

BUNZL



BUNZL BUSINESS OVERVIEW

Sales channel

- **Worldwide business to business distribution**
- **£10,285.1m revenue in 2021**

Products

- **Wide range of non-food consumable products**

Sourcing

- **Leading brand manufacturers**
- **Own brands**
- **Unbranded products**

Footprint

- **North America: 19.000 employees**
- **Continental Europe: 5.058 employees; 182 locations**
- **UK & Ireland: 3.862 employees; 103 locations**
- **Rest of the World: 3.257 employees; 114 locations**

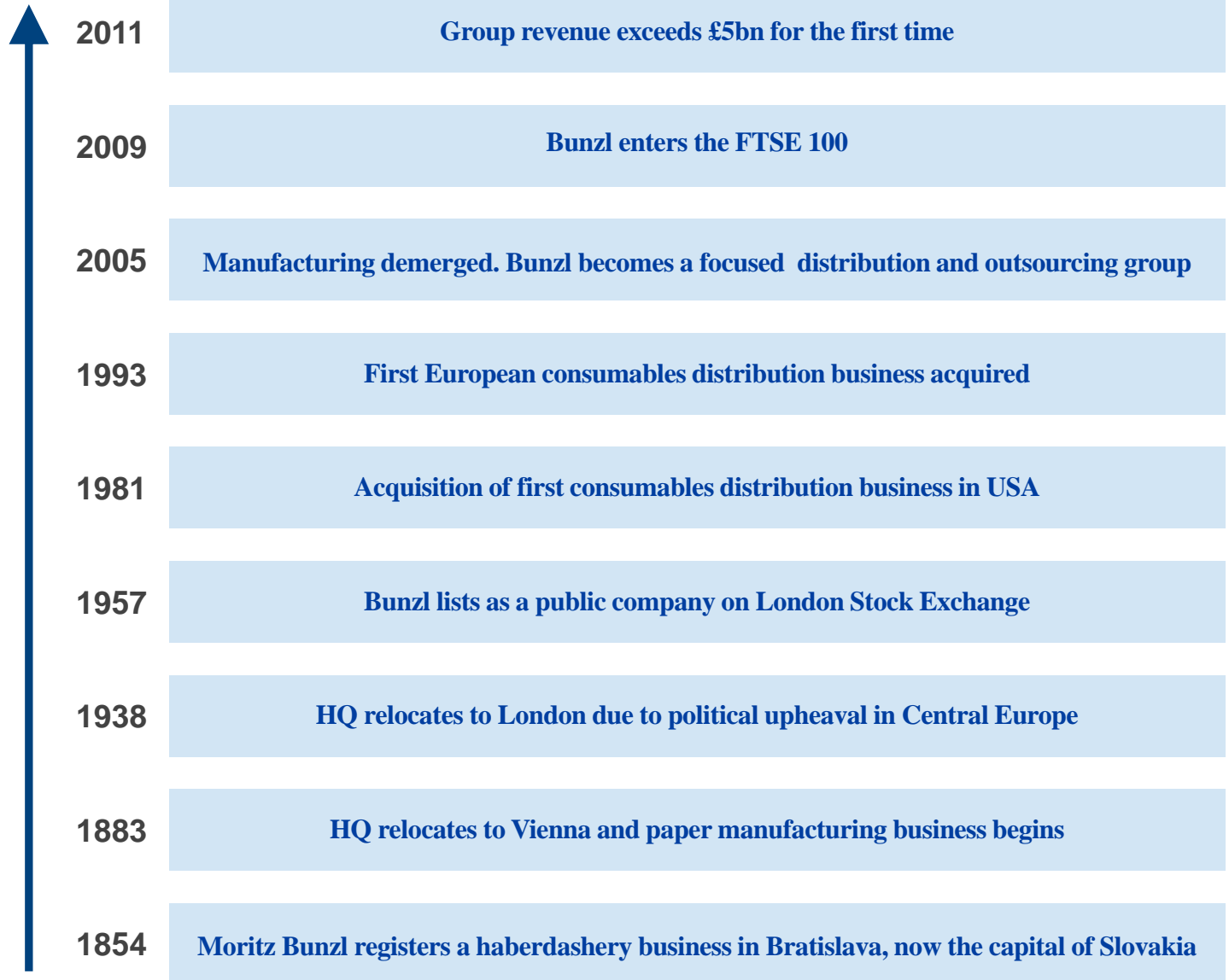
Financials

- **Head office in London (only 45 staff)**
- **Listed on the London Stock Exchange**
- **FTSE 100, Support Services sector**



BUNZL HISTORY

Bunzl Family,
Bratislava, 1854



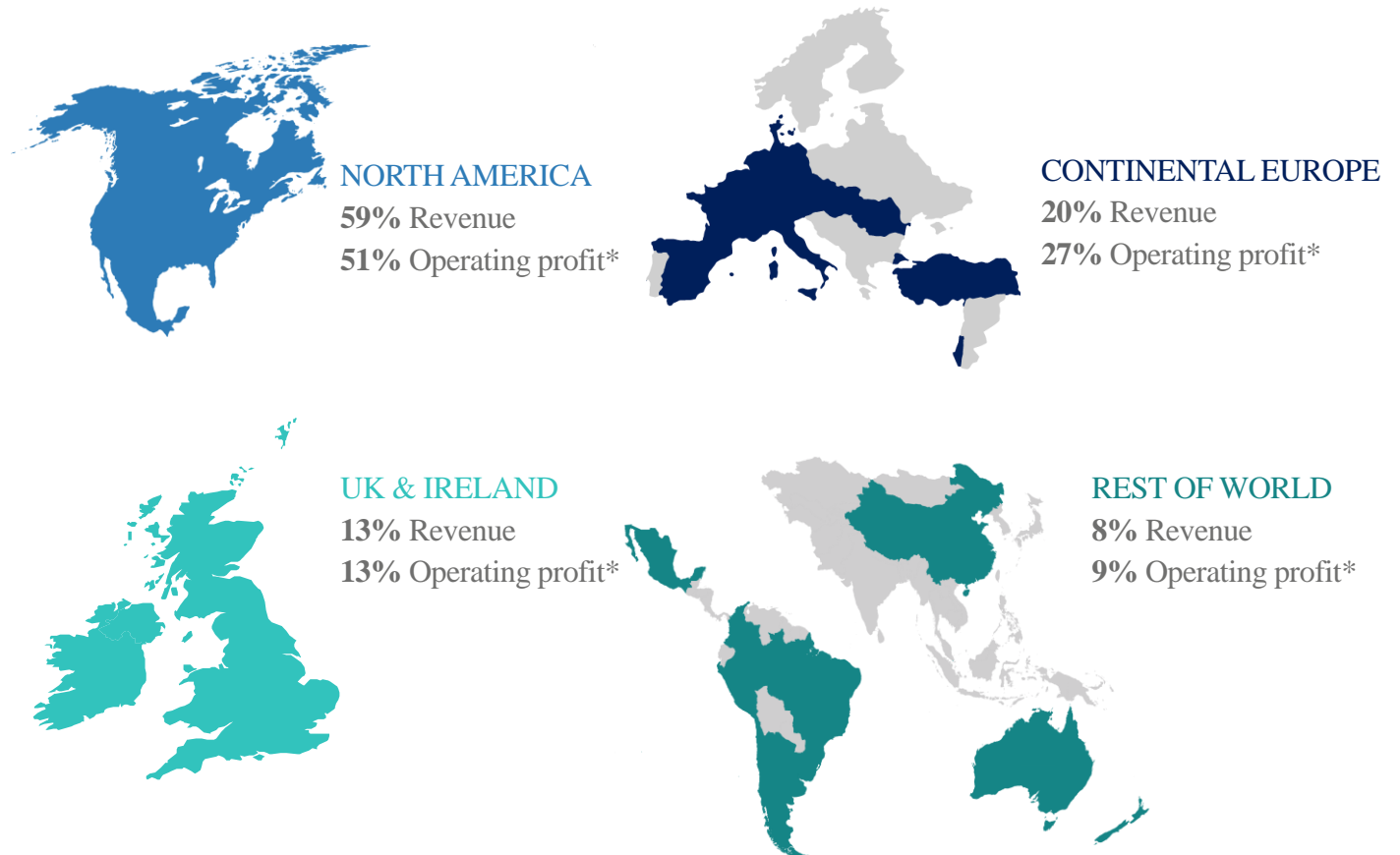
BUSINESS AREA ANALYSIS

Well diversified

Across

31
Countries

6
Sectors



Adjusted operating profit (alternative performance measure – see 2019 Annual Report) before corporate costs



CUSTOMER MARKETS

74%

resilient

Foodservice Grocery

Cleaning & hygiene

Healthcare



Healthcare



Healthcare consumables, including gloves, swabs, gowns, bandages and other healthcare related equipment and cleaning and hygiene products to hospitals, care homes and other facilities serving the healthcare sector

Retail



Goods-not-for-resale, including packaging and other store supplies and a full range of cleaning and hygiene products, to retail chains, boutiques, office supply companies, department stores, home improvement chains and related e-commerce sales channels

Cleaning & hygiene



Cleaning and hygiene materials, including chemicals and hygiene paper, to cleaning and facilities management companies and industrial and public sector customers

Safety



A complete range of personal protection and safety equipment, including gloves, boots, hard hats, ear and eye protection and other workwear, to industrial and construction markets

Other



A variety of product ranges to other end user markets

Foodservice

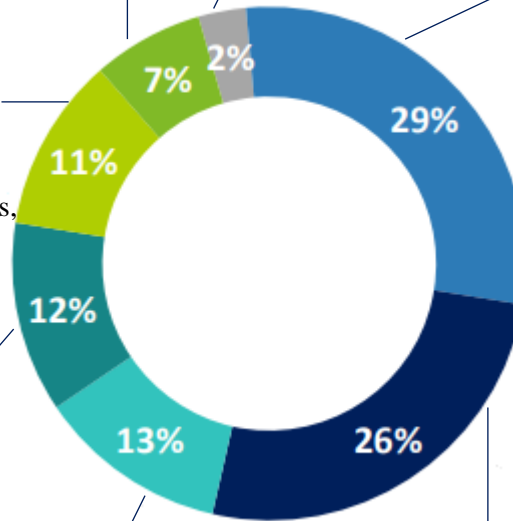


Non-food consumables, including food packaging, disposable tableware, guest amenities, catering equipment, cleaning products and safety items, to hotels, restaurants, contract caterers, food processors and the leisure sector

Grocery

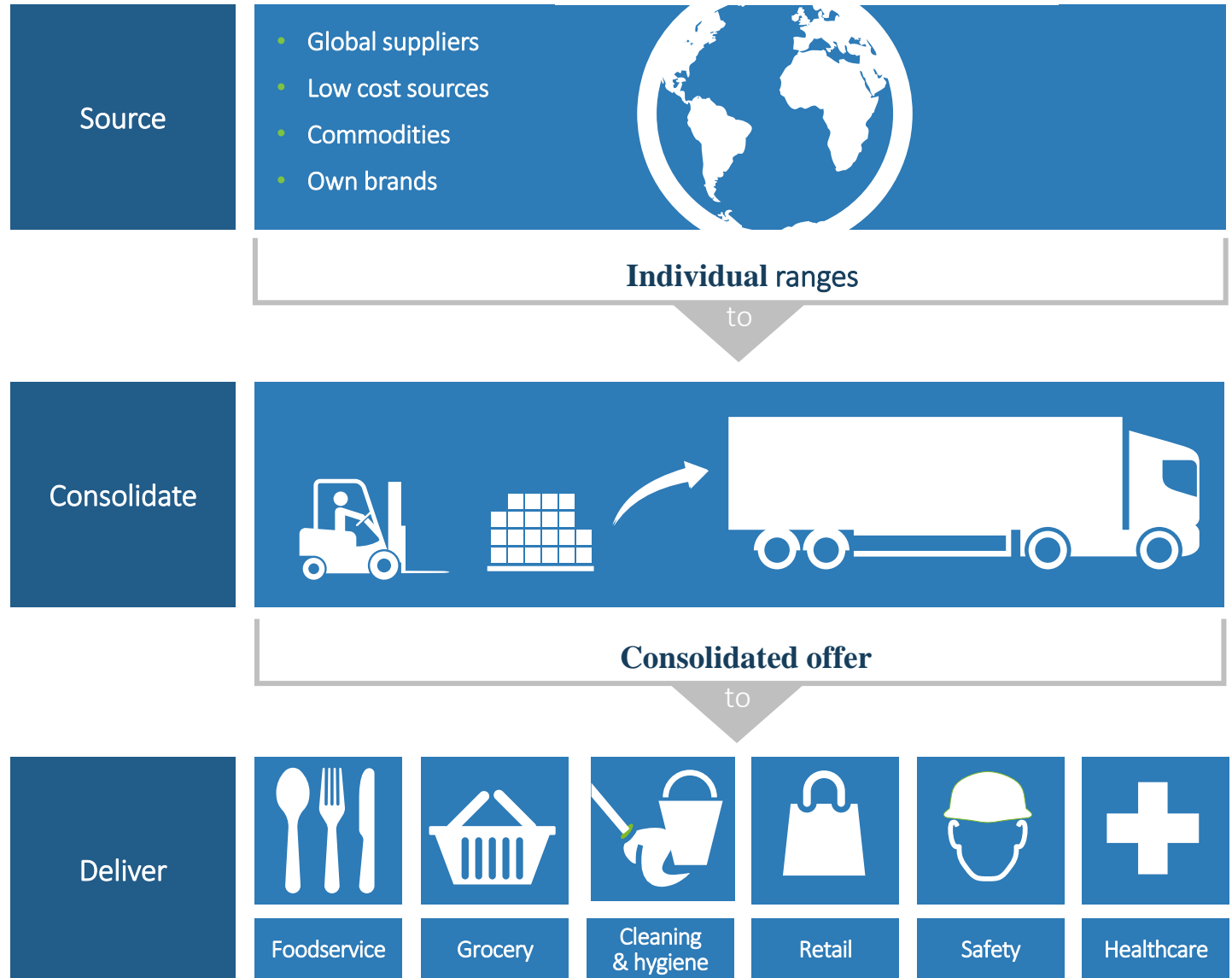


Goods-not-for-resale (items which are used but not actually sold), including food packaging, films, labels and cleaning and hygiene supplies, to grocery stores and supermarkets



BUSINESS MODEL

**One-stop-shop
for non-food
consumables**



BUNZL SHANGHAI

35,000

containers
being shipped
from the Far
East each year

Sourcing



Logistics



Quality control



- Bunzl companies share products and prices (newsletter)
- Responsibility for sourcing specifications in local countries
- Great added value, converting our global size into benefits
- Additional reasons for targets to sell to Bunzl

Value Proposition

**Outsourcing adds
value for our
customers**



- In-house procurement and self-distribution is costly
- Bunzl applies its resources and expertise to reduce or eliminate many of the "hidden" costs of in-house procurement and self-distribution
- The benefits to customers are a lower cost of doing business and reduced working capital and carbon emissions

Key values for our customers

- Highly educated team
- 24 hours delivery
- Customer specific stock
- Monthly KPI reports
- Product tests
- Risk assessment
- Cost reduction programs
- EDI
- Web-shop
- Consignment stocks
- Vending machines



GLOBAL SOURCING

Partner with leading manufacturers

Sourcing via our own Asia sourcing and QA/QC center

GLOBAL BRANDED SUPPLIERS



IMPORTED AND OWN BRANDS

Own brands
Commodities
Low cost sources
Sustainable products



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