



Key Facts 2018

2
CONTINENTS

55,000
POINTS OF SALE

28,000
CUSTOMERS

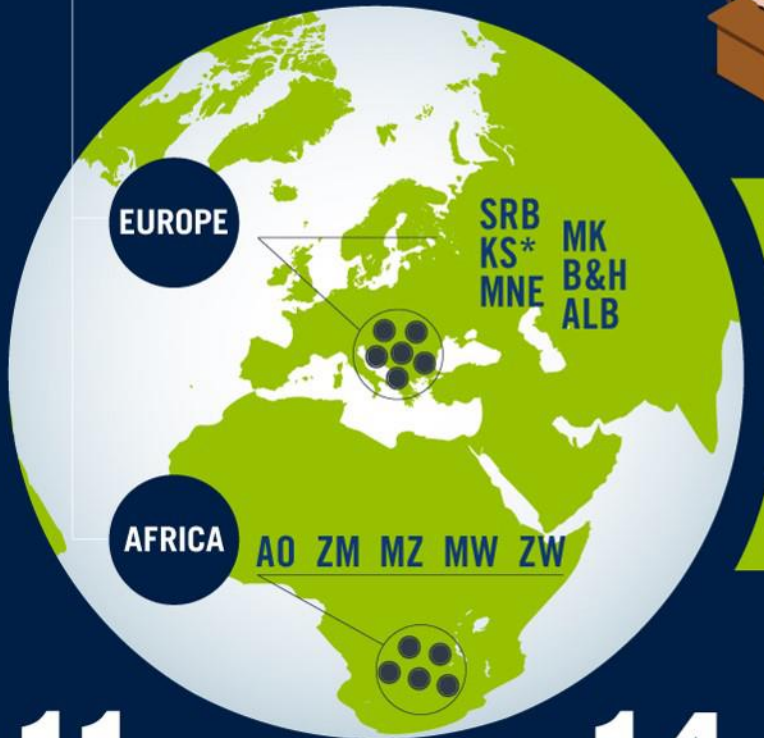
80+
PRINCIPALS

450 DELIVERY
VEHICLES
1,330
VEHICLES



3,900
EMPLOYEES

132,000m²
STORAGE
SPACE



11
MARKETS

14
COMPANIES

DISTRIBUTION & LOGISTICS

SRB **Nelt**

CG **Neregella** **Transit** **MK Nelt**

AFR **Nelt Africa**

BIH **Nelt** KS **Nelt** ALB **Albania Group**

OTHER BUSINESSES

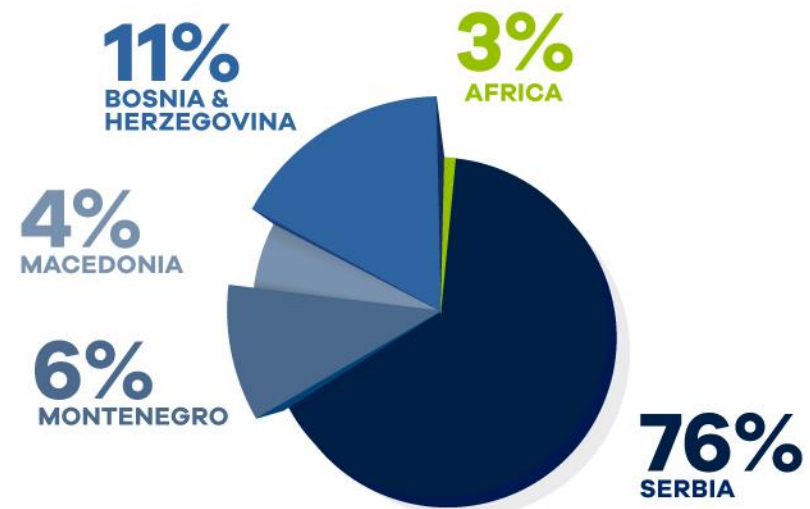
banim
REKLAM

SRB **Neoplanta**

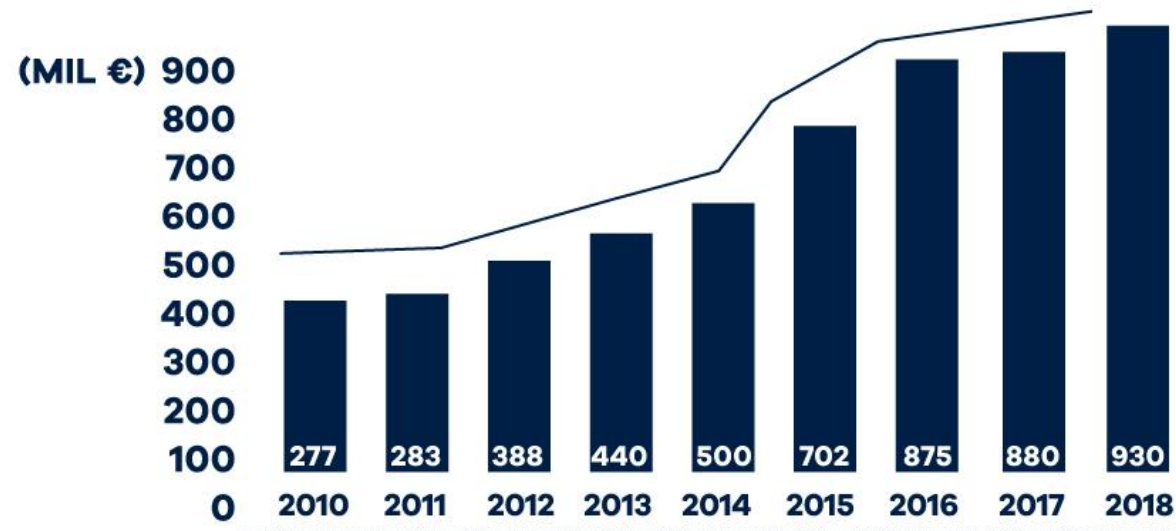
A Alkemy Digital hub

Kosovo abbreviation KS* was placed without prejudicing the status and is in line with the United Nations Security Council's Resolution 1244 and the opinion of the International court of justice on Kosovo's declaration of independence.

DATA PRESENTED ARE THE AVERAGE MEASURED ON JUNE 30, 2018



TURNOVER SHARE PER MARKET



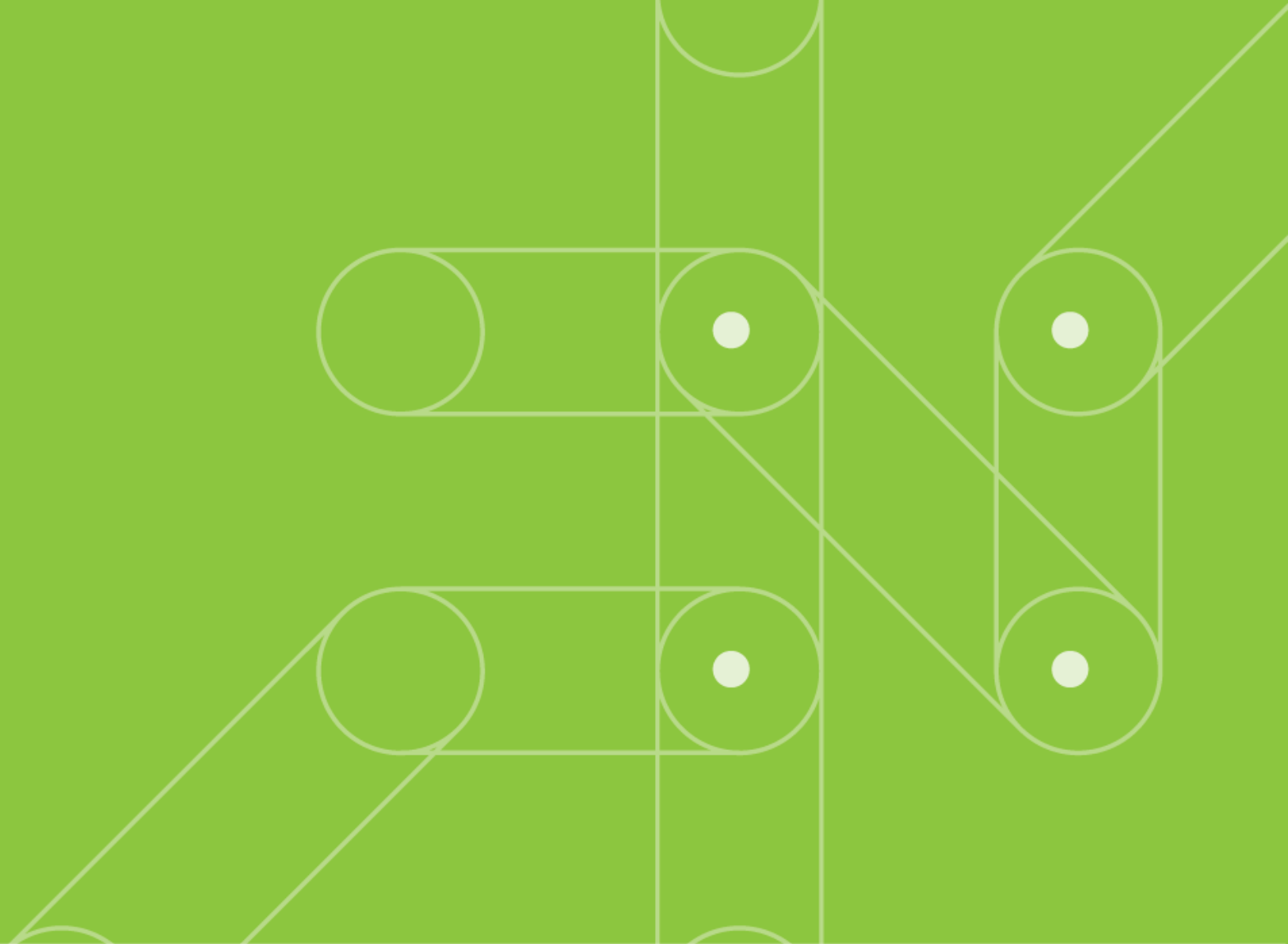
TURNOVER

**TOP
100**
COMPANIES
SOUTHEAST
EUROPE

Strategic pillars



Distribution



LEADERS IN DISTRIBUTION



HIGH QUALITY
OF SERVICE



LOCAL MARKETS
KNOWLEDGE



EXCELLENT
GEOGRAPHIC COVERAGE

OUR PORTFOLIO

FMCG

**TOBACCO
PRODUCTS**

**PHARMACEUTICAL
AND BEAUTY
PRODUCTS**

OUR CUSTOMERS



KIOSKS



MODERN TRADE



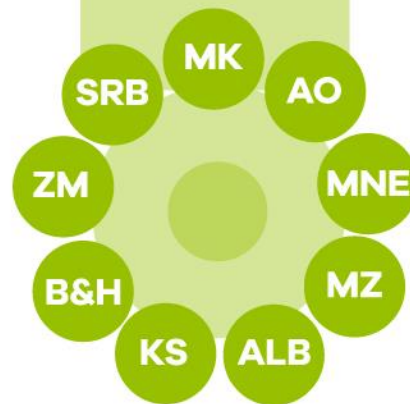
GAS STATIONS



TRADITIONAL TRADE



PHARMACIES



PHARMACEUTICAL
AND BEAUTY
PRODUCTS

TOBACCO
PRODUCTS

P&G

MARS

MLADEGS PAK

TOKAI
Start something good!

JDE
JACOBS DOUWE EGBERTS

BRAUN

Arla

SPORTEX

Reckitt
Benckiser

BIC



bambi

za svaki ukusan dan

Dr.Oetker

Jaffa

Johnson
A FAMILY COMPANY

kent

FMCG

COTY
BEAUTY. LIBERATED

Reckitt
Benckiser

AFATER
Growing for a better life

treValli
COOPER LAY

MAMA'S

FILIPPO
BERIO
THE FINEST ITALIAN FOOD IN DEEP FRY

İPEK KAĞIT

DeLonghi

Nestlé

SONY

WRIGLEY
Authenticity in Every Cigarette

PHILIPS

Neoplanta

BFF
BABY FOOD FACTORY

G Medical
PHARMACEUTICALS

sebamed

Kneipp

FlogoSkin



Johnson & Johnson

nutrigen
KGS' NUTRIGENOMICS



sopharma
PHARMACEUTICALS

NIVA
Pharmaceuticals

Panacea Biotec
Innovation in support of life

4U pharma
SWISS QUALITY

Reckitt
Benckiser

HARTMANN

COLIC

SANOFI

BOSNALJEK

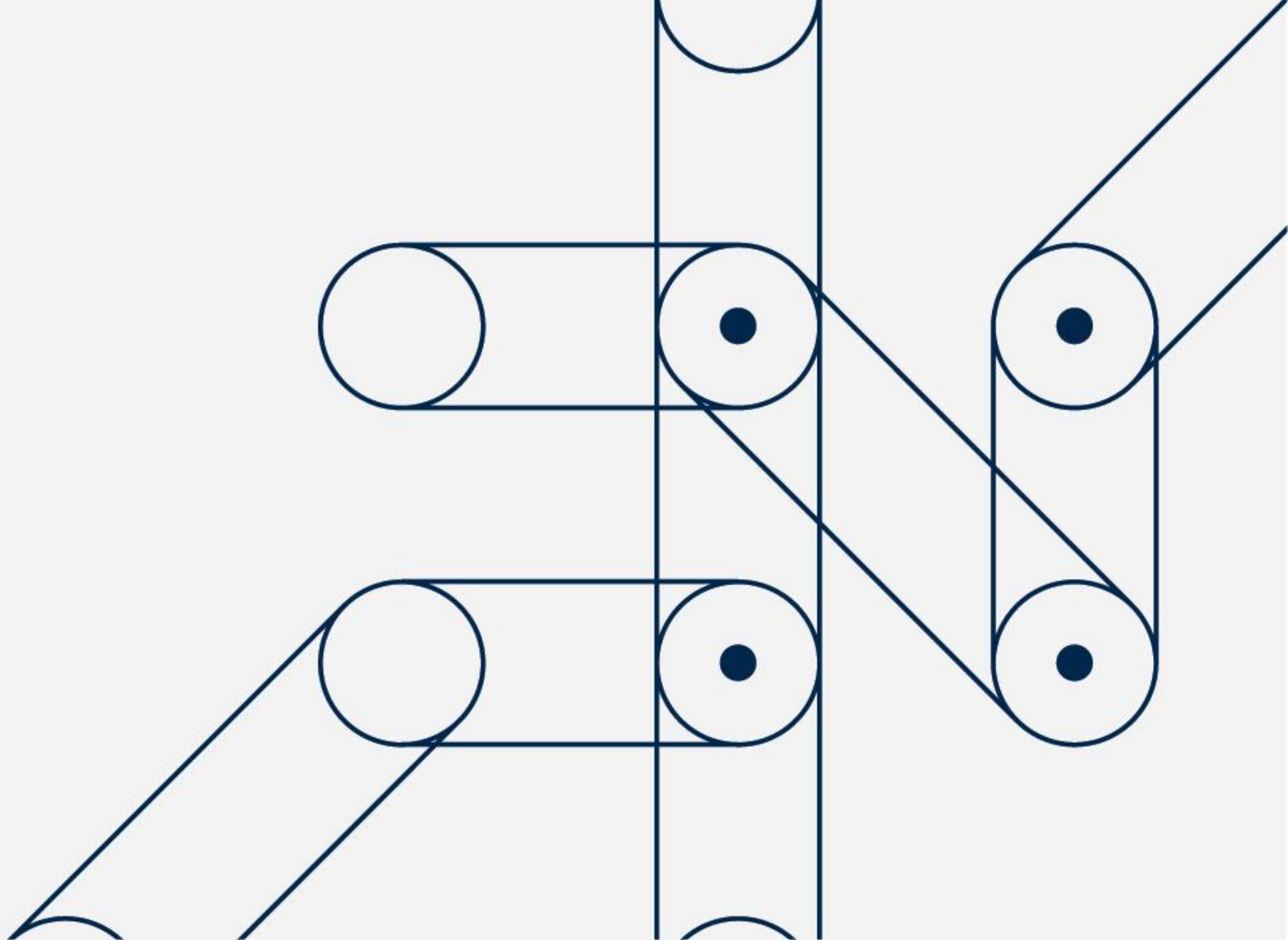
PHILIP MORRIS
INTERNATIONAL

TDU
TYSHKA OSHAKA USTAKA

JTI

BRITISH AMERICAN
TOBACCO

KARELIA
Fine Tobacco Since 1888



THE POWER OF THE NETWORK

REGIONAL INTEGRATED LOGISTICS SERVICES



TRANSPORT



CUSTOMS
CLEARANCE



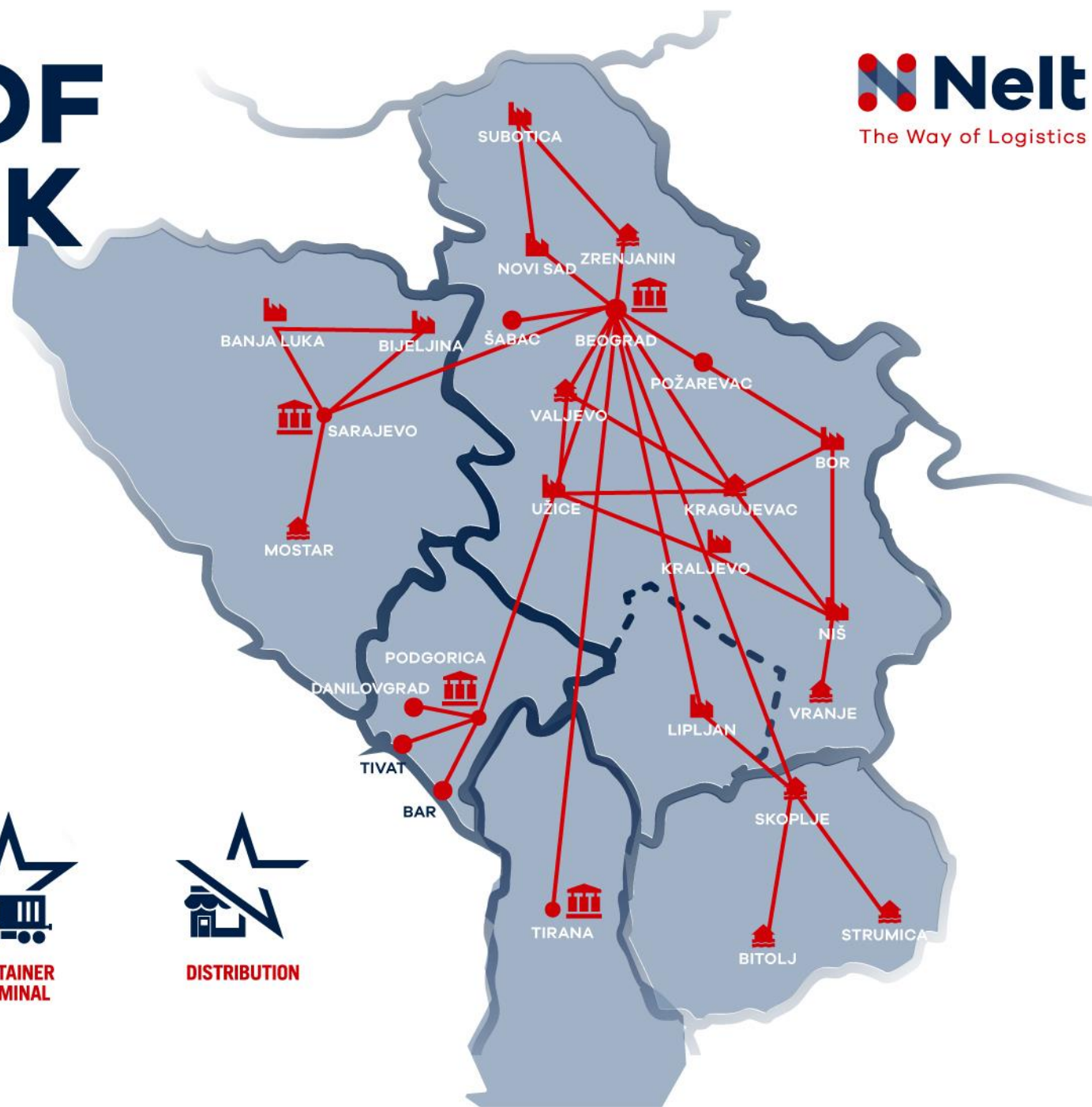
WAREHOUSING

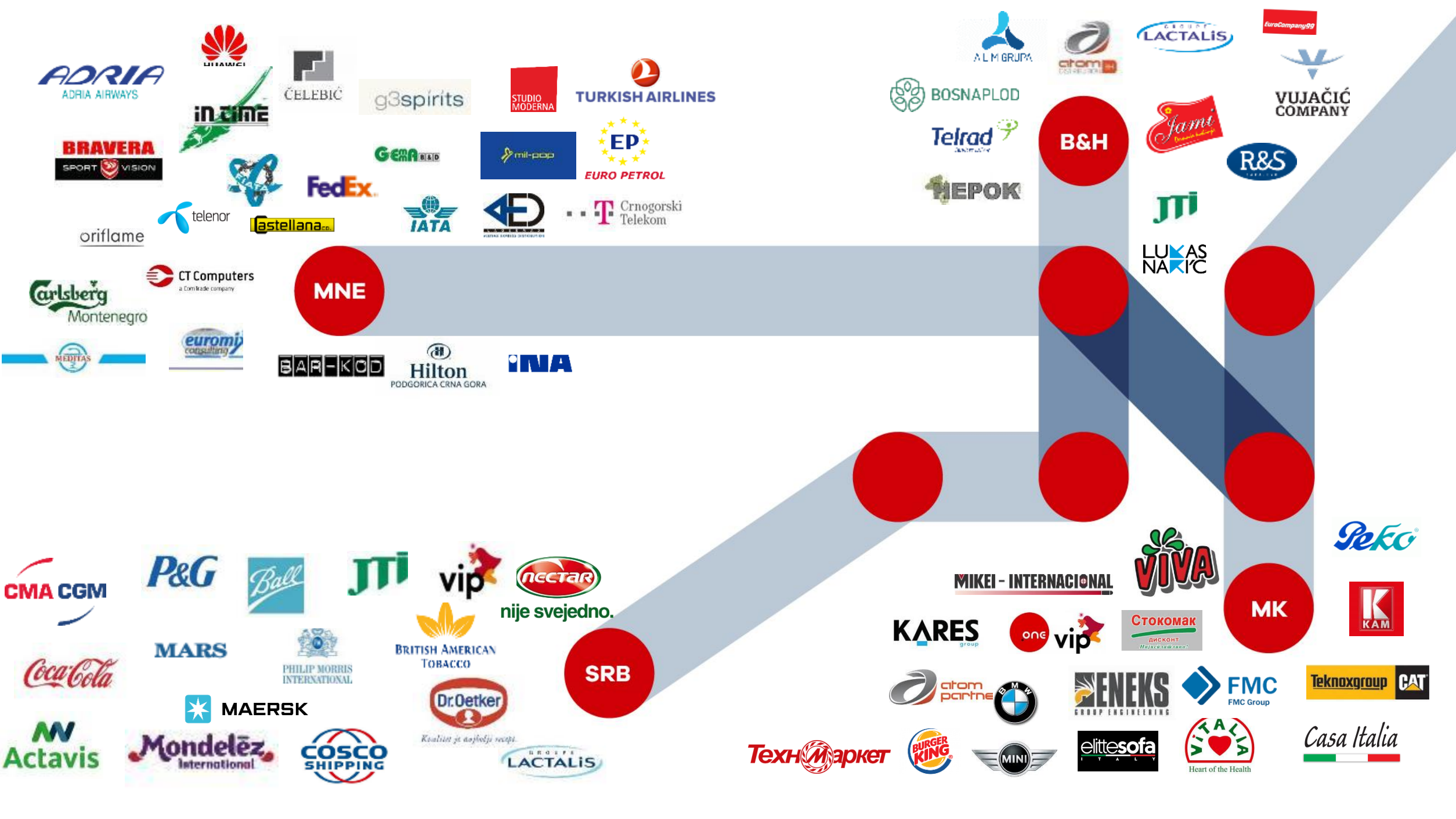


CONTAINER
TERMINAL



DISTRIBUTION





Thank you
for your attention.