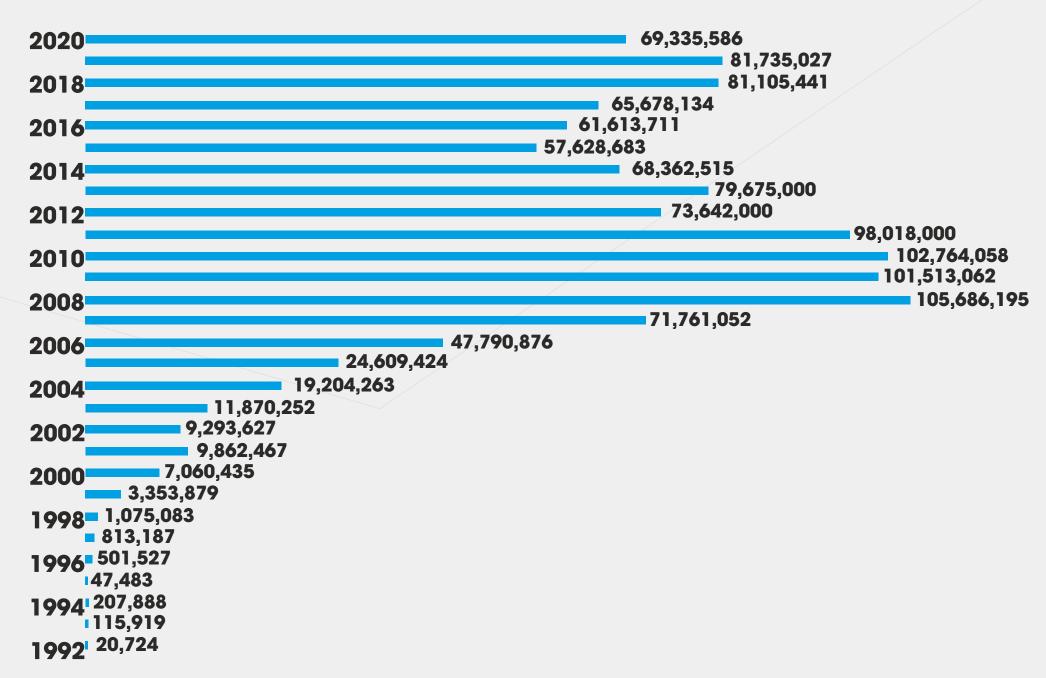
## 2017 **STABILITY**

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





A contract was signed



The values presented in this chart are in lei





# 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**































































# 2021 OBJECTIVES

- •Optimizing profit in comparison with 2020
- •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 2020

- •Improving the Quality Management System
- •Extending the business to alternative sale channels like IKA & gas stations
- Maintaining focus on TT
- •Increasing the turnover by5%compared to 2020





# **TEAM**

CONSTANTA	BUCURESTI	TULCEA	IALOMITA&CALARAS
FOOD - 1ASM - 4SR	FOOD - 1ASM - 11SR	FOOD - 1SR	NON-FOOD - 1SR
NESTLE - 1ASM - 4SR	NON-FOOD - 2SR	NESTLE - 1SR	VENDING - 4SR
MIXTĂ - 1SR	VENDING - 1ASM - 12SR	NON-FOOD - 1SR	
AVATAR - 1SR		VENDING - 4SR	
NON-FOOD - 1ASM - 3SR			
VENDING - 1ASM - 12SR			

INTERSNACK - 1ASM - 5SR



# THANK YOU FOR CHOOSING OUR SERVICES!

