Analysts meeting
28th October 2015
It all started with A Passion For Fish

Brixham – Tom & Father from Kingfisher
It all started with a 'passion for fish'.

Bidvest purchased Seafood Holdings in 2010 - a business supplying restaurants and caterers across the UK.
Fish

- It all started with a ‘passion for fish’
- Bidvest purchased Seafood Holdings in 2010 a business supplying restaurants and caterers across the UK
- Our focus is on specialty not volume
It all started with a ‘passion for fish’
Bidvest purchased Seafood Holdings in 2010 as supplying restaurants and caterers across the UK
Focus is on specialty not volume
Sales growth over the last four years has been strong
Produce begins

Â In 2012 acquired Oliver Kay - a specialty produce business
Produce begins

- In 2012 acquired Oliver Kay - a specialty produce business
- Oliver Kay grows steadily

Pink Chinese Mushrooms
Oliver Kay Sales

![Sales Graph](image)
Dairy Begins

We create The Rustic Cheese Company, supplying London with specialty cheese.

Sales move from a standing start in 2014 to currently generating at a run rate of £750k
Meat begins

We acquire Campbell Brothers, a specialist butchery in Scotland.
Meat begins

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- Henson’s is acquired in London, a butchery renowned for its salt beef.
Meat begins

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Sales from both business added to the overall business

Henson’s Salt Beef
With the acquisition of Campbell Brothers, Campbell Brothers Fish is now set to cover Scotland.
Produce

With the acquisition of Campbell Brothers, we can now supply produce to Scottish caterers.
Fish

We start our first acquisition into Ireland, McKenna Fish - a small specialist business in Dublin.
Bidvest fresh takes over Swithenbank
Refocuses Swithenbank on specialty produce margin
Gives meat businesses greater reach across the country
What’s left?

• Initial penetration into produce and meat minimal and still holds significant growth
• Fish addressing new markets with a significant amount of growth potential remaining
Bidvest Fresh Results
Questions?