

uhrenholt
GLOBAL TRADING

# Uhrenholt % is An Attractive Global Food Company

- Uhrenholt was founded in 1978, and is a 100% family owned company with approx. 250 employees world wide. Uhrenholt is represented in more than 20 countries.
- Uhrenholt supplies a wide range of dairy products and frozen vegetables as well as ingredients for the industry.
- Our dairy assortment consists of a full range of cheeses sourced from all over the world. The portfolio covers block, sliced, shredded, mould, processed and fresh cheese, butter and milk powder.
- Strong partnerships are essential for the success of our partners and for Uhrenholt.

We strive to add value through continuous development in every part of the value chain.

#### **Production:**

Unique global sourcing partnership, quality assurance.

Multiple product solutions, warehouse solution.

#### Marketing:

Market and category knowledge, research and advertising.

Global distribution network, key account management.

### Facts

Locations worldwide:	Head office in Denmark and offices and representatives in more than 20 countries
Master brands:	Emborg™, Friendship™ and Amigo™
Number of employees:	Approx. 250
Founded:	1978
Ownership:	Uhrenholt A/S is a 100% family owned business
CEO:	Mr. Sune Uhrenholt
Location worldwide:	Represented in more than 20 countries



2

### **Business Areas**

Uhrenholt covers many different sales channels and each business is tailored to best meet the needs of our customers and partners. We supply an assortment of dairy and frozen vegetables to a broad range of retail, wholesale, foodservice and industry customers.

### THE CONSUMER ORGANISATION







Private Label



**GLOBAL TRADING** 

32% CONSUMER

**CONSUMER:** YOY GROWTH EXPECTATIONS: 15%

**TRADING:** YOY GROWTH EXPECTATIONS: 2-3%

## Dairy

Our range of cheeses includes many different varieties from all over the world from the well known Danish cheeses such as Danablu, Havarti, Danbo, Esrom, White Cheese, to Edam, Gouda, Brie, Camembert, Maasdam, Cheddar, Mozzarella, as well as various other specialties such as Italian Parmigiano Reggiano, Spanish Manchego and Swiss Gruyère.

All products are packed and produced in various sizes and formats for a specific need, for example large blocks or small table packs or conveniently sliced, cubed or grated.

### Assortment

For the foodservice, wholesale and retail sector we supply a complete range of dairy produce such as:

- Brie
- Camembert
- Bluemould
- Cheddar
- Combi White White Cheese/Feta Cheese
- Cream Cheese
- Danablu
- · Edam ball and loaf
- Emmental
- Fontina
- · Gouda wheel and loaf
- Havarti

- Maasdam Mozzarella
- Pizza Topping
- Stretchy Analog Mozzarella
- Natural Cheese Slices
- Processed Cheese Slices slice on slice
- Sterilized/Filled Cream
- UHT Creams dairy and non-dairy Whipping and Cooking Creams
- French, Italian, Spanish and Swiss cheese specialities

These products are supplied under different brands, such as Friendship, Golden Dane, Danegoods and Danking.

## Dairy Europe

Our range of cheeses includes many different varieties from all over the world from the well known Danish cheeses such as Danablu, Havarti, Danbo, Esrom, White Cheese, to Edam, Gouda, Brie, Camembert, Maasdam, Cheddar, Mozzarella, as well as various other specialities such as Italian Parmigiano Reggiano, Spanish Manchego, and Swiss Gruyère. All products are packed and produced in various sizes and formats for a specific need, for example large blocks or small table packs or conveniently sliced, cubed or grated.



# Frozen Foods Europe

We offer a wide range of frozen food products from all over the world for the retail sector, foodservice and wholesale.

#### **Traditional vegetables**

Popular range of classic vegetables individually quick-frozen for example peas, sweet corn, peas and carrots, beans and mixed vegetables.

#### **Exotic vegetables**

Exciting range of different vegetable mixes, grilled vegetables, and breaded onion rings.

#### **French Fries**

Our french fries are available in two different thicknesses as well as in various lengths and grades.

#### Organic

Introducing a new organic range of frozen vegetables.

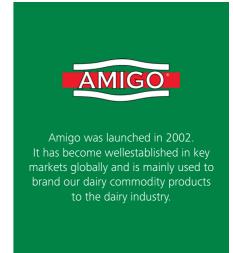


### Master Brands

Customers and partners worldwide put their trust in Uhrenholt as a strong and reliable partner, and our three master brands have been tailored to market needs and demands. All three have a dominant position in sales today and take priority in our investment choices.







# Commodity

At Uhrenholt, we supply quality dairy ingredients sourced from the world's most advanced manufacturing, pre-packing and blending facilities. With more than 30 years of trading experience, we are constantly exploring new possibilities to enhance our ingredients range. All our ingredients are produced to the highest standards and full specifications and quality control measures are available on request. Our products are supplied under different brands. Our well known leading brands are Amigo and Mon Ami, which are sold all over the world.

## For the food industry we supply a full range of dairy ingredients, such as:

- · Whole milk powder
- Skimmed milk powder
- Sweet / DEM whey powder
- Fat filled milk powder
- Casein / Caseinate
- Whey protein concentrate
- Lactose
- Milk protein concentrate
- Cheddar
- UHT Milk
- AMF / butter oil
- Butter
- Cheese for processing
- Whey permeate

## Our Amigo powder is sold to numerous industries including:

- Ice-cream industry •
- UHT milk industry
  - Bakery industry •
- Chocolate industry
  - Infant formula •
- Yoghurt industry •
- Functional drinks
- Confectionery industry •

# Dairy Assortment Japan

Our range of cheeses includes many different varieties from all over the world. All products are packed and produced in various sizes and formats for a specific need, for example large blocks or small table packs or conveniently sliced, cubed, or grated.

#### For the Food Service, Wholesale and Retail Sector we supply a complete range of dairy produce such as:

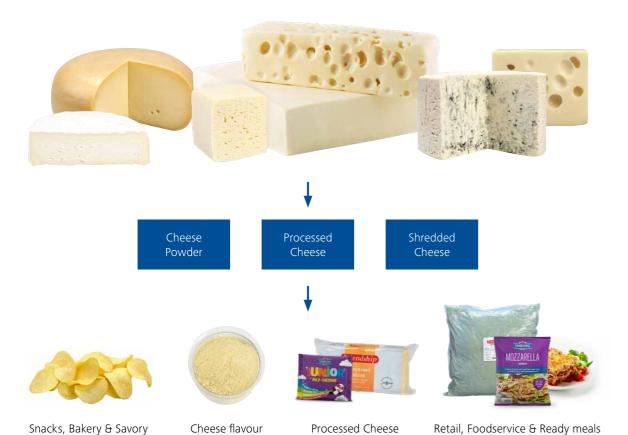
- Brie
- Camembert
- · Cheddar Mild/Matured
- Combi White White Cheese/Feta Cheese
- Cream Cheese
- Danablu
- Edam ball and loaf
- Emmental
- Samsø/Maribo
- Cream Cheese Spread

- Havarti
- Gouda wheel and loaf
- Mozzarella
- Pizza Topping
- Stretchy Analog Mozzarella
- Natural Cheese Slices
- Processed Cheese Slices slice on slice
- UHT Creams dairy and non-dairy Whipping and Cooking Creams
- French, Italian, UK, Spanish and Swiss cheese specialities

## Industrial Cheese

We supply a full range of cheese raw material for the industry. Through a wide net of global partners with whom we have long-term relationship, we secure a mixed range of first and second grade products.

Industrial Cheese has its own cleaning, packing and unpacking station in Denmark. We neutralise branded consumer products such as surplus stocks and shop returns as well as general cleaning of various products and repacking in 10-15 kg vacuum bags. We have our own storage facilities for both chilled and frozen products.







Ole Berggren Madsen

Senior Vice President +45 64 212 192 Phone: +45 21 461 505 Mobile: olm@uhrenholt.com



Lars Schyth

Director +45 64 212 224 Phone: +45 40 27 73 99 Mobile: +45 64 41 75 45 E-mail: las@uhrenholt.com



Steen Hansen Sales Managei

+45 96 376 382 Phone: Mobile: +45 23 332 382 sth@uhrenholt.com

#### **Industrial Cheese**



Henrik Jørgensen

Director Phone: +45 64 212 148 +45 20 130 413 Mobile: E-mail: hrj@uhrenholt.com



Frank Winterberg Sales Manager

Phone: +45 64 212 145 +45 23 951 806 Mobile: E-mail: fwg@uhrenholt.com



Klaus Raynborg Rask

Sales Managei Phone:

+45 64 212 146 +45 21 461 220 Mobile E-mail: krr@uhrenholt.com



**Hugues Streicher** 

Director, Uhrenholt France +33 (0)251 739 857 Phone: Mobile: +33 612 245 934 E-mail: hst@uhrenholt.com



Sébastien Le Cornec

Sales Manager, Uhrenholt France Phone: +33 (0)251 73 98 57 +33 (0)649 737 039 Mobile +33 (0)251 73 98 57 Standard: slc@Uhrenholt.com

### Commodity



Brian Jørgensen

Director

Phone: +45 64 21 22 06 +45 40 35 37 32 Mobile E-mail: brj@uhrenholt.com



Klaus Appel Thygesen

Senior Sales Manager

+45 64 21 21 52 Phone: +45 23 20 04 10 Mobile: klt@uhrenholt.com



Sasa Milavic

Senior Sales Manager +45 64 21 22 10 Phone: +45 22 48 36 65 sam@uhrenholt.com



Susanne Smith

Area Sales Manager Phone: +45 64 212 219 +45 25 216 712 Mobile: E-mail: sus@uhrenholt.com



Lukasz Witold Jurkowski

Director, Uhrenholt Polska Phone: +48 22 510 36 53 +48 (784) 44 49 85 Mobile: E-mail: luk@uhrenholt.com



**Mathias Tandrup Laustsen** Junior Area Sales Manager +45 61 21 22 11 Phone: +45 60 24 00 08 Mobile: mtl@uhrenholt.com E-mail:

### **Dairy Consumer**



Stafano Vitale Hansen

Commercial Manager +45 64 212 183 Phone: +45 20 204 521 Mobile E-mail: svh@uhrenholt.com



Mads Jørgensen

Sales Manager +45 64 212 232 Phone:

Mobile: mjn@uhrenholt.com E-mail:



Christa Faxøe

E-mail:

Area Sales Managei +45 64 212 155 Phone: +45 30 165 914 chf@uhrenholt.com



Marlene Andersen

Area Sales Manager Phone: +45 64 212 201

Mobile: +45 20 129 756 E-mail: maa@uhrenholt.com



Jens Nørgaard

Senior Sales Manager Phone: +34 93 532 56 66 Mobile +34 690 695 141 E-mail: jen@uhrenholt.com

### Dairy Consumer EE & CIS



**Charlotte Kaasing Skougaard** 

Commercial Manager +45 64 212 230 Phone: +45 26 703 073 Mobile:

ckh@uhrenholt.com



Dorte Visbech Pedersen

Sales Manager

+45 64 212 185 Phone: Mobile: +45 20 206 238 dvp@uhrenholt.com



Joakim lavgesen

Area Sales Manaaei +45 64 212 196 Phone: Mobile: +45 42 673 030 jol@uhrenholt.com

### Dairy Consumer Japan



Per Poulsen

Director +45 64 414 041 Phone: Mobile +45 40 165 398 E-mail: pep@uhrenholt.com