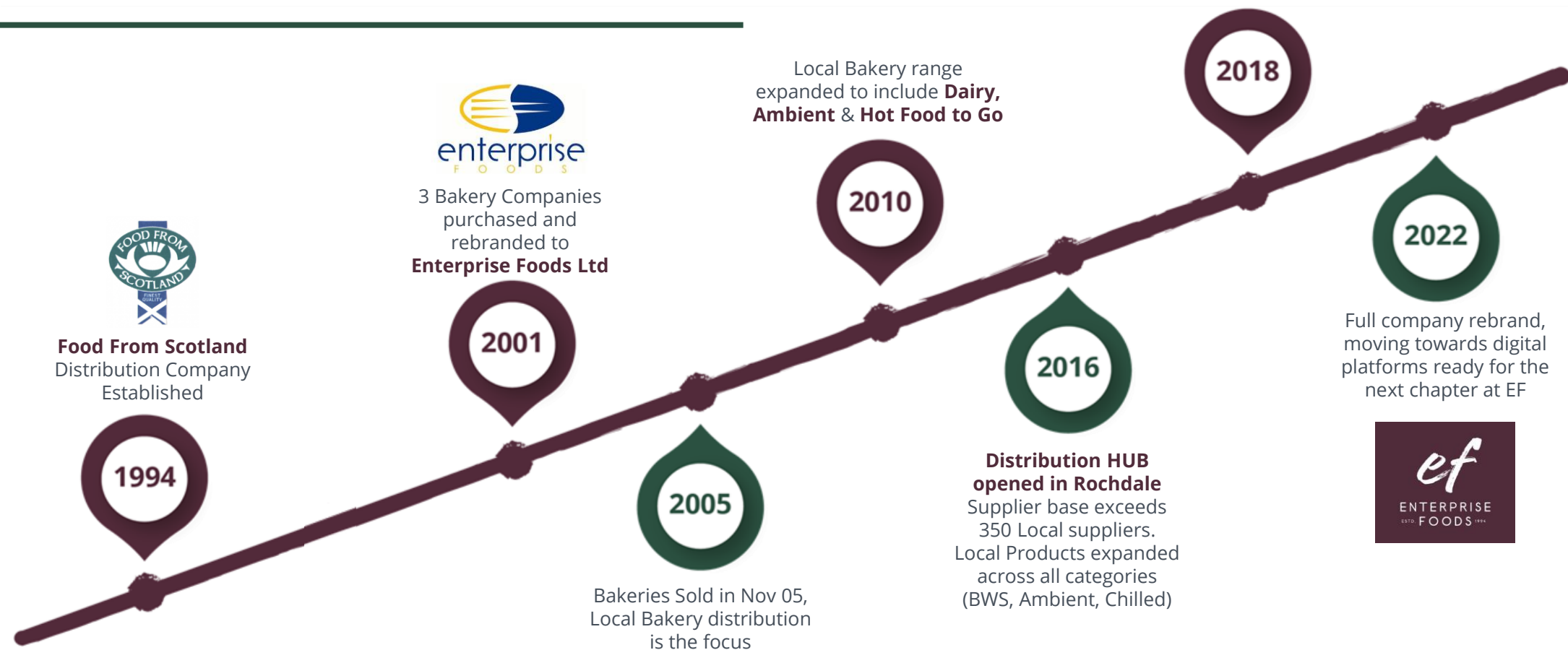


Enterprise Foods

Making Local Work



Our History



Enterprise Foods has been bringing Local food and drink to customers for more than a generation

Our Ethos

Our pillars are enshrined in everything we do at Enterprise Foods



Local

Local products, local people and local communities are the **heart of everything we do**

Delivering local products to a national audience



Trustworthy

Trust in our team, the products and the way we deliver in our **sourcing and service**

with over **520** suppliers we are trusted in what we do



Experts

Our team are experts in their field, from sourcing to technical, operations to category management

Ensuring the right product is in the right outlet



Integrity

Our due diligence is un-paralleled, ensuring traceability and provenance of the products

Products supplied through Enterprise Foods are safe, legal & of expected quality

Our Brand

We are the unique bridge between great **national customers** & **local suppliers**



Sourcing

Constantly expanding our supplier base to **meet customer & consumer needs**



Safety

Your **supply Chain** is fully **accredited** and **managed**, ensuring product safety



Service

We **simplify the complexity** of dealing with multiple suppliers or customers



Sustainable

We are **committed to contributing** to a more **sustainable society**



Success

Our buying scale allows us to **reduce cost** and **increase profit** for both the supplier and customer

Our Sourcing



Constantly expanding our supplier base to **meet customer & consumer needs**

- Specialist Sourcing and Operations team who are experts in their local area, dedicated to finding quality, local suppliers from across the UK
- A portfolio of 520 suppliers covering categories from Fresh to Frozen, BWS to Ambient and Non-Food to Horticulture
- A supply base from across the UK from Orkney to Redruth
- Our GSCOP trained network of Local Sourcing and Operations Managers gives us our dynamic edge
- We actively look for new and exciting products, looking at ways to diversify our product offering

The Groceries Supply Code of Practice (GSCOP)

- GSCOP legislation came in February 2010 and is designed to regulate the relationship between supermarkets and their suppliers
- We are **registered as GSCOP trainers and 100% of our team** are trained annually
- We work in accordance with GSCOP **promising equality & corporate integrity**



Our Safety



Your **Supply Chain** is **fully accredited** and **managed**, ensuring product safety

- Our safety responsibility is at the heart of our business, adhering to best practice procedures is integral for our customers, suppliers & employees to work as one, for the safeguard of many
- We have a dedicated Food Safety team ensuring traceability & origin of all products
- Providing accreditation, compliance, food safety & legislation requirements, we take the uncertainty away
- We collate and co-ordinate all customer complaints, recalls and withdrawals for our suppliers

BRC Global Standard for Agents and Brokers

- Providing a framework to manage product safety, authenticity, quality and legality for businesses in the food, packaging and consumer products industries
- **Enterprise Foods are AA certified** against the BRC Global Standard for Agents and Brokers

Our Service



We **simplify the complexity** of dealing with multiple suppliers or customers

- **Category Management:** Providing market and category insight we ensure the consumer needs are put first through the analysis of data
- **Operations and Local Sourcing:** Sourcing new suppliers for our customers and managing their range through the Supplier Portal
- **Technical:** Ensuring customer safety comes first
- **Technology:** IT systems that have been uniquely and continuously developed to efficiently and effectively process orders and payments
- **Supply Chain:** Manage the end-to-end process from ordering to availability
- **Project Management:** Management of all customer projects through CPs
- **Finance:** Centralised ordering, invoicing and payment
- **Administration Support:** A dedicated team to support all customer and supplier queries

Behind Enterprise Foods is massive complexity which customers never see:

- 17,406 invoices per week
- 2,032 electronic orders per week
- 2,704 transactions per day
- 11,073 SKU's
- 5,986 delivery points
- 526 Suppliers

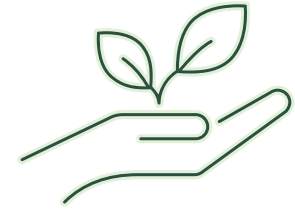
Our Sustainability



We are **committed to contributing** to a more **sustainable society**

Our Sustainability Pledges:

- Head Office – Changing our energy suppliers to renewable sourced suppliers by 2025
- Actively increase working with like minded, sustainable & ethical customers / suppliers
- Updating our EF colleagues, Suppliers, Customers & wider audience regularly
- EF staff adopting hybrid working, WFH to reduce carbon footprint whilst working towards sustainable transport options
- Investing in new Technologies, streamlining/reduce energy outputs



Making conscious steps towards sustainability

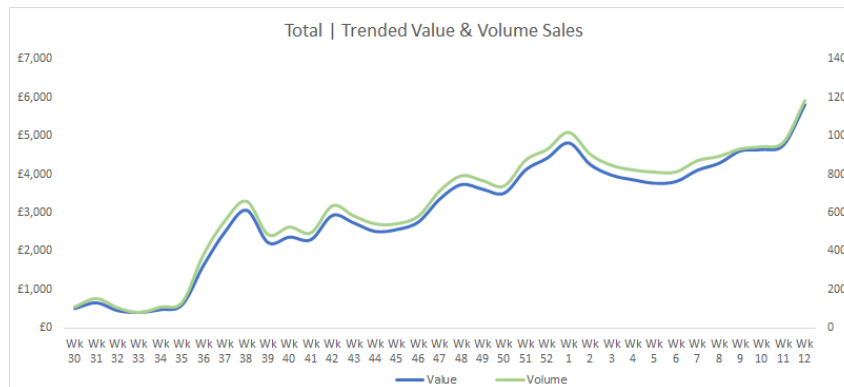
“Being a good business, is good for business. We care for our planet & have been making steps to be more sustainable as a business.”

Our Success



Our buying scale allows us to **reduce cost** and **increase profit** for both the supplier and customer

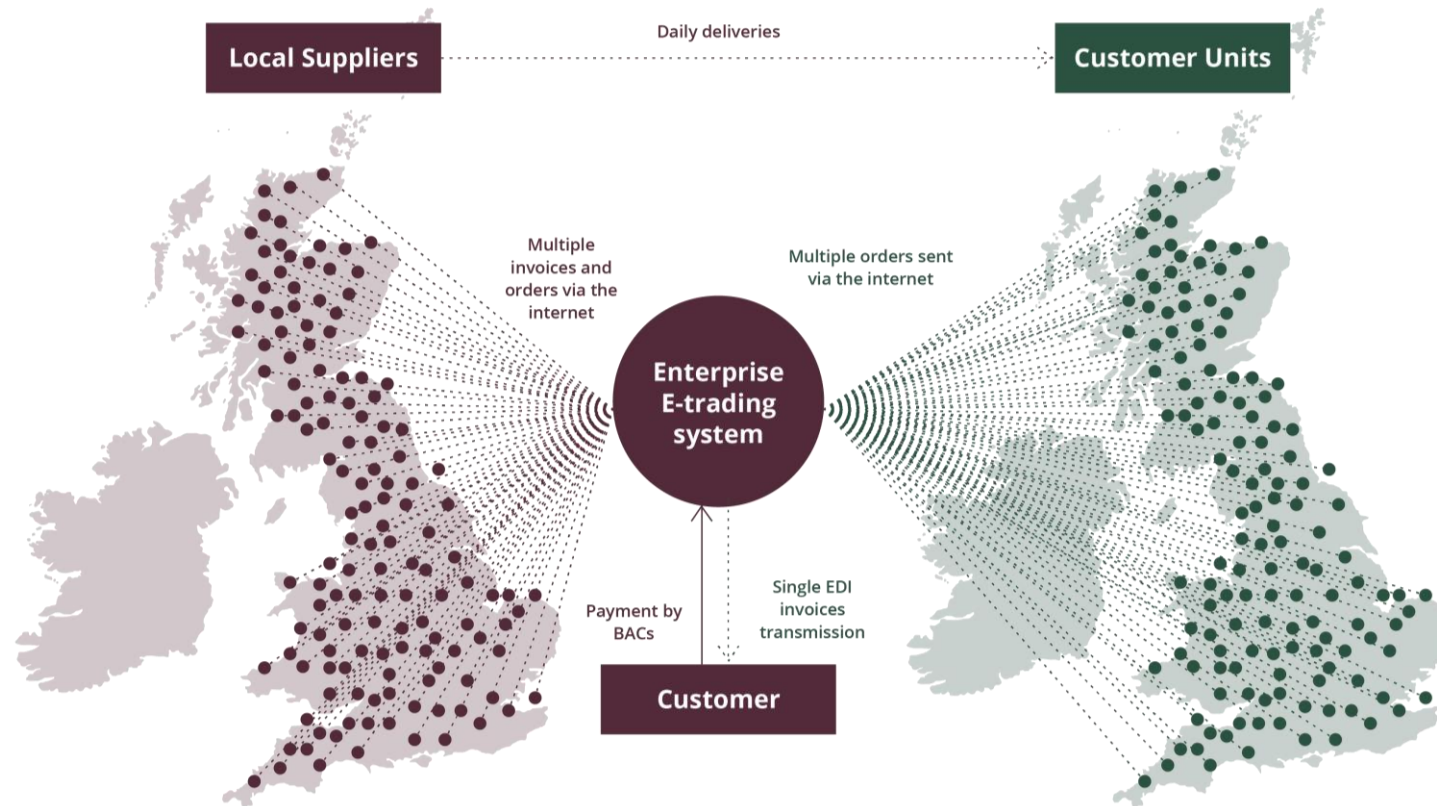
- Consolidating product spends across all customers and suppliers
- We deliver category target margins
- Due to our buying scale with local suppliers, we are able to get competitive prices for customers
- We are constantly investing in technology, customer service and supplier management
- Local products increase basket spend and is a destination shop



“Enterprise Foods removes the complexity of dealing with small suppliers or national customer”

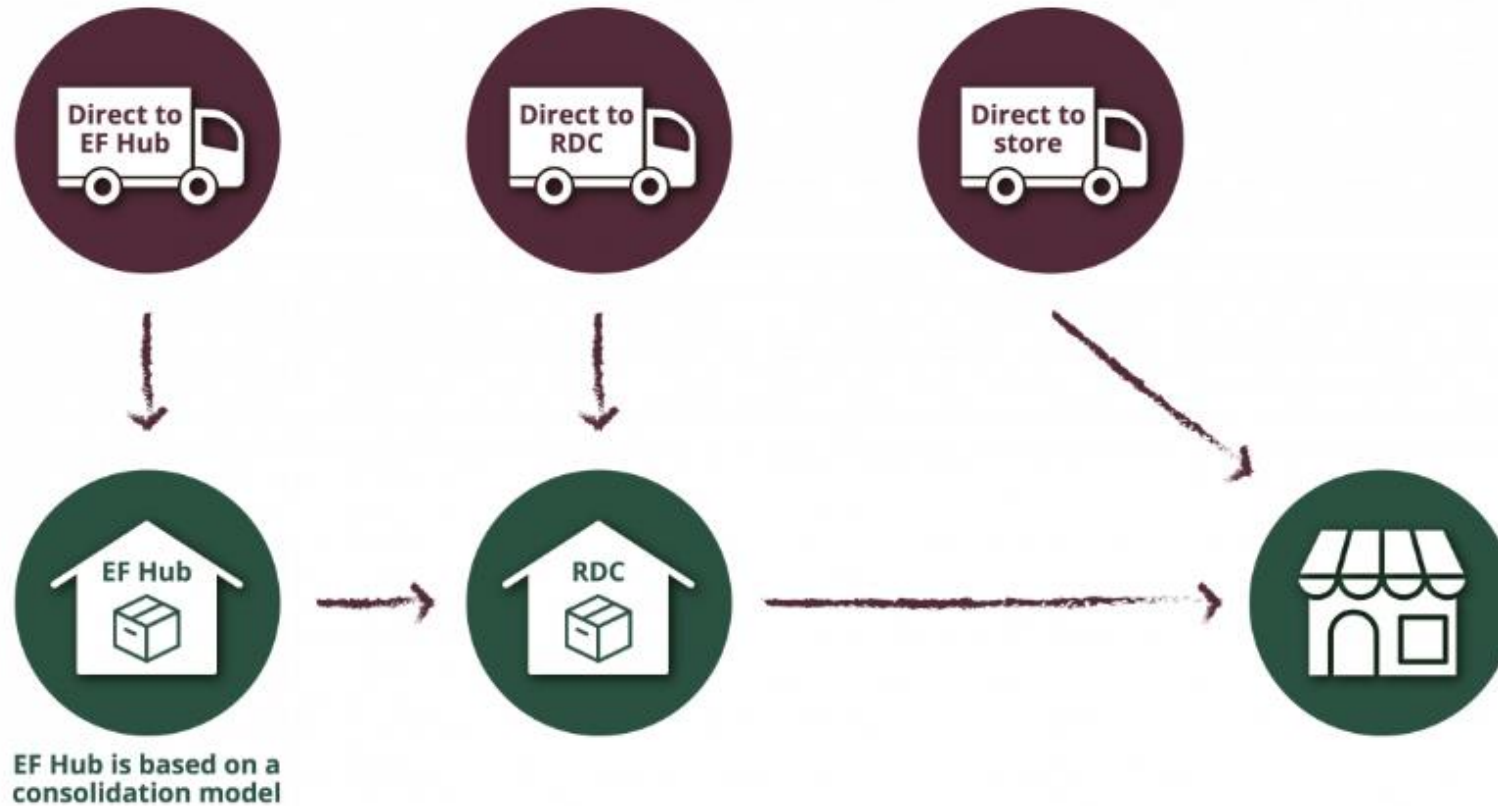
Our Business Model

We have developed a **unique national network of local suppliers** that is unique in terms of its breadth and depth. The combination of this network with the company's unique e-trading enables us to **simplify the customer process** to a **'one stop shop'... one order, one transmission, one payment point**



Our Logistics

Our various supply chain models are centred around the **most efficient & sustainable way** to get local products onto shelf. We manage all routes to market for local suppliers.



Our Hub

- 42,000 sq ft dedicated stock holding warehouse
- EF Hub is based on a consolidation and consignment model
- Currently holds Ambient, BWS, Non Food and Chilled
- Can receive deliveries from multi size vehicles (Artic to Transit)
- Ability to pick by mixed product pallets by Depot
- EF deliver via hauliers through retailer network
- Operating 5 days a week (Mon – Fri)
- Day 1 for day 2 lead time
- Use body cam tech for accurate picking



Our Suppliers



112

Local Bakery
Suppliers



24

Plant Bread & Dairy
Suppliers



192

Local BWS
Suppliers



143

Local Ambient
Suppliers



48

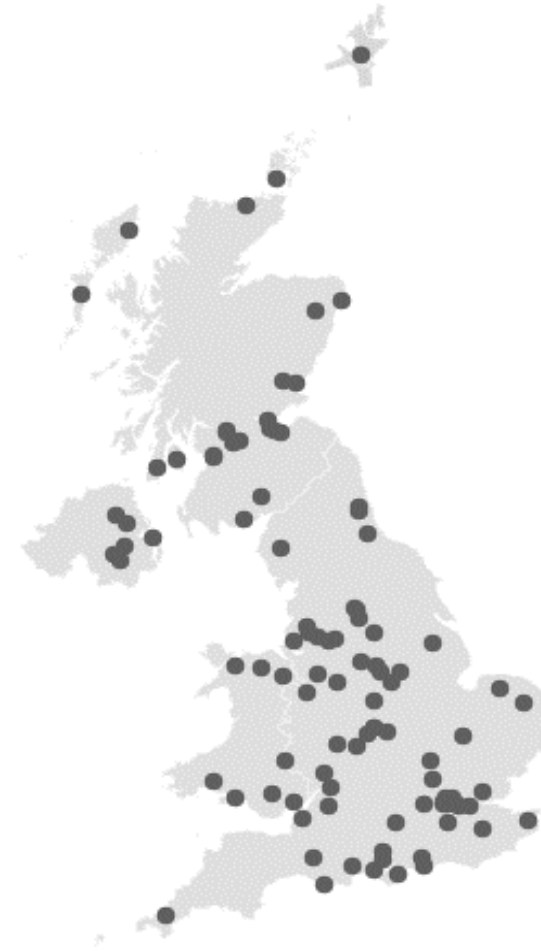
Local Fresh
Suppliers

Our Suppliers: Local Bakery



- Our Operations Managers **cover the length and breath of the country** maintaining relationships with our current supply base whilst sourcing new bakers
- They have **developed excellent working relationships with Local Bakers** to ensure the products meet both the customer and consumer needs

Our Local Bakery Suppliers



Our Suppliers: Retail Local Bakery



- We support our local bakers and **simplify their supply into national retailers**
- Our operations team are guided by category data to help **source the right bakers** and products to meet customer and consumer needs
- **Help, guidance and support** are provided to our local bakers right throughout the supply chain (Electronic Trading, Category Data, NPD, Range Reviews, Branding, Marketing & Merchandising)
- We **take care of the complexities, leaving our local bakers to focus on baking** and delivering their fantastic local bakery products



Our Suppliers Testimonials: Bakery

JOHN DWYER
BAKERY ESTD 1989

" We have been working in partnership with Enterprise Foods for a number of years on both retail and wholesale customers, we have always found the support of the field staff very good and have built good relationships with the representatives of Enterprise Foods on a national and regional level.

As the desire for local suppliers continues to grow we have had many diverse conversations with them about several projects across a number of businesses – all positive."

COULTONS
BREAD
LIMITED

" Coultons Bread Ltd have enjoyed a great working relationship with Enterprise Foods for around 10years. The expertise in systems and account management are second to none within Enterprise and that marriage with reciprocal trading on our skills in third party logistics and product supplies creates a working model that drives efficiency for all parties concerned. This relationship opens unique doors for us in to new customers and we know through the sense of relationship that there is mutual respect within both of our businesses for each other. To sum up – we have a great working relationship."



" We have worked with Enterprise Foods for over five years. We have an excellent working relationship with the operations team and Enterprise have supported us in everything from product development, food safety, quality control, marketing and most importantly provided us access to some of the UK's largest catering and retail customers where our business continues to grow."



" Having supplied Food Service operations via Enterprise Foods for over fifteen years, I can confirm that as an independent local baker, Enterprise Foods have been instrumental in opening up opportunities that we would not otherwise have had the chance to supply. We see it as a partnership of mutual respect and understanding, as without each other, there would be no business for us to review."

Our Suppliers: Foodservice



- We **provide access to the complex world of Foodservice and Contract Catering** for our local bakers
- Our knowledgeable teams **provide support to our local bakers** to simplify ranging, pricing structures and transactions across multiple foodservice customers
- We add value to the supply chain and provide growth opportunities to our local bakers – **one point of contact to many customers**
- We **take care of the complexities, leaving our local bakers to focus on baking** and delivering their fantastic local bakery products

Our Food Service Bakery Suppliers



Our Customer Testimonials

"Thank you for your support with the 1500 topped cupcakes for the BP event last week.

I appreciate it was an unusual request with many challenging dynamics but as ever you and Enterprise Foods supported in a most professional manner and delivered to our exact requirements.

The product was tasty and had the look and feel we required and was delivered the day before the event meaning everything went smoothly.

Once again thank you for support as ever – we throw you many challenges and you deliver."

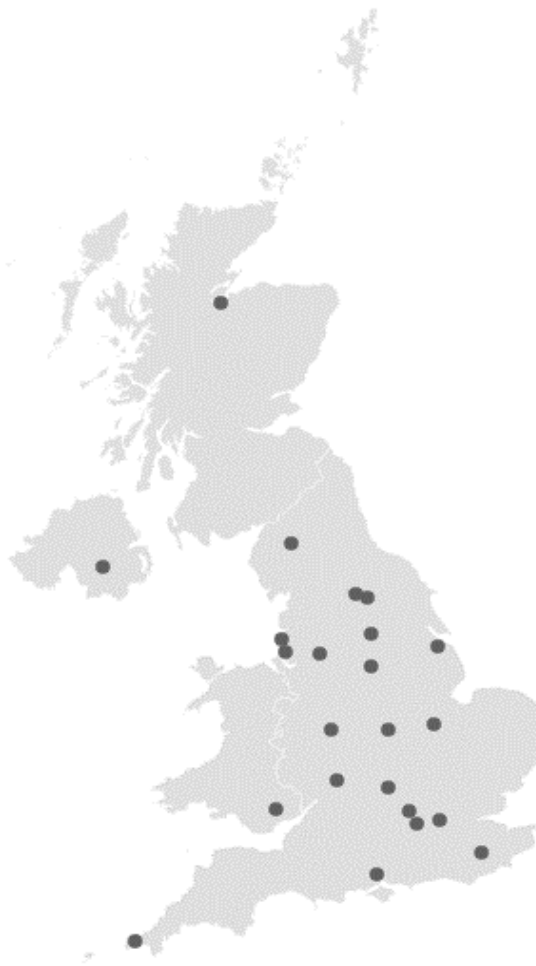
Aramark, September 2021



Our Suppliers: Bread and Dairy



Our Bread & Dairy Suppliers



- Enterprise Foods entered the dairy market back in 2014 and since have grown our **supply base to cover the national** arena
- We offer **direct to unit and store delivered solutions** supplying Liquid Milk, Cream and many other dairy products in varying sizes

Our Suppliers: Local Sourcing

- Constantly expanding our **country ranges** for Scotland and Wales
- Over **30 county ranges** within England our specialist sourcing team are **experts** in their local area, dedicated to finding quality, local suppliers
- Developing close working relationships with suppliers, to **source the best quality products** for our customers and consumers



Our Suppliers Testimonials: Local Sourcing



"We have been working with Enterprise Foods since September 2017 and it's been smooth sailing since our relationship began. The Enterprise team are great communicators and serve as a single point of contact on behalf of multiple retailers. Our relationship with Enterprise Foods has given us the opportunity to stock Co-operative stores across our region with a range of Hobsons beers, as well as presenting seasonal gift opportunities around Easter and Christmas that would not otherwise come our way. We look forward to strengthening our relationship with Enterprise as time goes on!"



"We have been working with Enterprise foods now for many years and find the whole supply process really straightforward. The online invoicing and payments system works brilliantly and the staff that we have contact with in store and at head office are all really helpful. Enterprise foods eagerness to support local smaller suppliers is absolutely fantastic and we look forward to working together for many more years."



"I've been working with Enterprise Foods for a couple of years now. I've found them very easy deal with, they actively look to push our products with their customers whenever they can, when the opportunity is right for us & their customers. This works for us as we have a limited sales resource, they know their customers, what would add value to their businesses better than us. They also know what is right & wrong for our products, understand where they would work, where they wouldn't. They are good at identifying new opportunities for us to consider, look at with them. All in all we feel we are an integral part of their business, we feel we are in a proper partnership that is mutually beneficial for both parties."



"We have been working with Enterprise Foods for the past 5 years. During that time, we have developed a great working relationship with them. They always understand the challenges faced by small manufacturers and do their best to accommodate us. Enterprise Foods have helped us to grow our business by distributing our products to areas that we would not be able to otherwise. They are always keen to hear about new products that we have that we feel would benefit both Enterprise and us. We look forward to continuing to work and grow with Enterprise Foods."

Our Customers

We supply over **2,500 Retail stores** and **1,000 Contract Catering units**



The **co-operative**
Central England Co-operative

The **Midcounties**
Co-operative



Waitrose



wsh



*4,000 Contracting Catering units pre covid

Our Market

The **demand for Local** products **continues to grow** especially post Covid

Craft Beer sales are up **22.6%**
over the last two years

(CGA – Premiumisation Report 2020)

59% of people have used more
local stores and services to help
support them during lockdown

(Deloitte- June 2020)

Artisan bread NPD products have
contributed **£45m** to the growth of
the bread category

(British Baker – 2021)

65% of respondents preferred to
buy local brands and to buy from
their own Country

(Kantar– 2020)

RTD has seen large growth of
£61m through the pandemic due
to closure of hospitality (+15.3%)

(The Grocer Nov 2021)

Craft is one of the beer categories'
biggest success stories, having added
1.9m new consumers in the last
three years (CGA – Jan 2020)

Our Market

Total Retailer A Basket Spend

Total basket

£10.86

YoY % change

+5.2%



Local spend within total basket

YoY % change

EF Local Bakery Lines

£17.32

+1.1%



£1.61

+2.4%

Baskets including Local Bakery have a basket spend of **£17.32**, which is **£6.46** higher than total Retailer A basket

EF Local Excl. Bakery Lines

£20.26

+0.1%



£2.97

+0.7%

Baskets including Local lines (excluding Bakery) have a basket spend of **£20.26**, which is **£9.40** higher than total Retailer A basket

Our Ranges in Store



Our Promise to you

- Our **pillars are enshrined in everything we do** at Enterprise Foods: Local, Trustworthy, Experts, Integrity
- We are the **unique bridge** between great **national customers & local suppliers**
- Our Sourcing and Operations team are **experts in their local area**, dedicated to finding quality, local suppliers from across the UK
- A **portfolio of 520 suppliers** covering all categories
- **All products** supplied through Enterprise Foods **are safe, legal & of expected quality**
- We **work in accordance with GSCOP** promising equality & corporate integrity
- We **simplify the complexity** of dealing with multiple suppliers or customers
- We are **committed to contributing** to a more **sustainable society**
- Our buying scale allows us to **reduce cost** and **increase profit** for both the supplier and customer
- Our various supply chain models are centred around the **most efficient & sustainable way** to get local products onto shelf

