

Company Portrait

2020

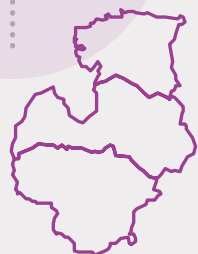
Company History Timeline

- SIA, Nord-Exim establishment
- Consolidation of company's presence in food and drinks distribution, agency, export-import and logistics sectors.



2005

2006



Expansion of branches in Lithuania and Estonia



- The agency business launching

2008



- Establishment of cooperation in Central Asia (opening of the representative office in Uzbekistan)

2012

2014

- Starting trading business between Europe and Central Asia.
- Nord- Exim was named by Baltic Business magazine as one of the most dynamically developing company in Latvia - rising its revenue 5 times comparing to the previous year.



- Successful launching of E-commerce for B2B / B2C

2019

2020



- Acknowledgment by the State Revenue Service of The Republic of Latvia as a transparent business and the efficient partner in cooperation.
- Award by SILVER LEVEL among only 250 companies who has this status.

Mission

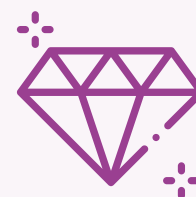


Constant creation of the strong winning and beneficial network between customers, suppliers and Nord-Exim team based on honesty, transparency and social responsibility.

Vision



"to be the innovative"
we strive to be the leader in distribution, agency and retail business in the Baltic States



Values

Professionalism, knowledge and creativity

Expertise, organized and high performing team; daily contact with clients; innovative approach;

Reputation

Global partners chain, expertise and knowledge of the market; leading suppliers in category; transparent and efficient cooperation

Quality

Management based on Field marketing control system; successful connection between Western and Eastern Europe

Power and Speed

Always focused to reach the main target

Key Partners Portfolio

N O R D E X I M



Largest wine producer in Germany.
www.mertes.de



Austrian high-quality products
using the gifts of nature.
www.pfanner.com



The world's second-largest brewer
www.heineken.com



European market leader of marzipan
and jams production.
www.zentis.de



Leader in ready meal category
in CIS and Russia.
www.mareven.com



Leader on the Russian mayonnaise
and oil markets.
www.efko.ru



Leading grain processors in Baltic's.
www.dobelemill.eu



A global leader offering one of the most
comprehensive ranges of advent calendars.
www.windel-candy.com



Leader in ready meal
category in CIS and Russia.
www.hengstenberg.de



Leading manufacturer of food
and non-food products
www.geprocor.fr

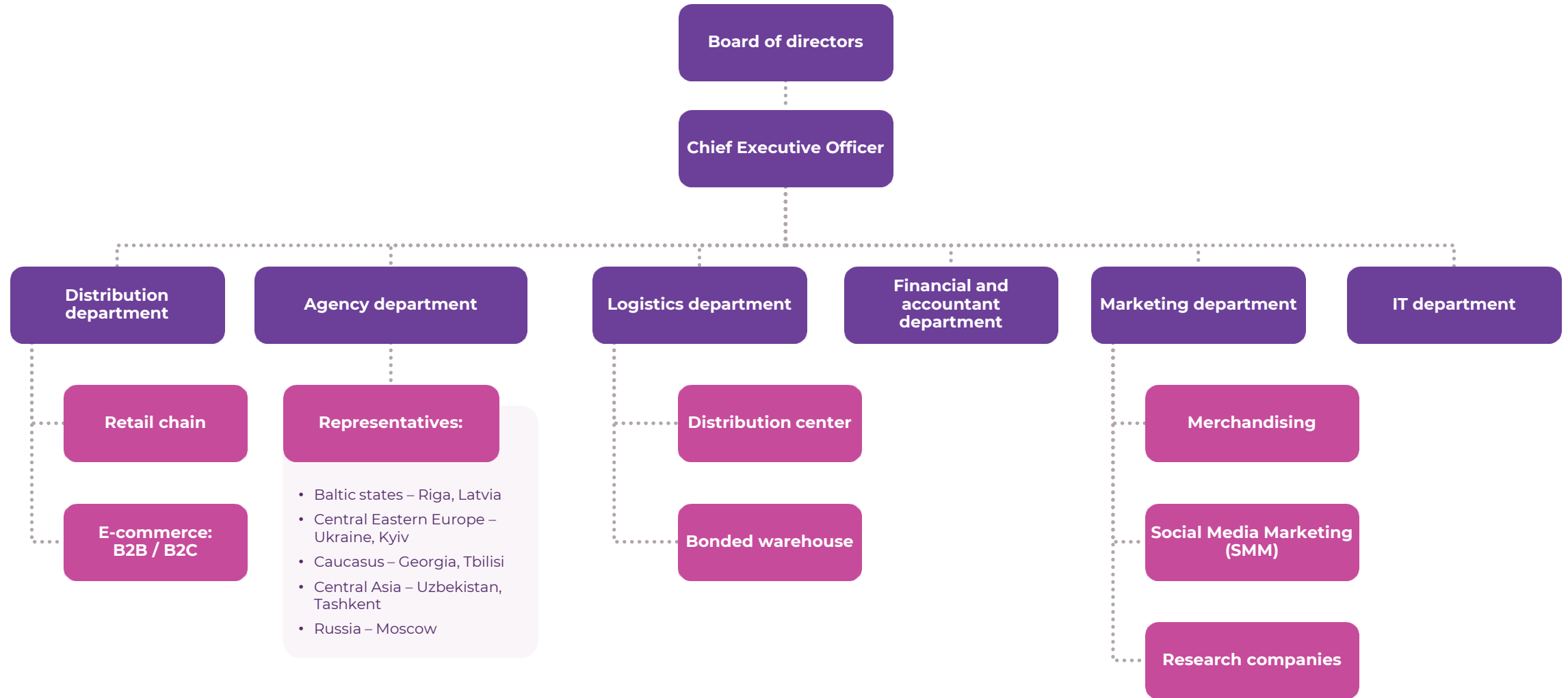


German producer of the best pure
bee honey in a consistently high
quality
www.langnese-honey.com



Leading German producer of wheat
beer www.schneider-weisse.de

Organigram



Our Team



Aleksandrs Svarevskis

CEO (managing director)
Nord-Exim founder with
over 25 years' experience in FMCG



Jelena Svarevska

CFO (head of financial department
and legal division)
with more than 25 years' experience
in financial field in Latvia



Valerijs Ivasko

CMO (head of key-account division and
marketing division)
more than 25 years experience in
retail and FMCG market



Andrejs Korhova

CLO (head of logistics department)
18 years experience in logistics field



Ruslan Lanko

CTO (head of IT department)
more than 20 years experience
in IT field

Our Team



Olga Baranova

Marketing Director

9 years experience in retail and
4 years in FMCG marketing



Vita Voronovica

Key Account manager

more than 12 years experience
in sales and export



Assel Baimbetova

Key Account manager

5 years experience
in retail and FMCG market



Luba Ivanova

Chief Accountant

more than 25 years experience
in finance and accounting field



Diana Traskauska

Accountant Assistant

more than 20 years experience
in commerce

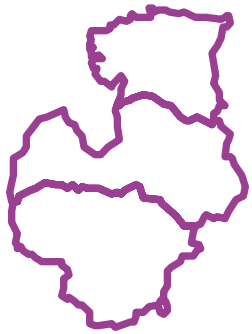


Liliya Karasova

Office Administrator

more than 5 years
administrative experience

Strategic Business Units



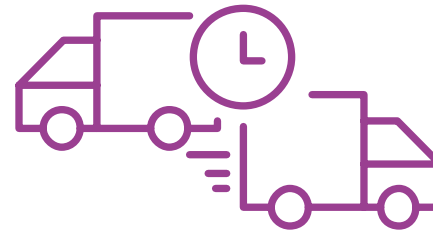
DISTRIBUTION IN THE BALTIC STATES

- One solution for all three countries in the Baltic States (Latvia, Estonia, Lithuania)
- Minimum margin between a producer and a customer, and a transparent business organization



ONLINE STORE

- Online B2C store
- Online B2B store
- Place management
- Media news



AGENCY

- We speak the same language
- Great customers experience supported with the actual customers card
- Trustworthy outsourcing service for your export department



LOGISTICS SUPPORT

- Fully automated warehouse with all inclusive service (transportation, warehousing, customs)
- Operations with all kinds of cargos (excise, import, export, transit).
- Safe and timely delivery to all directions (the Baltic States, Europe, etc.)

Distribution Services

N O R D E X I M



KEY ACCOUNT

- Long term relationships building
- Reports on account progress, goals and forecasts
- Value based selling
- Strategic perspective
- Trust and credibility enhancing through the skilled negotiations
- Convenient buying solution - online store for B2B / B2C



MARKETING

- Marketing strategy implementation & development
- Trade marketing activities
- Market research
- POS (store check, merchandising)
- Place management – IT solutions
- ATL/BTL
- Promotional planning



LOGISTICS

- Interactions between producers, warehouses and transportation
- Inventory management optimization
- Overall logistics costs reducing
- Customer service quality
- Standardization of containers and packaging
- Excise/bonded warehouse services
- Customs documentation maintenance
- Incoming orders processing
- Labelling (stickering)

1007
OUTLETS

Sales force team have a
very strong merchandising
divisions in **LATVIA, ESTONIA, LITHUANIA**

13

Supervisors

177

Agents

2893
OUTLETS

The biggest players of the retail
market are choosing us:

2078
OUTLETS

Rimi

MAXIMA

SELVER

top!

aibe

Mego

VEŠKO

elvi

coop

PROMO
Cash&Carry

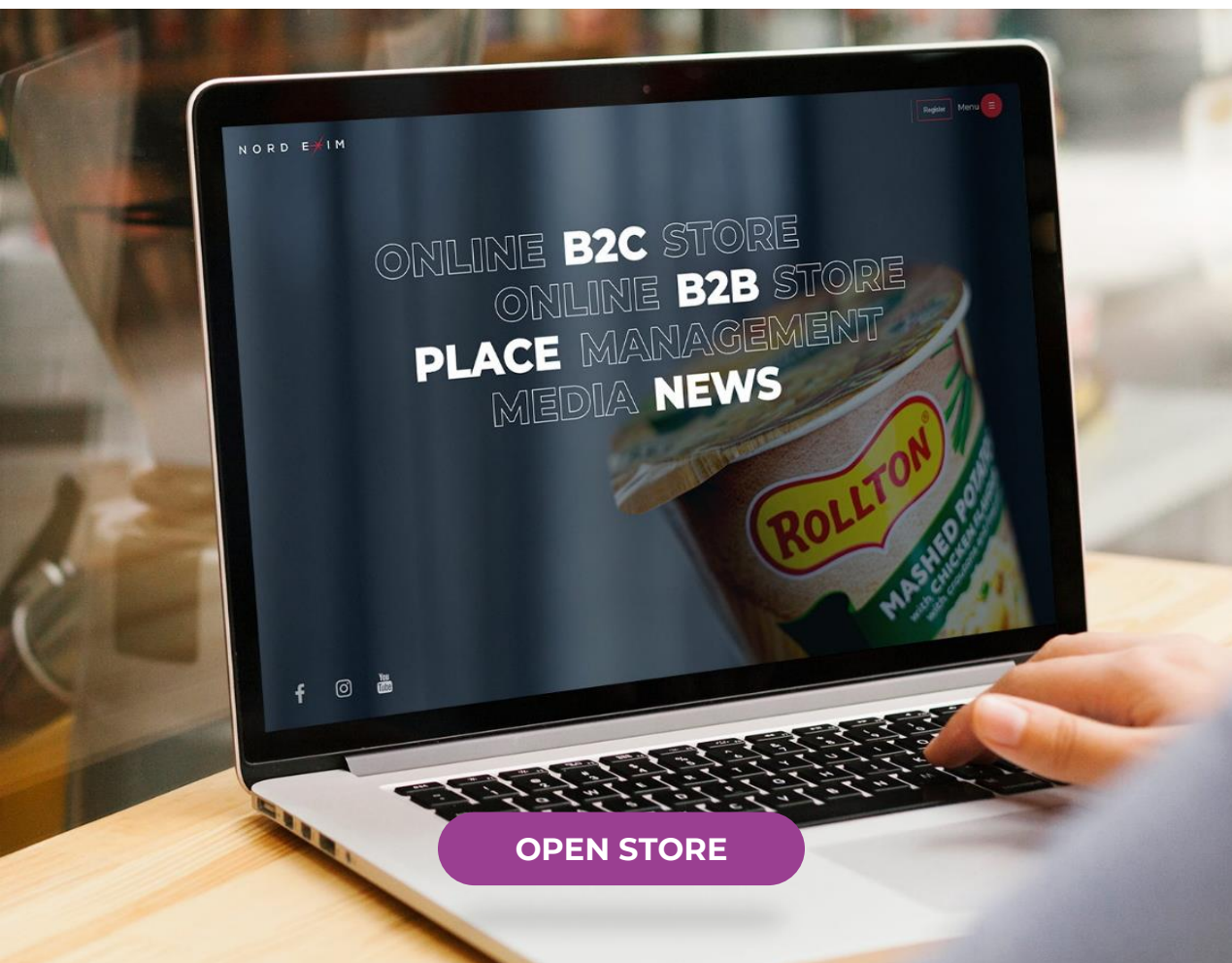
citro

LaTS
Latvian Trade Service

PRISMA

Grossi
TODUKAUBAD

beta



ONLINE B2C STORE

- On-Line shopping with ready meal products for individual customers.

ONLINE B2B STORE

- An ordering system for legal entities with the ability to provide program participants with special prices.

PLACE MANAGEMENT

- Store size
- Product Placement Solutions
- Place management program for retail shops with examples of ideal store shelves

MEDIA NEWS

- Novelties of ready meal products
- Innovations and technologies
- News from our partners

Agency Services

KEY ACCOUNT



- Company and customer expertise
- Trust and credibility enhancing
- Help in conducting the negotiations between the Producer and the Customer, and as a result - the concluding of the Contract
- Business trips planning, organizing, accompanying
- Participation in exhibitions
- CRM (performance of competence)
- Timely payments monitoring
- Sales planning & increasing
- Category review planning and applying
- Monthly status reports
- Well-organized daily communication with customers through the best IT solutions
- Daily routine (TO DO List)

MARKETING



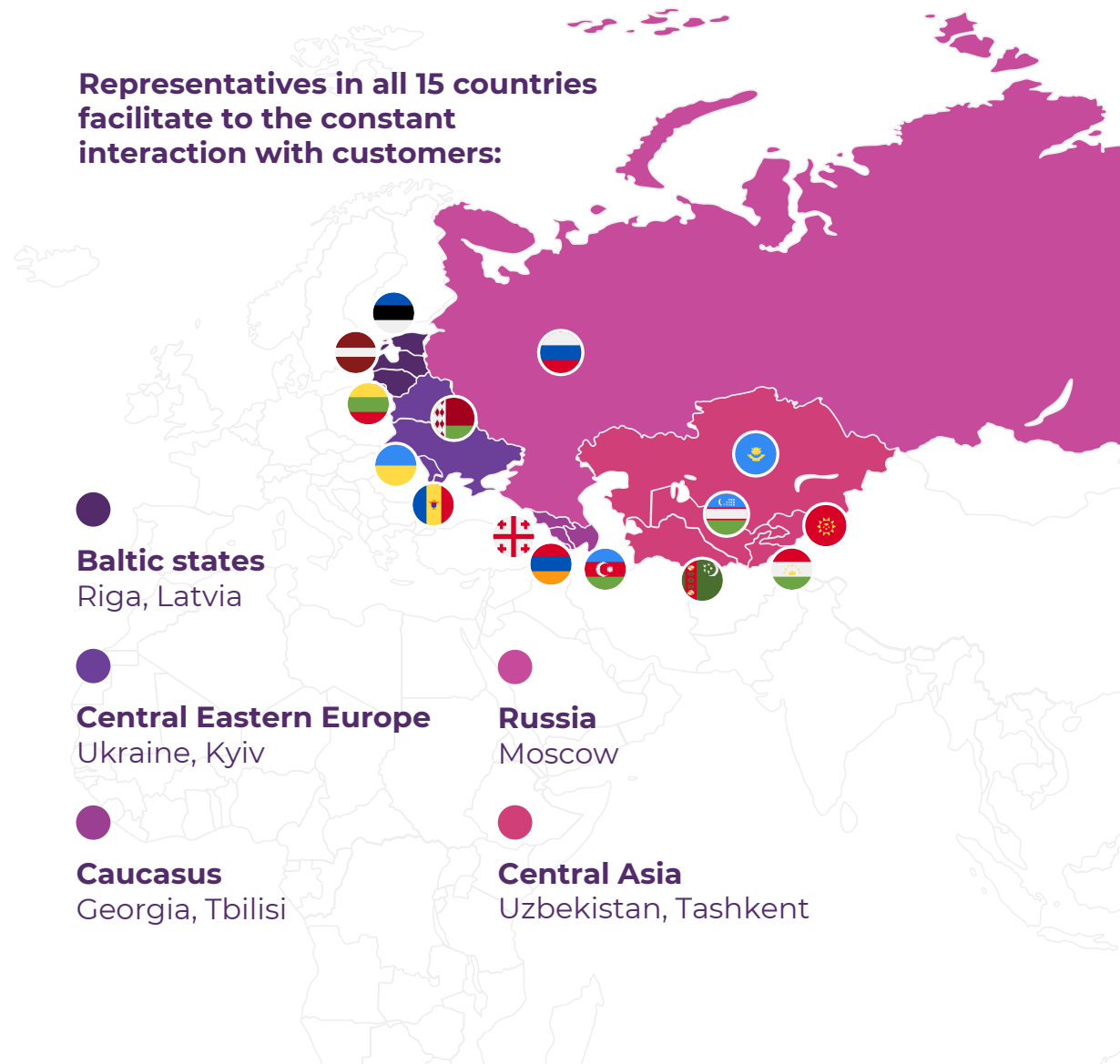
- Brand strategy implementation (loyalty/awareness)
- ATL/ BTL activities planning and control
- Social media marketing support
- Merchandizing and store-check

LOGISTICS



- Incoming orders processing
- Transport coordination between the Producer and the Customer
- Transportation and customs documentations maintenance
- Stickering
- Logistic details provisions
- Products annotations according to the Latvian legislation
- Claim management

Representatives in all 15 countries facilitate to the constant interaction with customers:



Baltic states
Riga, Latvia

Central Eastern Europe
Ukraine, Kyiv

Russia
Moscow

Caucasus
Georgia, Tbilisi

Central Asia
Uzbekistan, Tashkent

Logistic Service

Always on Time



DISTRIBUTION CENTER

- Heated/regular premises
- > 33000 m²
- 150 employees
- 30 ramps
- IT solutions
- Data integration
- > 15 000 domestic deliveries/month



BONDED WAREHOUSE

- > 1000 m²
- located in Riga, less than 9 km from the port
- All the necessary permissions for excise and custom goods storage

www.nordexim.lv

N O R D E X I M

Warehousing & related processes

BOOK-IN SYSTEM

- Fully reefer containers
- Damages

PACKING

- inbound/outbound documents

PALLETIZATION

CUSTOMER RETURN

INVENTORY

- Wall to wall
- Cycle counts
- Daily reconciliations

PALLETS ADMINISTRATION

- All pallets tracked
- Exchange pallets

BATCH MANAGEMENT

- Lot/batch control
- Full track and traceability

DATA ENTRY AND REPORTING

- Fast configurable reporting
- Manual or automatic

INSURANCE

- Full insurance

STICKERING

Social Responsibility



SANTA FUN RUN

We support an annual event Santa Fun Run in Riga where take part families with kids, colleagues and individuals united by one aim – to support children healing in hospitals with the help of the Clown Doctors.



CLOTHES DONATION

We provide the logistics services and coordinate the distribution of the goods to those who needs.



NIGHT SHELTERS FOR HOMELESS

We give continuous support with food products to people in need



Professional Approach for Your Development

NORD - EXIM, SIA

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