

GlobalFoods Integrated Services



The technology applied to New retail



www.globalfoods.com

About



We are a business generation platform, segmented in the area of food and beverages, we operate strongly in the market called Novo Retail.

Through the constant use of technology, we help Brazilian food and beverage companies to sell their products in the large retail market in Brazil, Mainland China and the United Arab Emirates.



Turning knowledge into action

Through the use of technology, combined with knowledge, we can offer an integrated and differentiated service so that our customers' products reach the end customer, in this case the :CONSUMER.

- We apply the knowledge;
- We research, learn and adapt approaches for each point of sale;
- We transform knowledge into action, plan our way of working and offer differential to our point of sale;
- We know what the market is looking for and through constant use of technology, we know the opportunities and act accordingly.

Our tools

- ▶ Supply Chain Management
- ▶ Sales
- ▶ Point to Point Management
- ▶ Integrated Logistics
- ▶ Trade Marketing
- ▶ Market Research
- ▶ Pricing
- ▶ New Markets
- ▶ New Products
- ▶ TI - Mobile
- ▶ Marketplace



Products and Services - Aggregates

Consulting



G2M
SCM
S&OP
Demand Planning
Arq. Marca
Trade MKT

New Markets



- New Regions
- New Channels
- New models
- Synergies
- Potential Markets

New releases



- New products
- Price Test
- Search Quantitative
- Definition
- Planograms
- Cannibalization
- Competitions

Financial management



- Management
- Revenues
- Billing
- Default

Pricing & Assortment



- Category
- Target Customer
- Shoper
- Pricing
- Discounts Policy
- Competition

Distribution



- Pre sale
- Trade Marketing
- Planograms
- Capillarities
- Repositors
- Export
- Import

What we do. And how we do it

- We sell and distribute products;
- National and International Commercial Representation
- We manage the point of sale;
- We develop new markets;
- We introduce new products;
- We integrate various distribution platforms;
- We research, observe and understand;
- We integrate business and logistics processes;
- We manage Trade Marketing;
- We enable our professionals to use our technology employed
- We offer our technological solutions to those who sell and who buy.

What we do. And how we do it

- We operate as a broker and distributor;
- We make use of integrated technology, CRM + MOBILI + MARKETPLACE + B2B;
- We create new markets, capture the point of sale;
- We created product testing markets;
- We analyze the potential of the product and its ability to conquer the consumer;
- Collaborative management model;
- We provide our clients with management reports to analyze the results;
- We employ strategic tools for network generation;
- We create and participate in focused and specific New Retail events;
- We represent industries and suppliers;
- We are focused on food and beverages.

Markets we operate



BRASIL

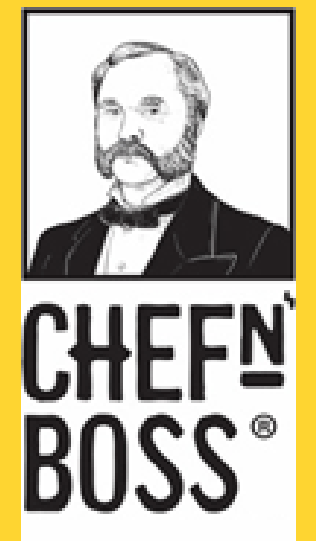


CHINA CONTINENTAL



EMIRADOS ÁRABES UNIDOS

Product line and brands



Product line and brands



Frozen Line

Freshwater fish

Fruit Pulp

Cheese bread

Acai Pulp

Natural food

Palm of the Amazon

Cocoa

Cheese bread

Brazil nuts

Dairy and Cheese

Honey and Propolis

Pork

Beef

Beverage Line

Cachaça

Beer

Wine

Mineral water

Orange juice

Our distribution centers and sales offices in Brazil



 **CAMPO GRANDE - MS**
Sede e Central de Distribuição

 **CUIABÁ - MS**
Escritório de Vendas e CD

 **JAÚ - SP**
Escritório de Vendas e CD distribuição
Novembro de 2019 entrada em operação

 **VILHENA - RO**
Escritório de Vendas e CD distribuição
Janeiro de 2020 entrada em operação



Ecommerce Platforms

BRASIL



B2C e-commerce platform, intended exclusively for our end customers, we sell on this platform the products we distribute and represent.



B2B e-commerce platform, focused exclusively on our corporate customers (supermarket chains and companies), we offer a digital tool to our customers, buyers and sellers (industries we represent).

OUR DIFFERENCES

1

LOW RISKO

100% Sucess Fee

2

TECHNOLOG

Omminichanel and responsive
platform: CRM +
MARKETPLACE + B2B +
MOBILI + BI

3

EXPERTISE

Over 35 years in sales
and adding value to
Novo Retail differential

4

DISTRIBUTION

Cold, frozen and dry storage.
Structure for third party and
own logistics, management
and operation.

5

BROKER

Intended for the industry that
wants to offer its retail
customers a special service,
achieving through local invoicing
of purchase orders.

HOW TO HIRE



SUCCESS FEE

Through results. It may apply for example after sale in 150 stores and so we get paid



OPEN BOOK

In this case, the operation is exclusive and with all costs and expenses open. The remuneration is also known by industry



BONUS FOR SALES

We will receive a percentage of sales.

Let's talk!

ACCESS OUR CONTACTS

MOBILE

+55 - 65 - 99631 - 4463

+55 - 65 - 99681 - 6565

EMAIL

cassio.ferraz@globalfoods.com

SITE

www.globalfoods.com

OFFICE

RUA EVA PERON, 837 - CAMPO GRANDE - MATO GROSSO DO SUL - BRASIL

RUA TIRADENTES, 220 - CUIABÁ - MATO GROSSO - BRASIL

