

Enterprise Foods



We are the unique bridge

Between great National Customers and quality
Local Suppliers.

Our mission at Enterprise Foods is to source
and supply quality local, commercially
successful products for the UK's national
Retail, Foodservice and Wholesale customers.

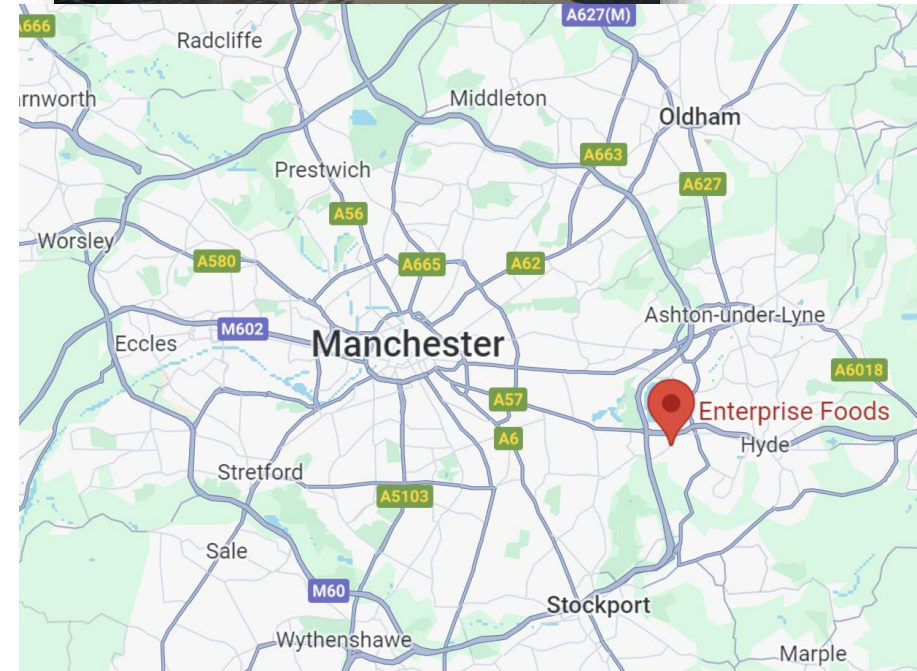
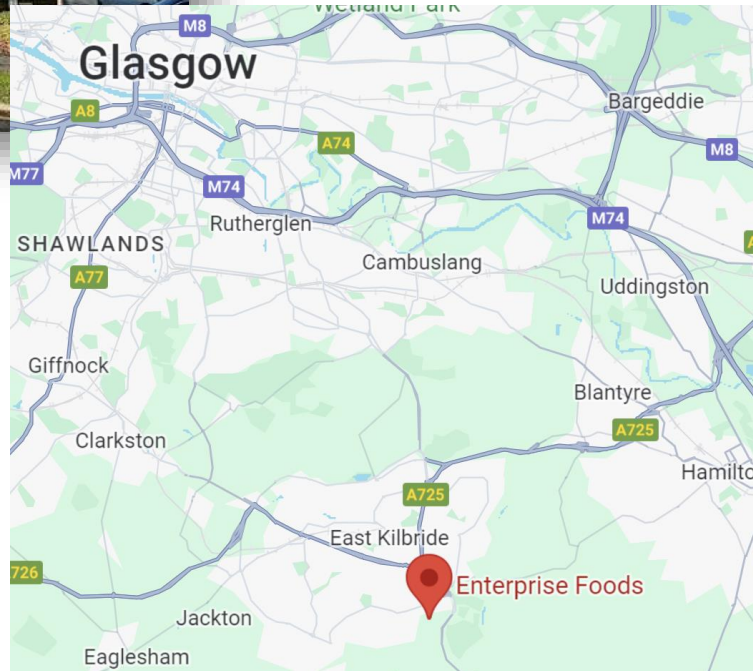


ENTERPRISE
FOODS
ESTD 1974

Enterprise Foods

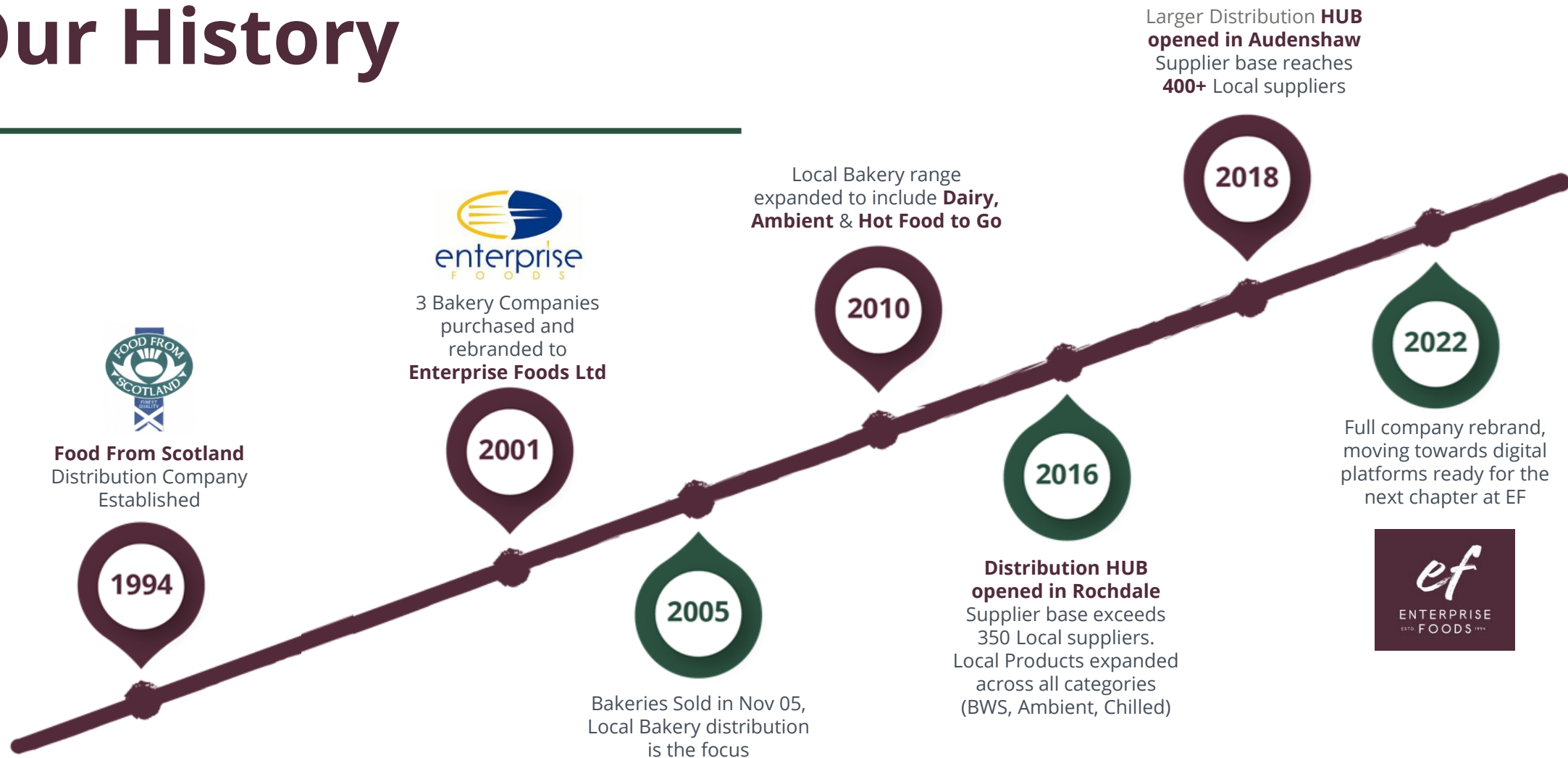


**East
Kilbride
Office**



**Manchester
Warehouse
and Office**

Our History



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

Simplicity at Scale

• Turnover	£77m
• Employees	70
• Suppliers	+400
• Customers	174
• Weekly Delivery points	+4,600
• Deliveries per week	+23,000
• SKU's	+6,200
• E-Orders / week	16,000
• Tele Orders / week	2,000
• Invoices / week	18,000
• Average inv value	c £56



112
Local Bakery Suppliers

24
Plant Bread & Dairy Suppliers

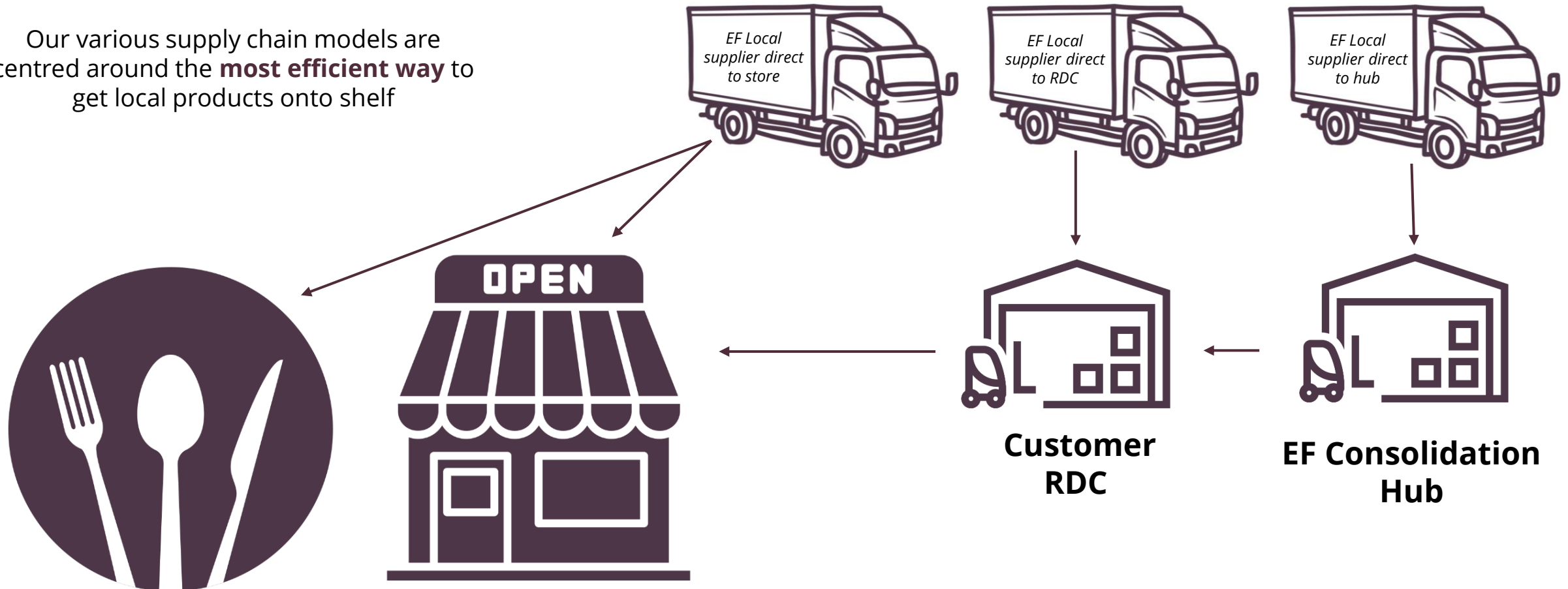
192
Local BWS Suppliers

143
Local Ambient Suppliers

48
Local Fresh Suppliers

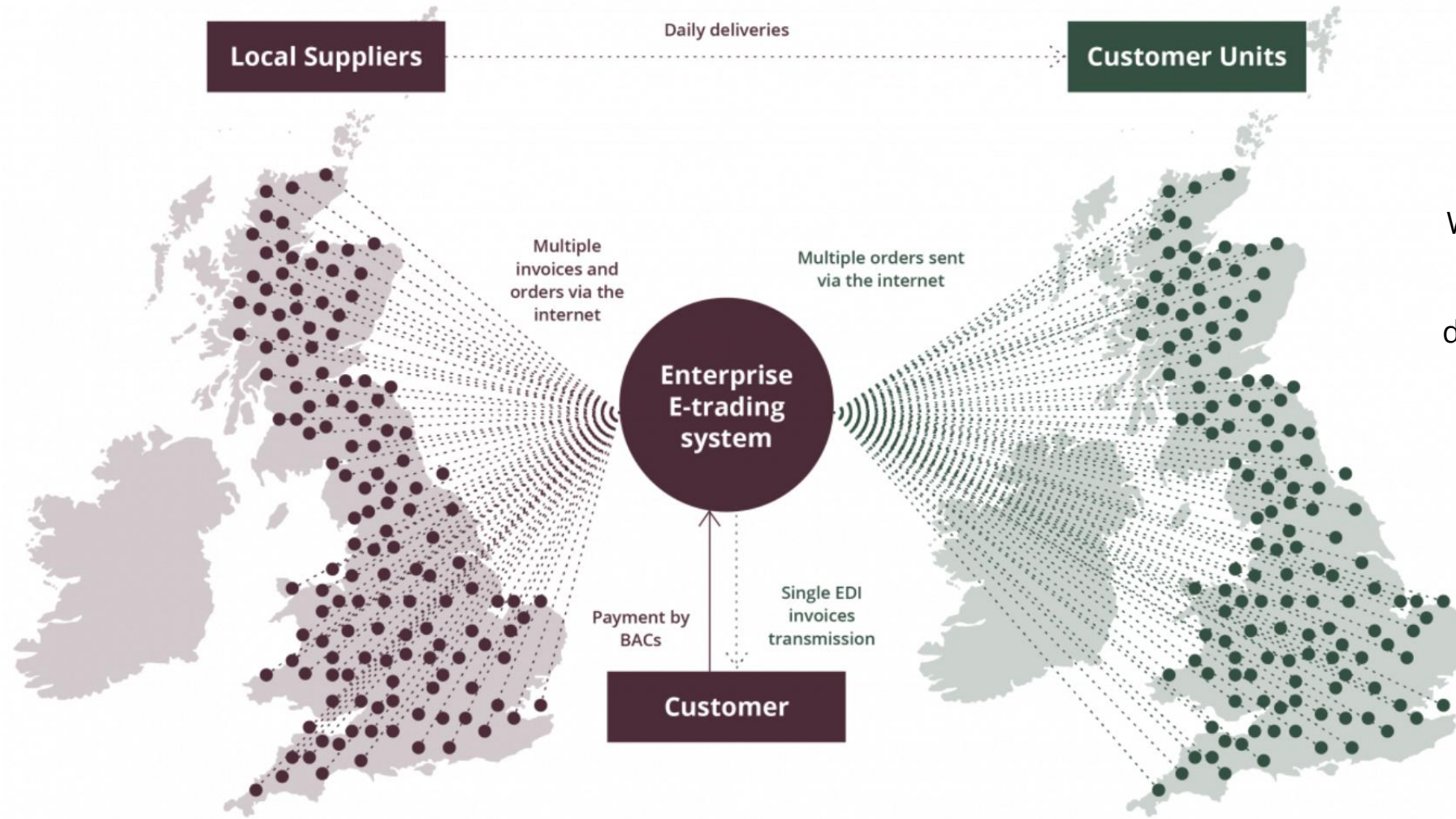
EF Manages all routes to market for local suppliers

Our various supply chain models are centred around the **most efficient way** to get local products onto shelf



Simplifying Your Supply Chain: EF is Your Sole Point of Contact for Local Suppliers.

Business Model

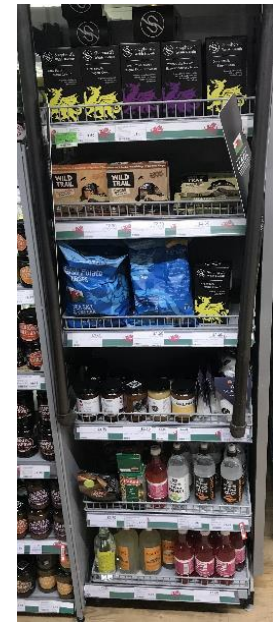


We have developed a **unique national network of Local suppliers** that is unique in terms of its breadth and depth. The combination of this network with the company's unique e-trading enables us to **simplify the customer process** to a 'one stop shop'... **one order, one transmission, one payment point.**

Local Bakery



BWS & Ambient Local Model



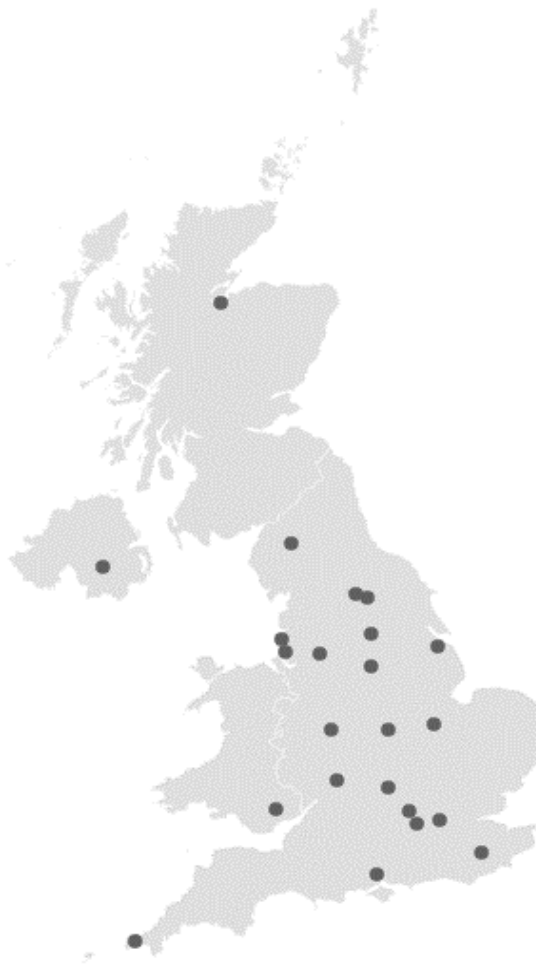
Fresh & Table Local Model



Plant Bread and Dairy



Our Bread & Dairy Suppliers



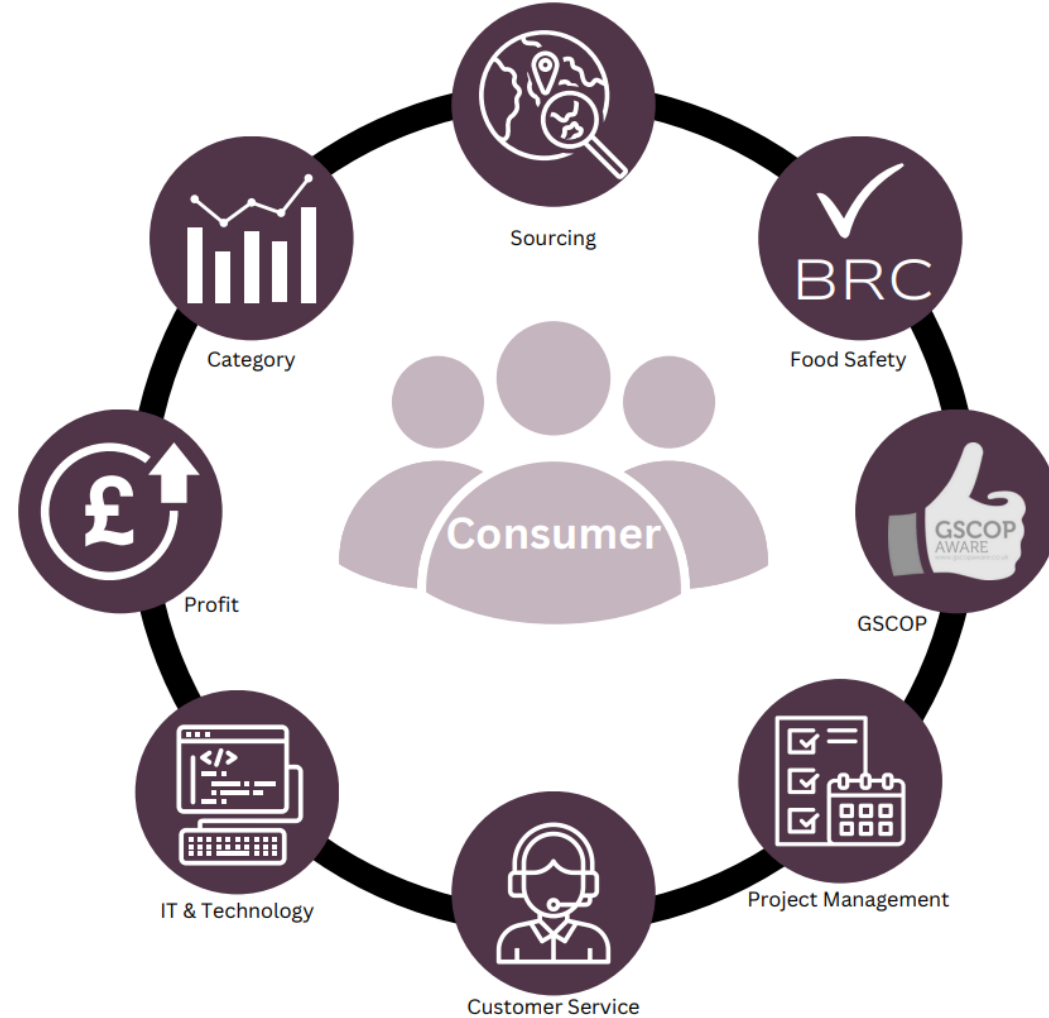
- Enterprise Foods entered the dairy market back in 2014 and since have grown our **supply base to cover the national arena**
- We offer **direct to unit and store delivered solutions** supplying Liquid Milk, Cream and many other dairy products in varying sizes

Grandpa Jacksons

- Fairy Cakes
- Squares
- Swiss Rolls
- Loaf Cakes
- Round Cakes
- Caterpillar Cake




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





Sourcing / GSCOP

Constantly expanding our supplier base to meet customer & consumer needs

- *We understand that product needs and trends change and we are always on the look out for great new suppliers.*
- *We have a portfolio of over **+500 suppliers**.*
- *We are all fully trained in **Grocery supply code of Practice**  and have the processes and systems in place **to ensure trading compliance**.*

What this means for you

- *You will have access to a list of +500 Local Suppliers and their great products*
- *Saving valuable time and resources*
- *All in line with GSCOP regulations.*



SAFETY

Your supply chain is fully accredited and managed.



- We are certified **AA** against the **BRC Global Standard for Agents and Brokers**.
- Dedicated Food Safety Team who are first in line for all your suppliers.
- We collate and co-ordinate all customer complaints, recalls/withdrawals.
- We ensure traceability and provenance of all our products

What this means for you

- You have the confidence that their **supply chain is fully managed**, and all products supplied through Enterprise Foods are **safe, legal and of expected quality**.
- You will have access to a list of **pre-approved accredited suppliers**, resulting in **increased efficiency and profitability**.
- Administration costs are minimised as we buffer you from all but the essential matters



PROJECT MANAGEMENT

Your supply chain is fully supported.



Project Management

- *We have a Project Management team to provide support to all key projects*
- *PRINCE2 trained, with PRINCE2 principles applied across the business*



What this means for you

- *You have the confidence that your **commercial projects** are fully supported with regular meetings, clear agendas, minutes, critical paths and dashboards*
- *This allows you peace of mind that **projects are run smoothly**, resulting in **increased efficiency and profitability**.*
- *Administration costs are minimised as we buffer you from all but the essential matters*



SERVICE

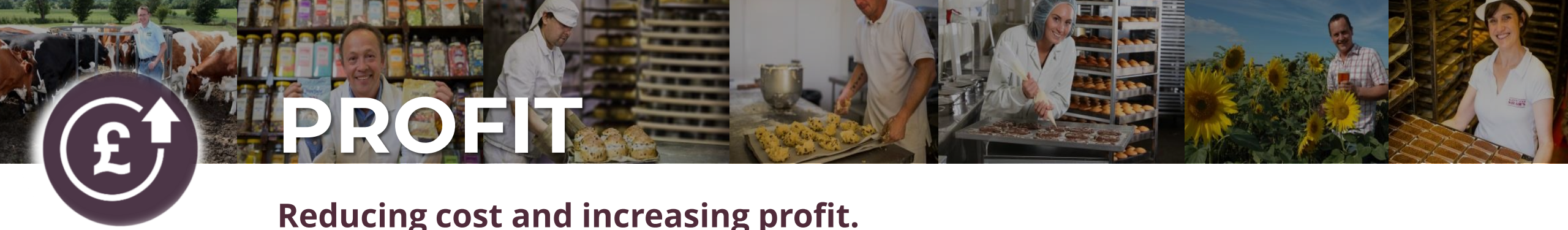
Our teams know and understand your business.

- We have a dedicated **Contact Support team** with account executives dedicated to your account.
- Suppliers have access to our **Supplier Portal** to where they can download orders, upload invoices, review remittances along with many other reports and functions.
- We know how important strong relationships are and we do our best to make sure our customers and suppliers build relationships with the key points of contact within our business support teams and field representatives.



What this means for you

- Simplifying the complexity of dealing with multiple customers and suppliers
- Buffering you from all but the essential matters.
- Giving you a direct line of contact to answer any questions and queries that you have.



Reducing cost and increasing profit.

- *Consolidating product spends across all customers and suppliers.*
- *We deliver category target margins for customers.*
- *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 suppliers management*
- *Local products increase basket spend and are a destination shop*

What this means for you

- *Because of our buying scale with local producers, we are able to get you very competitive prices.*



Category

Growing sales and reducing waste.

- *Crucially, Enterprise Foods has a dedicated **category management team** with data analysts and supply chain analysts along with a dedicated **trade marketing team** positioned to grow both our customers and suppliers sales.*
- *We work in line with our partners to develop unique category and marketing plans through joint business planning based on our expertise in local.*

What this means for you

- *Making use of our expertise and access to data to grow your sales and reduce waste.*



SIMPLICITY

Simplifying the complexity of dealing with multiple customers and suppliers.

- *We make the difficult and complicated look easy. The supply of local products can be very complicated with **short shelf life products**, **small order volumes** and **varying levels of logistic capabilities**.*
- **Centralised ordering, invoicing and payment**
- *We have a dedicated business support and invoicing team to handle all processes*
- *IT systems that have been uniquely and continuously developed to efficiently and effectively process orders and payments.*

What this means for you

- *Having Enterprise Foods manage the supply chain of all your local suppliers makes it simple.*
- *Substantially reduced and simplified supplier purchasing administration.*
- *We have made investments in our IT systems so you don't have to*

Our Customers

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



*4,000 Contracting Catering units pre covid

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 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 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."