



# DELIVERING FOR OUR CUSTOMERS

An overview of Bunzl plc – March 2011





## What we do

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Bunzl is a leading specialist distribution group supplying a wide range of non-food consumable products to various customer markets including grocery, foodservice, cleaning and safety, non-food retail and healthcare



## Who we are

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- UK plc with HQ in London
- Listed FTSE 100
- Support Services sector
- Revenue £4.8bn (2010)
- Across 23 countries
- On 4 continents



## Where we come from

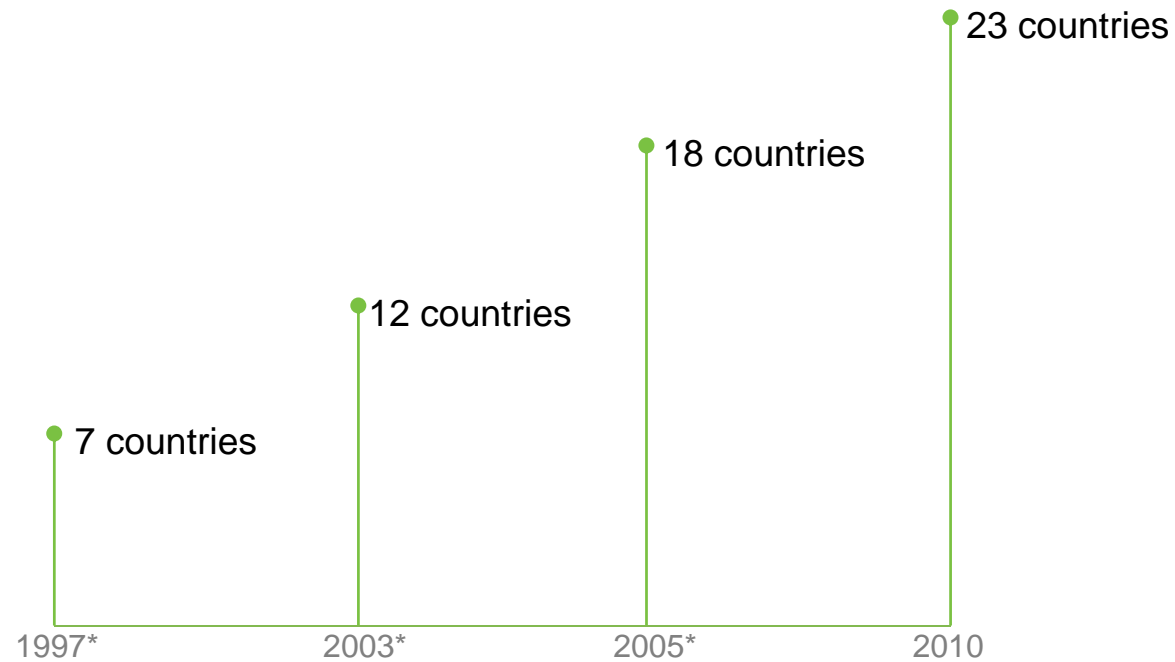
Moritz Bunzl registers a haberdashery business in Bratislava, now the capital of Slovakia.





# Geographic Expansion

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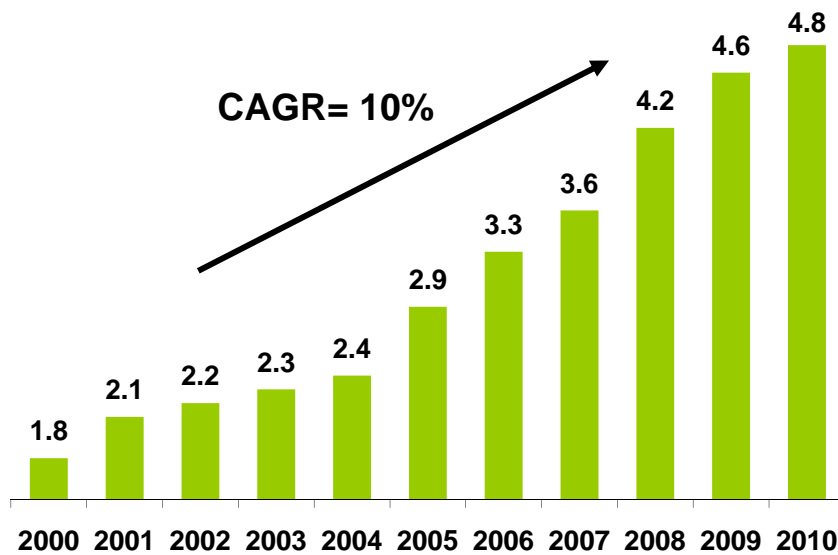
\* Continuing operations



# Growth Track Record

## Revenue (£bn)

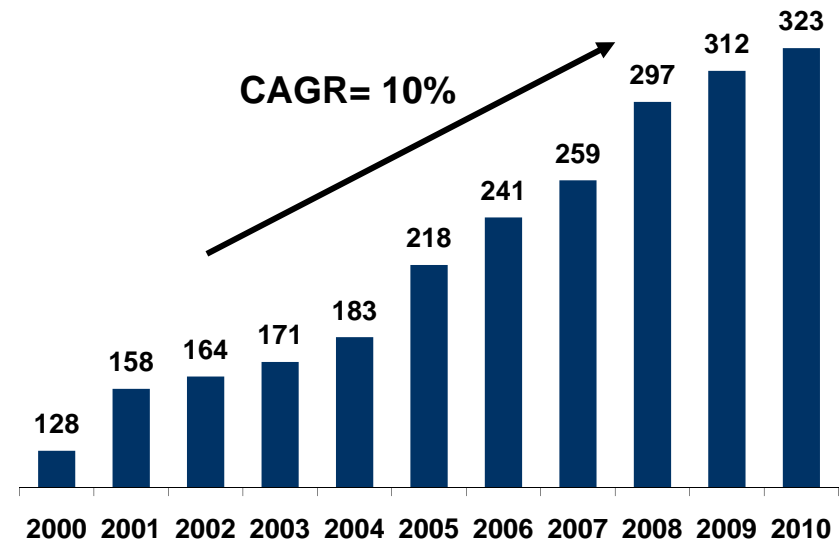
00-05 continuing operations



## Operating profit (£m)

Before amortisation and acquisition related and corporate costs

00-05 continuing operations



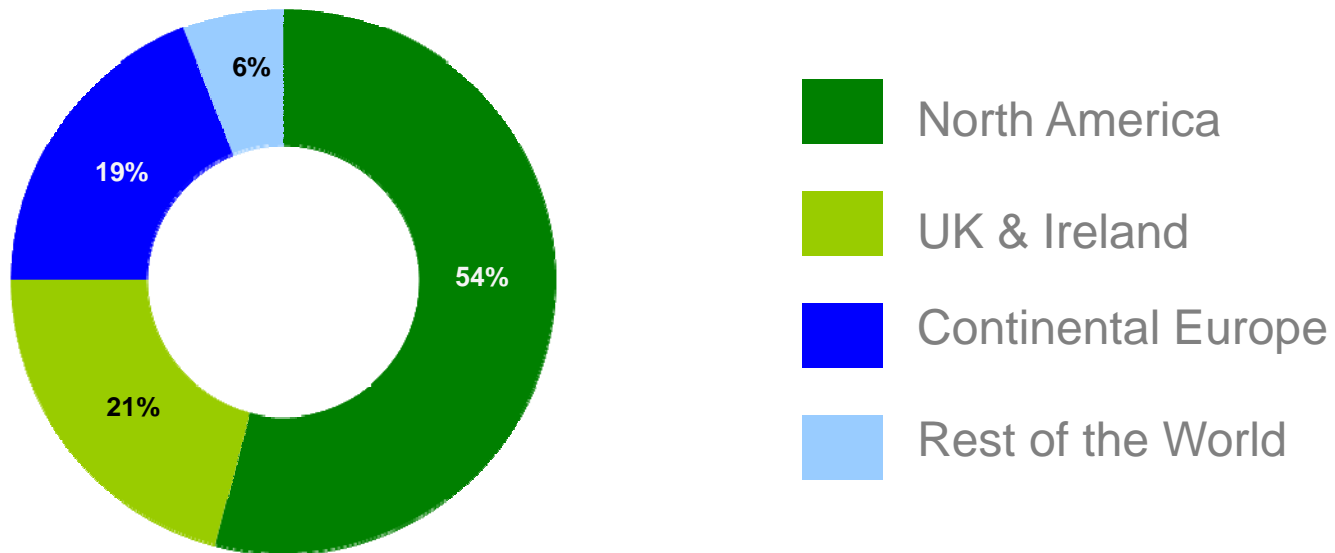
00-03 UK GAAP; 04 onwards IFRS



## Our Geographical Markets

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2010 revenue by business area





## North America



- HQ in St. Louis
- 2010 revenue £2.6bn
- 3,400 employees
- 75+ distribution centres
- Serving USA, Canada, Mexico and Puerto Rico

Some of our business and product brands in the region:



PRIME SOURCE®



GREEN SOURCE



R3 RELIABLE REDISTRIBUTION RESOURCE®



## UK & Ireland



- HQ in Epsom
- 2010 revenue £1.0bn
- 4,900 employees
- 80+ distribution centres
- Covering UK and Ireland

Some of our business and product brands in the region:



cleaning & hygiene supplies



keenpac



healthcare  
supplies and supply chain solutions



GREENHAM  
Safety & Workplace Supplies





## Continental Europe



- HQ in Amsterdam
- 2010 revenue £936m
- 3,100 employees
- 50 distribution centres
- 12 countries

*Belgium, Czech Republic, Denmark, France, Germany, Hungary, Israel Netherlands, Romania, Slovakia, Spain and Switzerland*

Some of our business and product brands in the region:





## Rest of the World

2010 revenue of £265m



Australia & New Zealand

- HQ in Melbourne
- 500 employees
- 20+ distribution centres

Brazil

- HQ in São Paulo
- 300 employees
- 11 distribution centres

Some of our business brands in the region:



catering supplies



food processor supplies

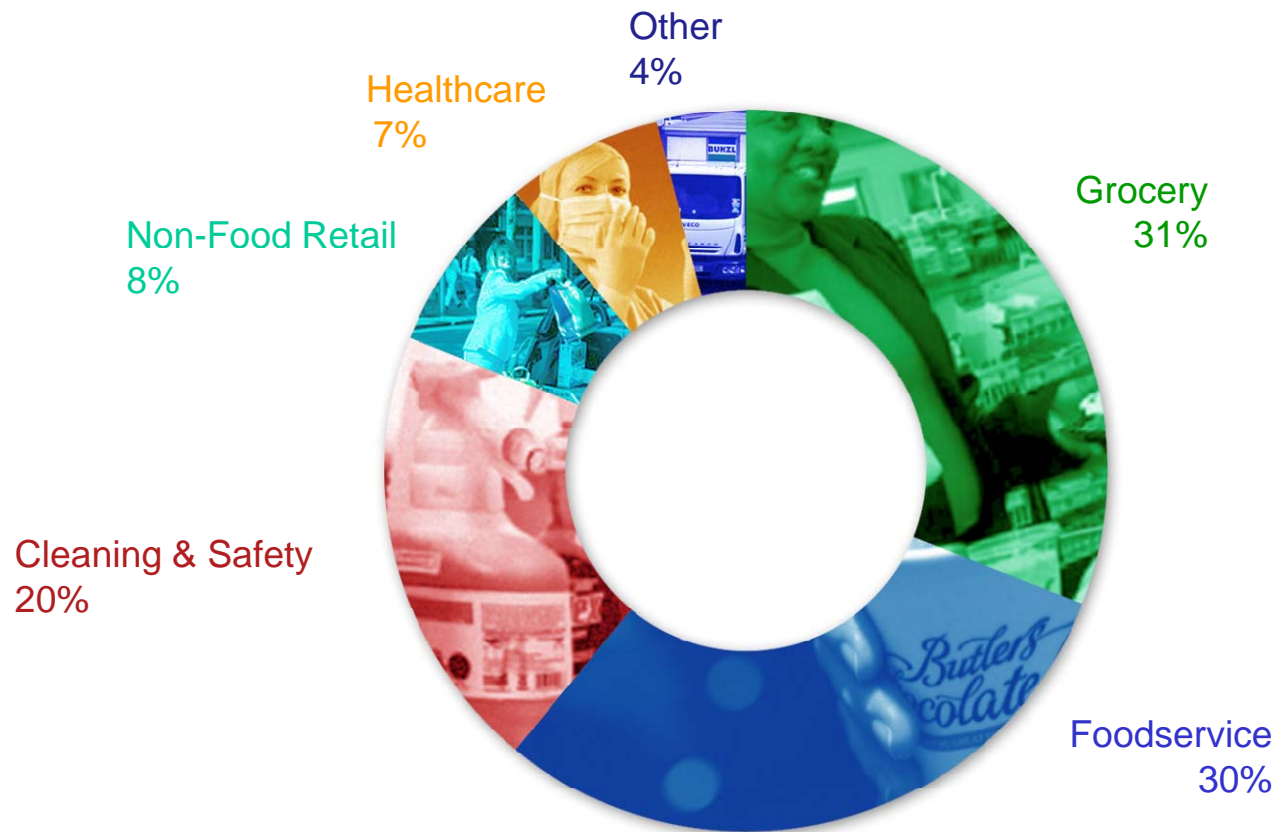


outsourcing services





# Markets We Serve 2010





## Our Distribution Process

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“One Step”

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## Grocery

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Bunzl is a leading supplier of **goods not for resale** (essential items the customer uses but does not actually sell) to grocery stores, supermarkets, retail chains and convenience stores

Products include: food packaging, films, labels, cleaning and hygiene supplies





Bunzl is a leader in the supply of **non-food consumables** to the hotel, restaurant, contract catering, leisure and food processor sectors

Products include: food packaging, napkins, disposable tableware, guest amenities, wide range of light and heavy catering equipment, cleaning and hygiene products and safety items



## Cleaning and Safety

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Bunzl is a leading supplier of **cleaning and hygiene materials** to facilities management companies, contract cleaners and other industrial and healthcare customers  
Products include: cleaning chemicals, hygiene paper and ancillary products

We also offer a wide range of **personal protection equipment** to customers in industrial and construction markets  
Products include: hard hats, gloves, protective footwear and clothing





## Non-food retail

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Bunzl supplies a comprehensive range of **goods not for resale** to department stores, boutiques, office supply companies, retail chains and home improvement chains

Products include: counter service packaging and a full range of cleaning and hygiene products

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**SEFRIDGES&CO**

**John Lewis**

macy's inc



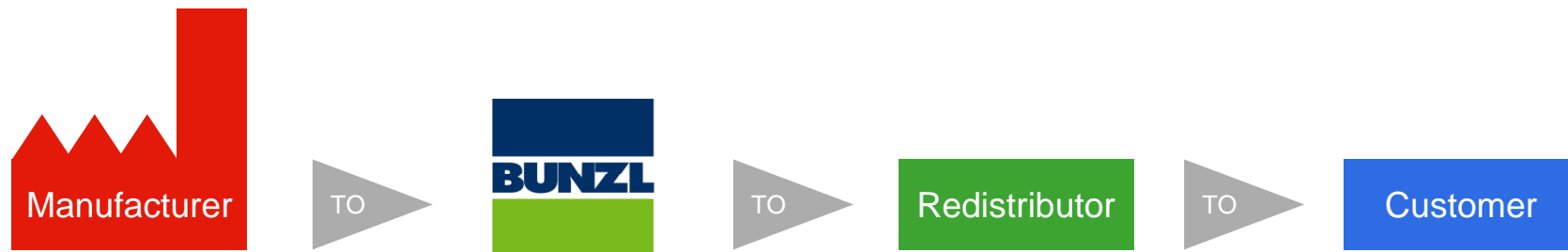
Bunzl supplies a comprehensive range of **disposable healthcare consumables** to the healthcare sector including hospitals, retirement and nursing homes and doctors' surgeries and clinics

Products include: gloves, incontinence products, swabs, bandages and gowns



## Our Distribution Process

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“Two Step”

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## Redistribution

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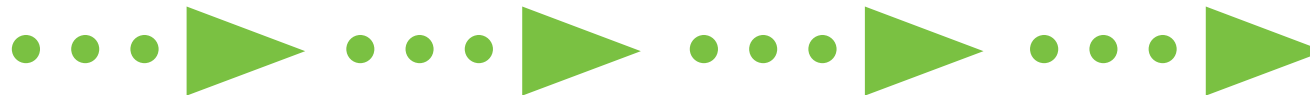


As a major wholesaler for non-food consumable products, Bunzl is also a provider of outsourcing solutions to multiple distribution segments, such as specialty food wholesalers, janitorial distributors, foodservice broadliners and other smaller distributors

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# Benefits to Customers: Our Supply Chain



Supported by an integrated I.T. platform



# Benefits to Customers: Global Procurement

Preferred suppliers



Sourcing



Own brands  
Commodities  
Low cost sources  
Eco-friendly products





## Benefits to Customers: Niche Products

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Responding to market requirements with environmentally friendly product ranges and continuously developing our “Green” product range

- Degradable
- Compostable
- Recycled
- Recyclable or reusable





## Benefits to Customers: Why Bunzl?

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By outsourcing the purchasing, consolidation and distribution of a broad range of non-food consumable products, our customers are able to:

- Focus on their core business
  - Achieve substantial purchasing efficiencies and savings
  - Free up working capital
  - Improve distribution efficiencies
  - Simplify their internal administration
  - Incorporate technological innovations into their organisation
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