

TotalProduce™

Let's Grow Together

Local at Heart, Global by Nature



Delivering The
Best of Both Worlds



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Strong Foundations

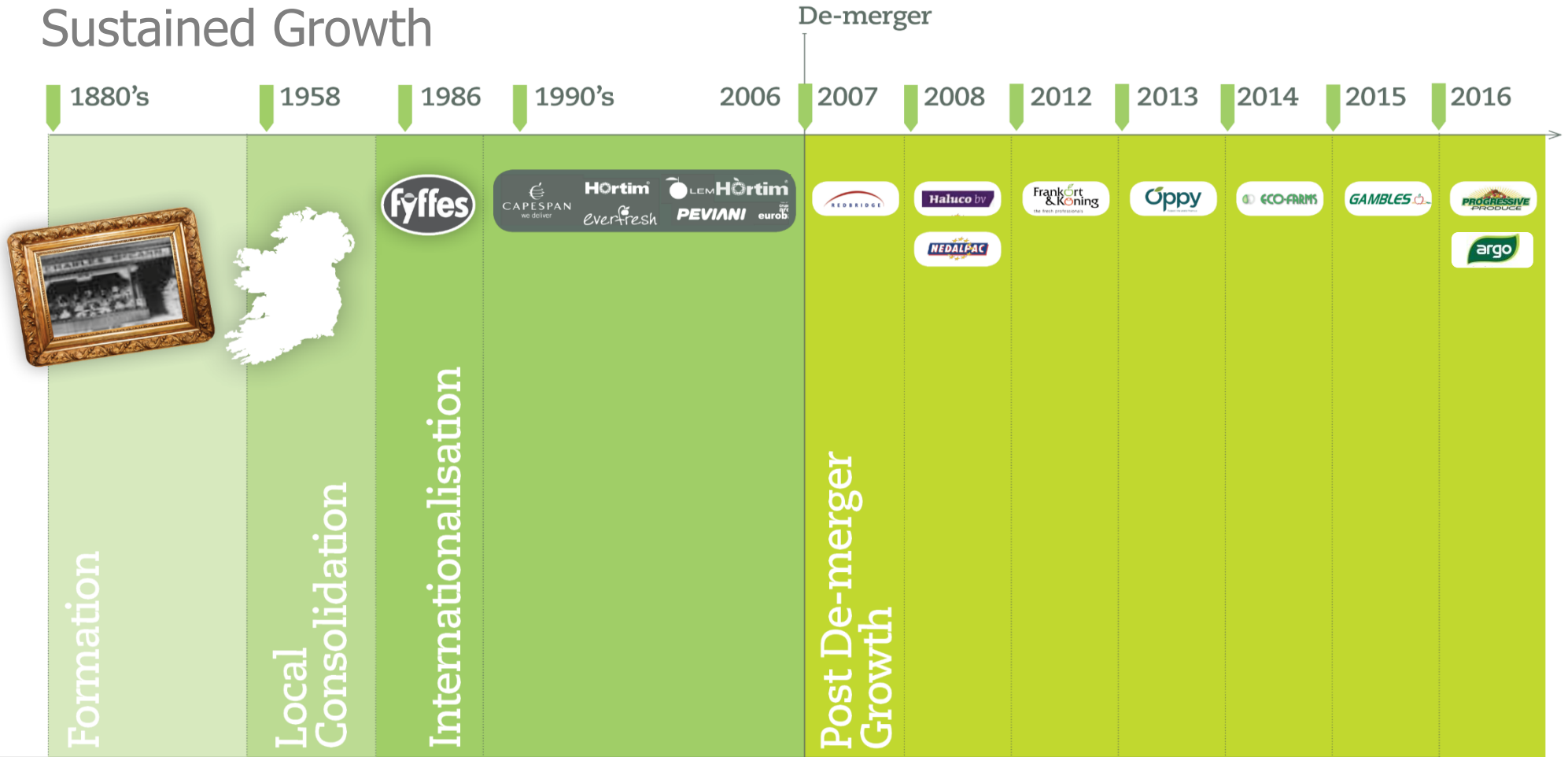
Mission Statement

At Total Produce, we strive to translate our competitive advantages: our **people**, our **growers**, our **infrastructure**, our **relationships**- into value for our customers; delivering to them a **superior service** and to the consumer **produce which exceeds expectations**. We do this secure in the conviction that, through ever evolving **operational excellence**, we will **continue to grow**- and deliver to our all our stakeholders, equitable, industry-leading returns.



Strong Foundations

Sustained Growth



Extending Our Global Footprint

The America's



Canada

2013: Canadian Fresh Produce Company headquartered in Vancouver



2015: Canadian Fresh Produce Company based in Toronto



USA

2014: Californian based Avocado marketer and distributor



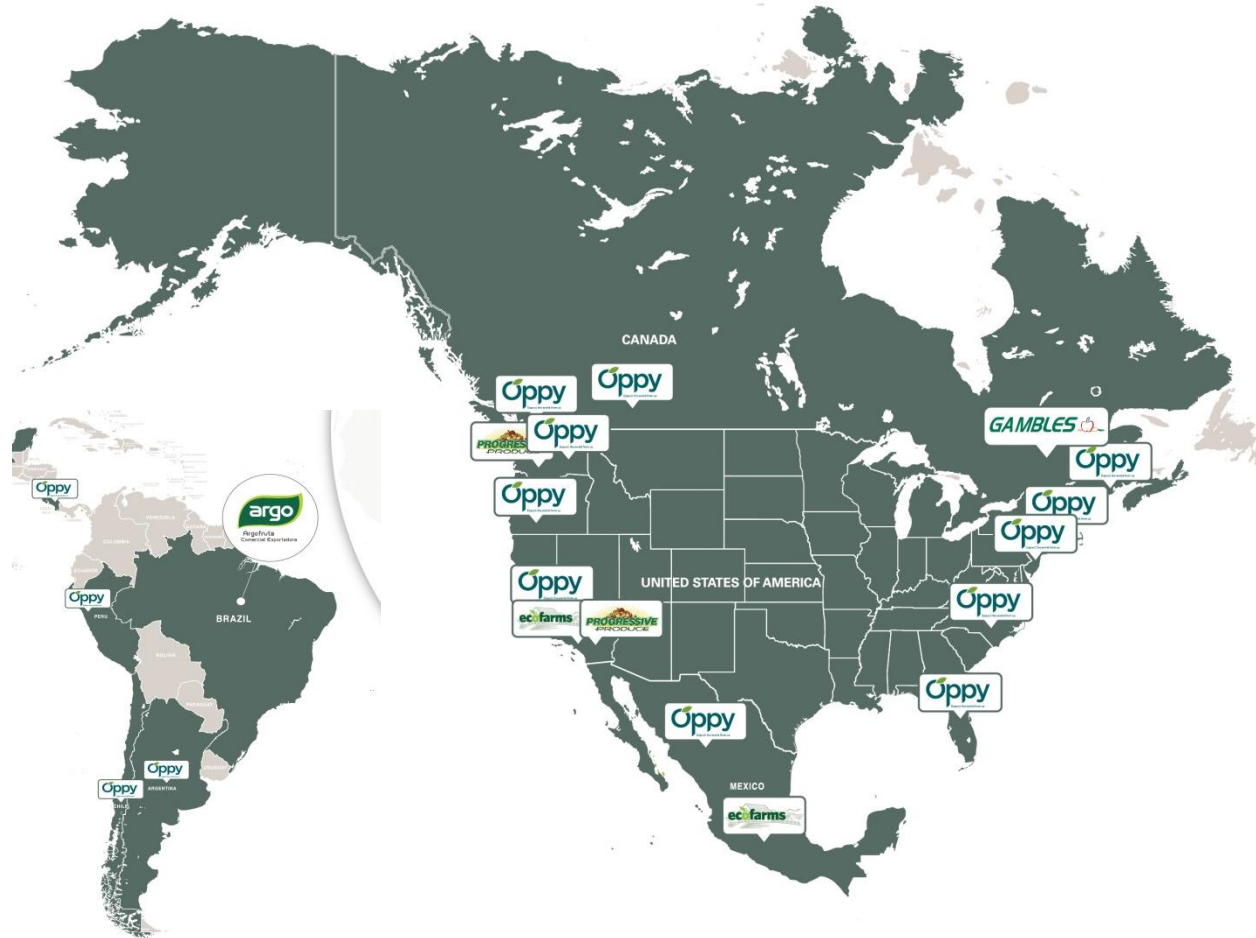
USA

2016: Progressive Produce LLC, headquartered in Los Angeles, California. Progressive Produce is a grower, packer and distributor of conventional and organic produce to the retail, wholesale and foodservice sectors in the U.S. and Canada.

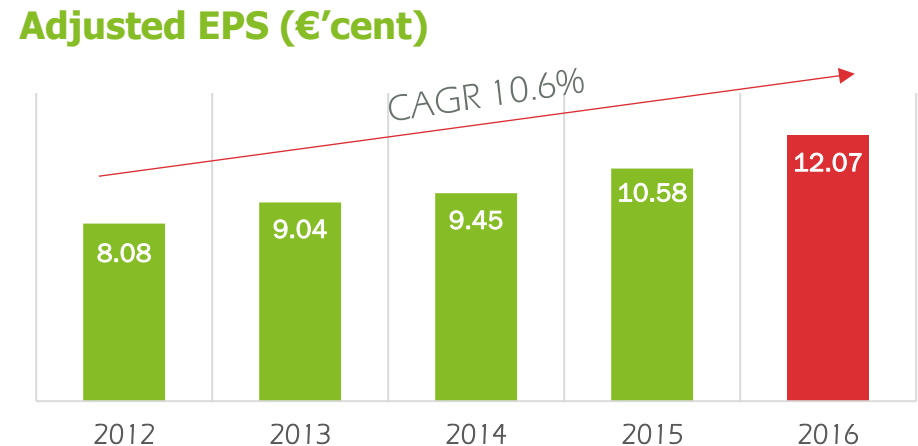
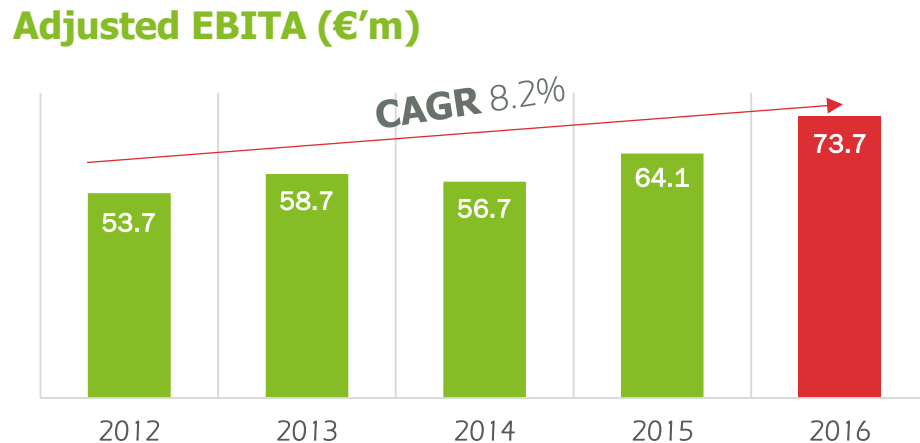
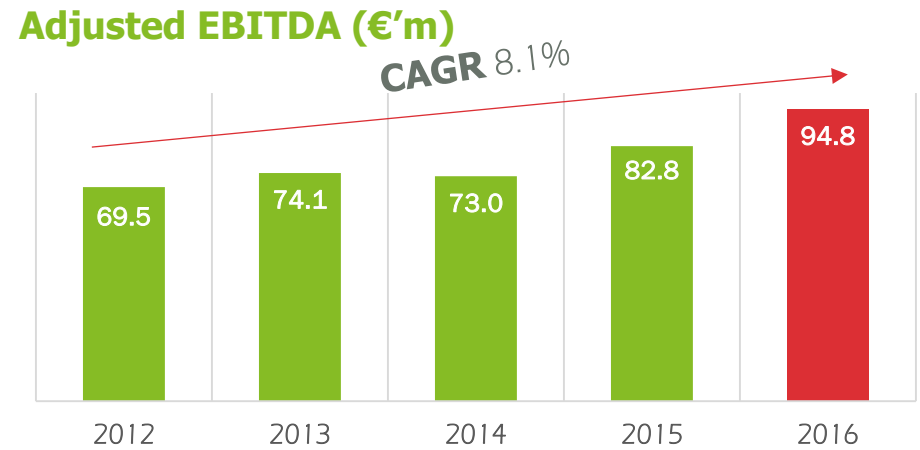
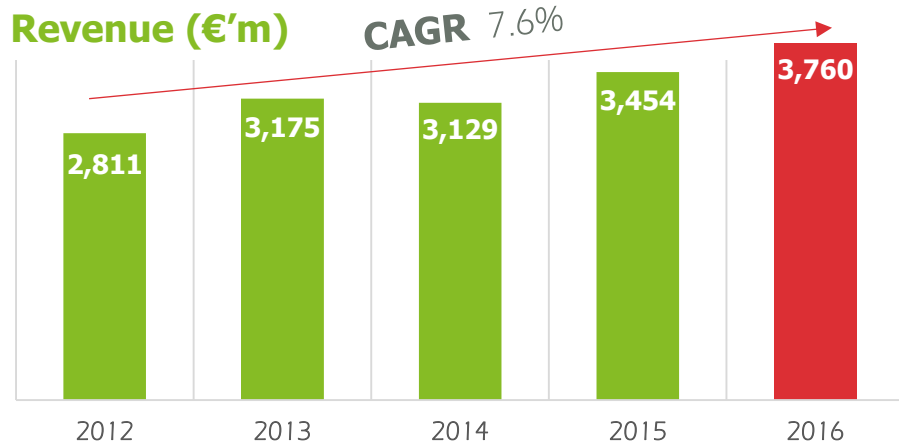


Brazil

2016: Argofruta Comercial Exportadora., Headquartered in Petrolina , San Francisco Valley.



A Reliable, Transparent Partner- 5 Year Summary (2012- '16)



Company Overview

Our Group In Numbers

People

5500+

Operating Facilities

138

Countries

26

Cartons of produce
distributed annually

350m+

Sales

€3.76bn

EBITDA

€95m

10

- Total Produce- 2007-2017
A decade of progress.

5

- A top 5 global fresh produce
company.

1

- Ireland, UK, Sweden, Netherlands,
Denmark, Spain, Czech.

Our
Supply
Chain

1



Growing and
New Product
Development

2



Sourcing

3



Agronomic
Support

4



Importation
and Quality
Assurance

5



Storage, Order
Assembly
and QC

6



Distribution

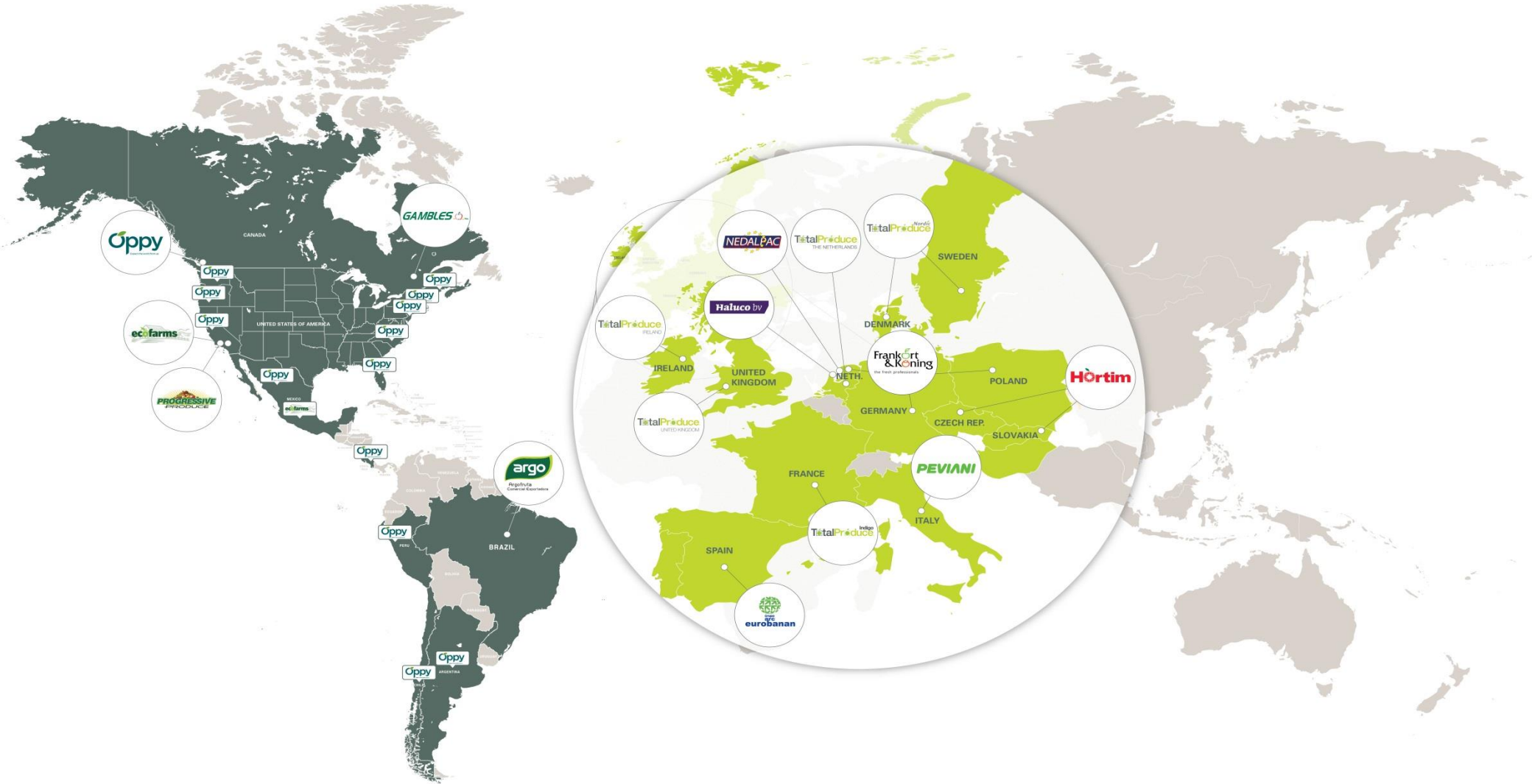


Group Operations

Local at Heart, Global By Nature; Delivering the best of both worlds.

Our Global Reach

Local at heart, Global by nature



Local At Heart, Global By Nature

How We Do Business



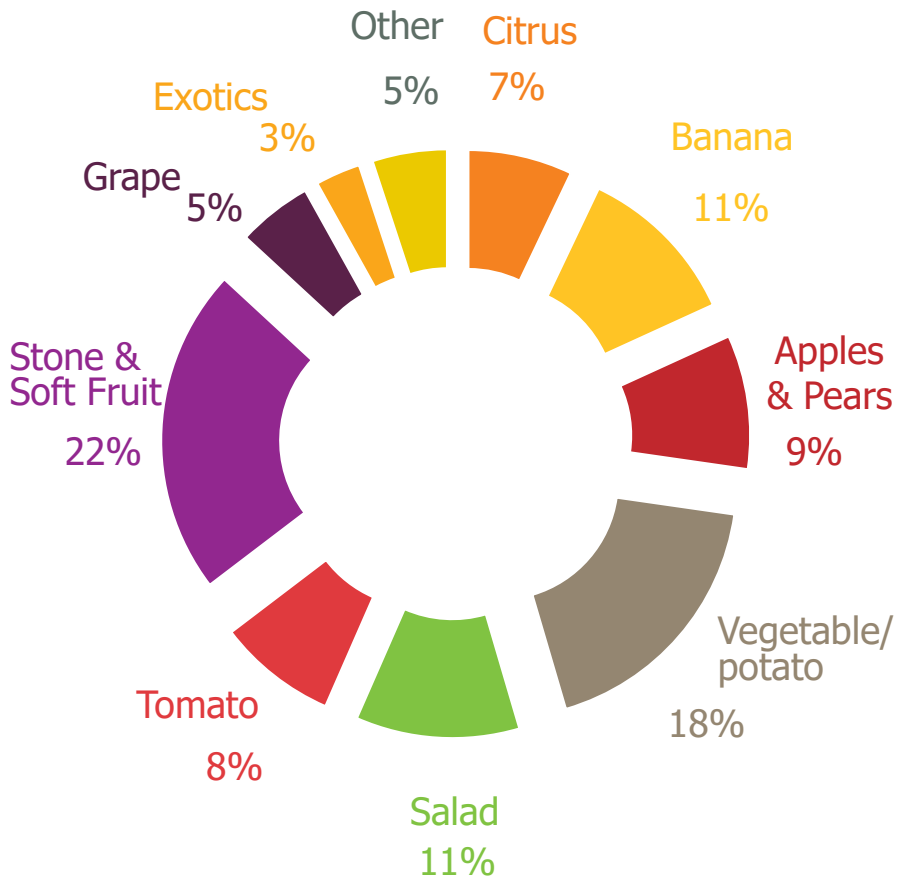
Delivering the
Best of Both Worlds



Adding Value To The Supply Chain



Cross Category Expertise





Why
Total Produce ?

Why Do The Best Growers Prefer To Work With Us?

Constructive partnerships.
Responsible trading practices.
Commercial & Technical support.
On the ground presence.

Flexibility...

- **Multiple markets, Multiple sectors, Multiple categories.**

Collective Procurement...

- **High volumes, Predictable programmes.**

Commercial Stability...

- **A plc- Financial transparency.**
- **Investment capacity, Financial security.**



Why Do The Best Growers Prefer To Deal With Us?

The Way We Do Business...

- **Long term, personal relationships.**
- **Agronomic support.**
- **A direct, efficient route to market; minimising market prices.**
- **Responsible, reliable trading practices.**
- **Localised, expert market knowledge.**
- **Contingency / Crisis Management.**



GLOBALG.A.P.



Why Do The Best Retailers Prefer To Work With Us?

**Extracting costs,
Adding value.**

**Category
Management
specialists.**

**Consumer
focused.**

**Local at heart,
Global by nature.**

The Fundamentals...

- **The right growers from the right regions at the right time.**
- **Integrated Quality Assurance: Seed to Store.**
- **Proven track record at meeting the most exacting Service Level Requirements.**



Why Do The Best Retailers Prefer To Deal With Us?

A Lean Supply Chain...

- **Investing- Extracting costs, Adding Value.**
- **Economies of scale, synergies & efficiencies.**

Category Management...

- **"Finger on the pulse" of local markets.**
- **Innovation; products, packaging, marketing.**



A Responsible Partner

Assuring Provenance, Adding Value

Total Produce e-Plan: Strategic Pillars

Efficiency

"We aim to build trust and integrity in the supply chain"

- Assess-Audit-Visit-Improve
- Create true partnerships; Trust, Reliability & Commitment in the supply chain
- Shorten the supply chain
- Share knowledge
- Embrace specialisation
- Quality & production management



Ethical

"We want to make a real difference"

- Audit & visit our suppliers
- Work together to improve working conditions
- Establish joint sustainability projects to achieve real progress



Environment

"We aim to reduce environmental impact"

- Help growers to reduce their impact
- Secure continuous development on our own sites
- Resource management and waste reduction



Eco

"We aim to develop the best eco products"

- Increased selection of organic produce
- Prioritise local produce



Our Commercial Strengths

Earning The Right To Grow



A Sustainable Business Model

Tried & Tested.
Building not just a bigger company, a better company.



Breadth Of Activities

Diversity across our global infrastructure.
Flexibility inherent across our Group operations.
Engagement across the supply chain.



Capacities & Global Reach

Existing & **evolving group core competencies** mirroring evolving global retail and consumer sector needs.



Specialisation

Bespoke solutions for individual customers and distinct markets and sectors. **Focused targeting** of niche markets, sectors and categories.

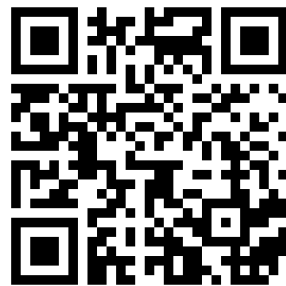


Collective Resources

The **critical mass** required to generate **economies of scale, efficiencies** and **synergies** and **value** for our global customer base.

Find Out More....

Scan the QR code to view short video profiles



Group Overview

Take a three minute tour of the Total Produce group; Reach, Range, Sources, Core Competencies, Collective Strengths, Local Expertise.

Investing In The Supply Chain

Take 90 seconds to watch the new Frankort & Koning CDC facility being completed in Venlo, the Netherlands in Spring 2016.

Innovation Across The Supply Chain

Take two and a half minutes to see how barge transportation & mobile labs yielding commercial and environmental dividends for Total Produce BV.

Working With Growers

Operating a "Local Produce First" policy, we work hand in glove with growers around the world. Take 3 minutes to visit Jim O'Rourke's farm in Dublin.

Engaging Retail Solutions

Take 90 seconds to take a look at Total Produce Smartstands utilising NFC and iBeacon technology to engage fresh produce consumers in-store.



Thank You