

**PRESS RELEASE**

**INALCA FOOD & BEVERAGE INTRODUCED ITS NEW INDUSTRIAL PLAN AND KEEPS FOLLOWING ITS FOREIGN EXPANSION PATH THROUGH STRATEGIC ACQUISITIONS**

**IF&B takes part to Cibus, where it will have the opportunity to explain to buyers and customers its development strategy  
INALCA STAND A-014 / Hall 3**

Castelvetro di Modena, May 9<sup>th</sup> 2016 – Inalca Food & Beverage, a company controlled by Inalca Spa (Cremonini Group) and specialized in the international distribution of traditional Made in Italy food & beverage products, has added an important piece to its organization by reaching an agreement with the Italian leader in the food service distribution. According to this agreement, IF&B has the exclusive right to market abroad the distributor's products and may count on a catalogue of more than 7.000 products, always in stock.

Thanks to this operation, IF&B will be able to grow even faster, to provide a more complete service to its clients and foreign subsidiaries and to optimize every production process, from order to delivery.

IF&B, taking advantages from the unique know how of Cremonini Group, leader in the food & beverage distribution sector in Italy, Russia and Africa, is specialized in providing a complete service to small and medium producers, that usually are unable to handle the exportation activities, guaranteeing the highest efficiency (products procurement, custom activities, logistics, commercial and distribution partnership with importers and local distributors, all around the world).

**The growth in the Asian market**

After the setting up of the US and Cape Verde subsidiaries, IF&B aims at becoming the leader in the fast growing and fragmented Asian food & beverage distribution market, focusing on the medium-high segment of the Ho.Re.Ca channel. The growing strategy consists of acquiring local distributors or making partnerships with IF&B operators to speed up their growth.

Nowadays in Asia, IF&B has two branches in **China** and in **Thailand** has recently acquired 3 companies specialized in the Italian food & beverage products distribution. In **Malaysia**, another important country in this area, IF&B has acquired in March 2016 the majority of equity of one Italian products distributor.

IF&B is working also on other two important deals with an Australian company specialized in the import/distribution mainly of cheeses and cure meats and with the Italian food market leader in the Canary Islands. Other business opportunities are coming up in Singapore, Vietnam and Philippines.

Furthermore, in order to grant a much more complete service to its subsidiaries and also to clients with special needs, IF&B has acquired the majority of Pappabuona.com s.r.l., a company specialized in the air-freight delivery of high perishable fresh products (such as cheeses, truffles and meat).



*Inalca Food & Beverage is a subsidiary of Inalca Spa (Cremonini Group), specialized in the international distribution of traditional Made in Italy food products. Born in 2012, IF&B represents a central platform that covers all the distribution supply chain. Its mission is to simplify the exportation of Italian agro-industrial products, relating small and medium producers with foreign importers and distributors, working mainly in the B2B sector. Currently IF&B has subsidiaries in USA, Cape Verde (3 branches), Thailand (3 branches), Hong Kong, China (2 branches), Malaysia, Mexico. It manages a catalogue of more than 10,000 items that represent the Italian excellences.*

#### ***Inalca S.p.A.***

*The company, part of Cremonini Group, European leader in beef, cured meats and snacks production, and food products distribution in foreign markets, is one of the few Italian companies to control the entire production chain. The company, participated by the Italian Strategic Fund and other sovereign funds through IQ Vehicle Made in Italy Investment Company, in 2015 reported revenues of 1.47 billion Euro, of which 50% abroad. It has an international presence with **14 production plants** (including **9 in Italy, 2 in Russia, 2 in Angola and 1 in Algeria**) and **22 logistic distribution platforms** (**6 in Russia and 16 in Africa**, positioned in **Angola, Algeria, Congo, Democratic Republic of Congo, Mozambique and Ivory Coast**). Inalca commercializes annually more than 500,000 tons of meat, produces 100,000 tons of hamburgers, 200 million cans, with 7,200 product references (with **Montana, Manzotin, Ibis and CorteBuona** brands) and 4,150 collaborators.*

#### ***Cremonini Group***

*Cremonini, with over **9,000** employees, and a turnover in 2015 of over 3.4 billion Euro, of which about 35% generated abroad, is one of the largest food groups in Europe and operates in three business areas: **production, distribution and catering**. The Group, founded in 1963 by Luigi Cremonini and based in Castelvetro di Modena, is leader in Italy in the production of beef and processed meat (**Inalca, Montana, Manzotin, Ibis**) and the commercialization and distribution of food products to the foodservice (**MARR**). It is leader in Italy in train stations buffets, vaunts a significant presence in the main Italian airports and motorway catering and is the leading European operator in the management of on-board train catering (**Chef Express**). It is also present in commercial catering with its steakhouse chain branded **Roadhouse Grill**.*

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