



# Belgian Pork Group

## The leading pork processor in Belgium

Company presentation  
December 2018



# INTRODUCING THE BELGIAN PORK GROUP

## Belgian Pork Group positioning

- 1. High quality, internationally appealing and broad pork meat product portfolio
- 2. Strong partner for domestic and international customers
- 3. Strategically located, customer dedicated and highly certified production facilities
- 4. Partnering with farmers ensuring continuous supply, quality and traceability
- 5. Fully dedicated to food safety, transparency and animal welfare
- 6. 4<sup>th</sup> generation family owned company, strong organisation with skilled employees

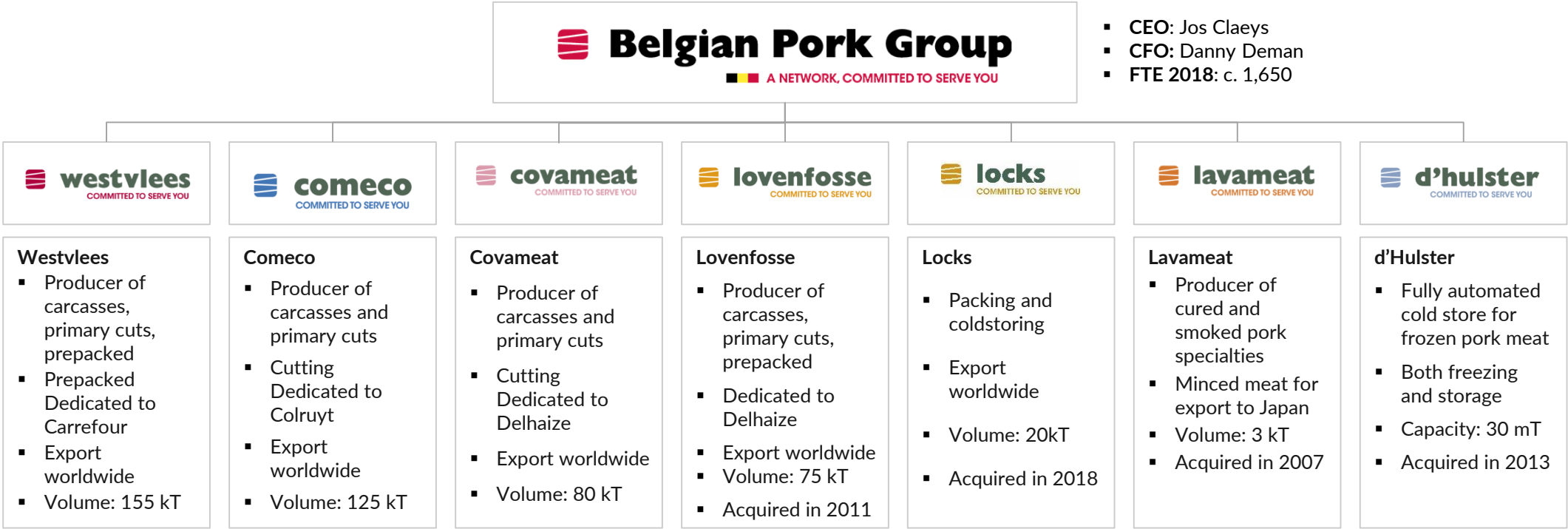


Founded in 2015 by combining  
Westvlees and Covalis  
Majority shareholder  
Family (80+%)  
Consolidated net sales 2018LE<sup>1</sup>  
EUR 750m

We serve our customers with the highest quality pork meat products whilst ensuring sustainable production of pork and strengthening our market position in a cost-effective way

# A LEADING NETWORK OF SIX DEDICATED PRODUCTION COMPANIES

## Group overview



The Belgian Pork group has a rich history and a proven track record in slaughtering, cutting and processing over 4 m pigs per year

# PRODUCT PORTFOLIO

## Product portfolio

**Belgian Pork Group**  
 A NETWORK, COMMITTED TO SERVE YOU

Slaughtering third parties



8% of slaughtering

5th Quarter




68 kT  
70% Fresh / 30% Frozen

Pork cuts<sup>1</sup>



135 kT  
80% Fresh / 20% Frozen

Carcasses

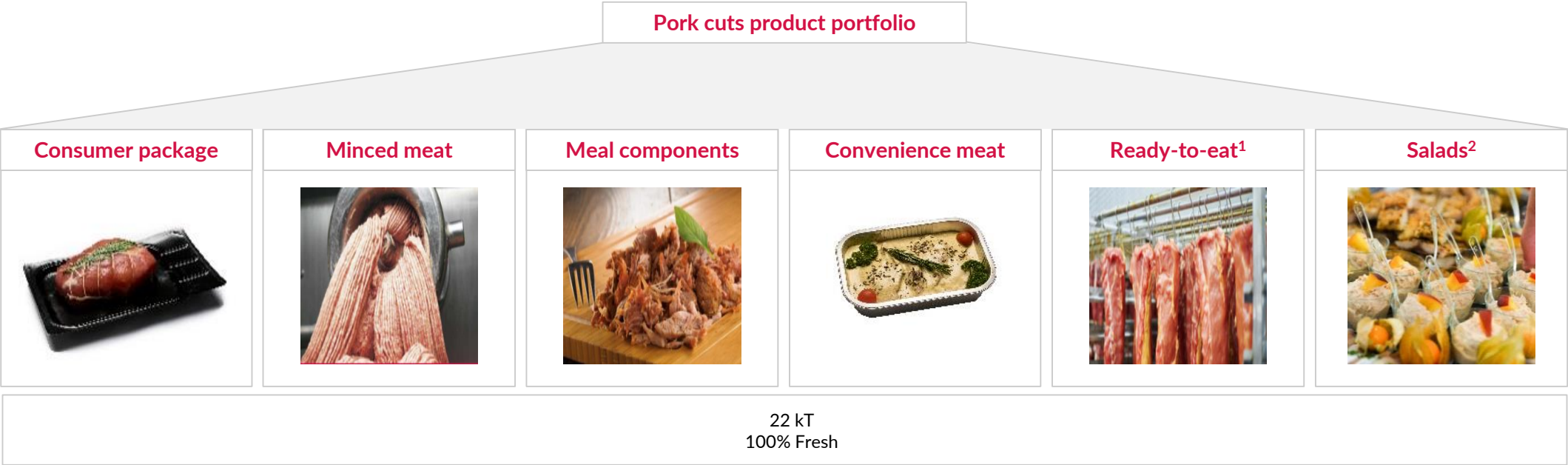


165 kT  
100% Fresh

We offer a high quality, internationally appealing and broad pork meat product portfolio ranging from carcasses and primary cuts to fresh and frozen further processed meat products

# PORK CUTS PRODUCT PORTFOLIO

## Pork cuts product portfolio



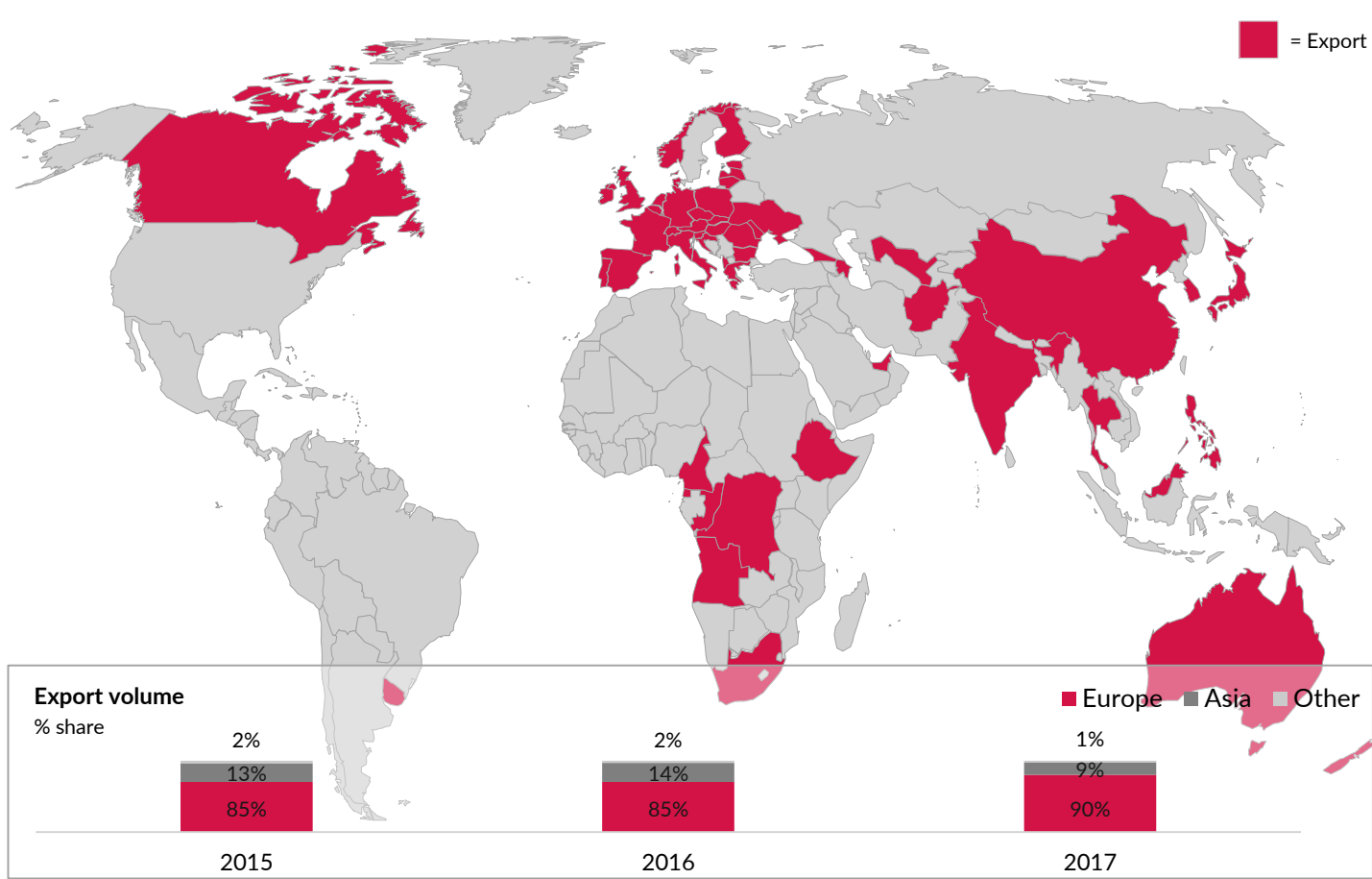
Our pork cuts are further processed into a wide range of high quality value-added meat products

# CUSTOMER BASE AND MARKET ACCESS

## Key customers



## Global export network



## Comments

- Domestic**
- ✓ Strong exclusive partnerships with leading retailers
  - ✓ Dedicated factories for specific clients
- International**
- ✓ Worldwide market access with >50 export countries
  - ✓ Key export markets are China, Korea, Japan, Australia, New-Zealand, India and Malaysia
  - ✓ Factories for specific export markets
  - ✓ Belgian Pork Group possesses three PRC licences to export to China

We leverage strong partnerships with leading domestic and international customers and have a global distribution network

# PRODUCTION FACILITIES AND CERTIFICATES

## Manufacturing footprint



- Westrozebeke, BE**
- Carcasses (30%), cutting (70%)
  - 26k slaughtered pigs per week
  - PRC certified



- Staden, BE**
- cured and smoked pork specialties
  - Minced meat for export to Japan



- Wijtschate, BE**
- Carcasses (68%), cutting (32%)
  - 18k slaughtered pigs per week



- Moorslede, BE**
- Freezing & storing
  - 600 ton/week freezing, storing capacity of 3 kton
  - PRC certified



- Meer, BE**
- Carcasses (79%), cutting (21%)
  - 21k slaughtered pigs per week
  - PRC certified



- Aubel, BE**
- Carcasses (34%), cutting (66%)
  - 12k slaughtered pigs per week
  - PRC certified



- Ghent, BE**
- Packing & coldstoring
  - 350 ton/week packing and storing
  - PRC certified



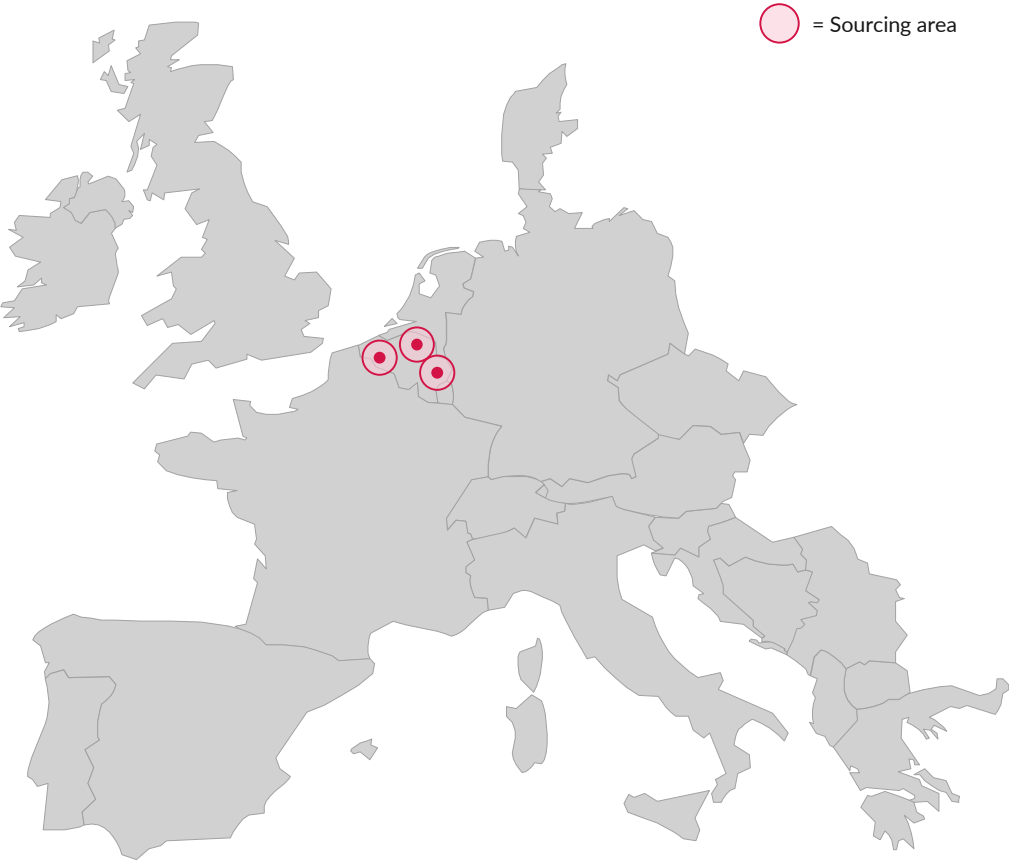
We operate six strategically located, state-of-the-art production facilities certified to highest industry and veterinary standards

# LIVESTOCK SOURCING

## Sourcing highlights

- ✓ **We control supply through direct sourcing**  
Our large cooperative network of farmers warrants continuous supply
- ✓ **We source regionally (buy Belgium)**  
Significant part is sourced regionally from farmers directly within a radius of 30km
- ✓ **We regard farmers as key partners**  
Our farmers are part of our capital structure and vital to supply continuity / traceability
- ✓ **Breeding occurs through our specifications**  
We impose strict specifications on the breeding scene we work with
- ✓ **We provide veterinary support**  
Our farmers are supported by our own veterinaries to ensure quality
- ✓ **We are advocates of anti-biotic free**  
At the farm, pigs are screened on anti-biotics before entering our facilities

## Key sourcing areas



We control raw material supply through partnering with dedicated farmers ensuring continuity, quality and animal welfare



# OUR COMMITMENTS

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## Our commitments



### We are committed to

- ✓ Strong customer relationships
- ✓ Tailor-made solutions for win-win partnerships
- ✓ New Product Development
- ✓ R&D
- ✓ Continuous investment in automation and capacity
- ✓ Diverse possibilities of labelling and packaging products



### We present answers on

- ✓ Animal husbandry and welfare
- ✓ Environmental impact
- ✓ Health implications
- ✓ Flexitarianism



### We do so by a custom approach

- ✓ Stimulation
- ✓ Chef
- ✓ Convenience
- ✓ Taking care
- ✓ Enjoying life
- ✓ Impulsiveness

**We are in the meat business which requires integrity and transparency and does not allow mediocrity**

## Our 4P's approach

The “Taste & Welfare Guaranteed” label is the result of years of dedication...

...to human and animal welfare, quality and sustainability



### Planet

Our “Taste & Welfare guaranteed” label stands for concrete actions to reduce our ecological footprint



### People

Our people are our key assets and ambassadors. We make sure that they can prosper in a safe and positive environment



### Pig

Our health management is based on improving overall welfare and quality of the pigs



### Product

With respect for tradition and craft we provide our clients with products of superior quality and great taste


The “Taste & Welfare Guaranteed” quality label guarantees our partners, clients and consumers that our meat is of excellent quality, has a superior taste, and is produced with the highest respect for the environment




# COORDINATION AND CONTROL STRUCTURE

## Coordination and control team


**Jos Claeys (1966)**  
*Chief Executive Officer*  
*4<sup>th</sup> generation*




**Danny Deman (1967)**  
*Chief Financial Officer*  
*Since 1990*



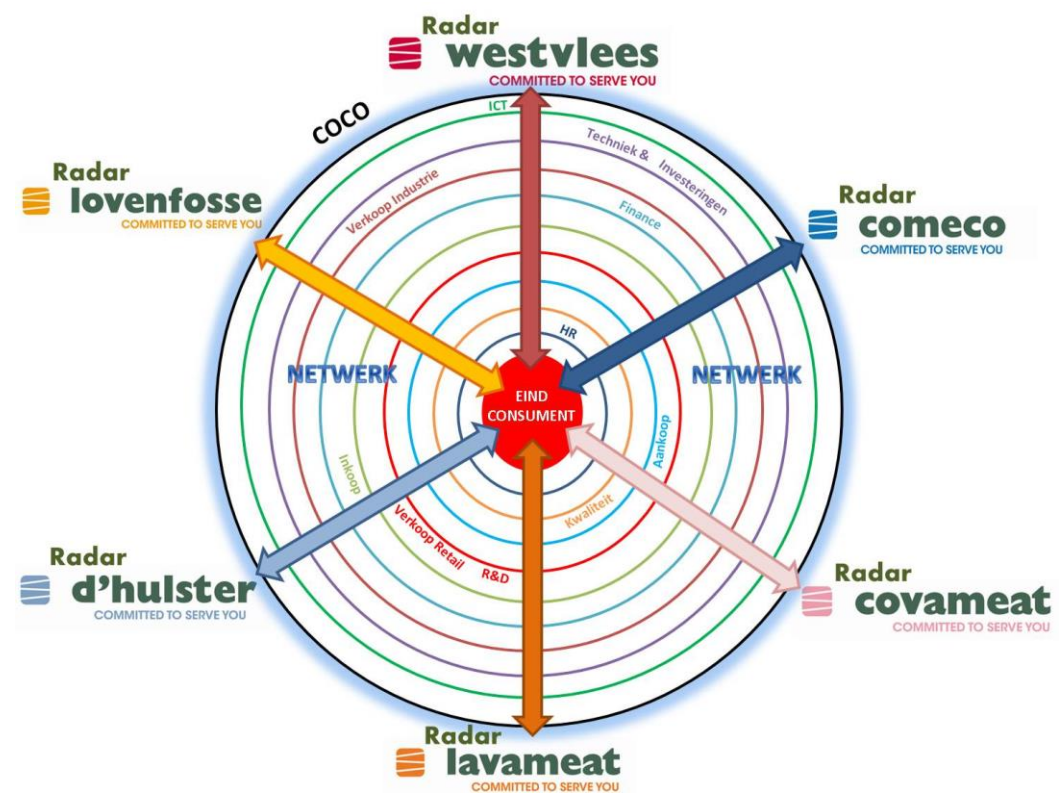
**Chris Hamerlinck (1969)**  
*Chief Operating Officer*  
*Since 1991*



**Luc Verspreet (1959)**  
*Chief Commercial Officer*  
*Since 1984*



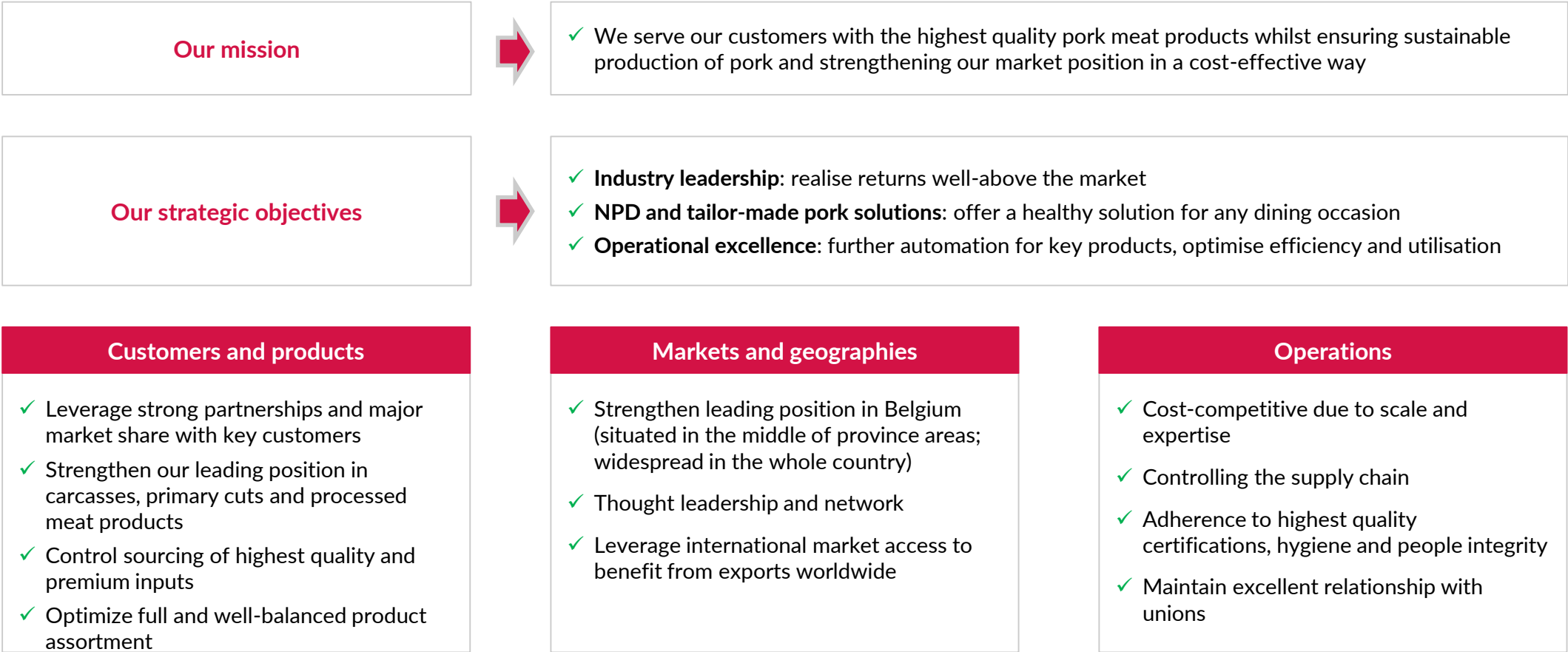
## Organisational structure



Our management team embodies a wealth of pork processing experience and is backed by a strong organisation with skilled employees

# CUSTOMER FOCUSED STRATEGY

## Growth strategy towards 2022



The Belgian pork group has enacted a customer focused strategy to deliver sustainable growth towards 2022



