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COFCO Food Import Co., LTD

Dec 3th, 2019



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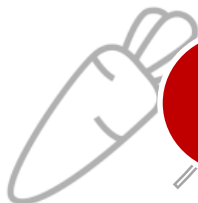
About COFCO

COFCO Womai

COFCO Food Import

Our Partners

Our Expertise



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为中国家庭提供优质食品

COFCO Corporation

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Founded in 1949

- China's largest agri-food corporation with global layout, industrial chain, and the largest consumption market
- An integrated investor and operator of international trading, processing, sales and RD

Mission & Vision

- To secure food security and safety
- To be a competitive agri-food player worldwide



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COFCO – Business Structure

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专业化公司（平台）

Specialized companies(platforms)

中粮国际 COFCO International	中粮贸易 COFCO Trading	中粮油脂 COFCO Oils & Oilseeds	中粮粮谷 COFCO Grains & Cereals	中粮生化 COFCO Biochemical
中粮饲料 COFCO Feed	中粮糖业 COFCO Sugar	中国纺织 Chinatex	中粮工科 COFCO Engineering & Technology	中粮酒业 COFCO Wines & Spirits
中可饮料 COFCO Coca-Cola Beverage	中粮肉食 COFCO Meat	中国茶叶 China Tea	蒙牛乳业 Mengniu Dairy	我买网 Womai.com
中粮包装 CPMC Holdings	中粮资本 COFCO Capital	大悦城控股 GRANDJOY	中粮营养健康研究院 COFCO NHRI	

COFCO Brands

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Largest vertical online distributor of premium food
APP: 中粮我买网



One of the most trusted E-Commercer
www.womai.com



The one and only COFCO E-Retailer



COFCO Womai Value Chain

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Category: milk, yogurt, wine, beverage, edible oil, beef, seafood, vegetables, fruits



Brand: international and domestic brands



Supply: direct supply from Asia, Europe, Americas

COFCO Food Importing



Logistics: 3DC in northern, eastern and southern China with cold chain



Channel: direct delivery to B/C consumers

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COFCO Food Import: Our History

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■ 1980-1986

Following China's opening-up policy and resumption of international trade in early 1980s, COFCO set up its representative offices in Asia, Africa, Americas, Europe, and Oceania, which were the predecessors to today's COFCO(Europe), COFCO(UK), COFCO(Japan), COFCO(USA) etc.

■ 1987-1998

As China's reform on its foreign trade system was conducted in late 1980s, partly as a result of a competitive market economic reform, municipal and provincial regional branches of state-owned-enterprises were split from its headquarters, including COFCO. Its representative offices overseas accordingly transformed into business units, starting international trade based on the unique supply resources available locally.

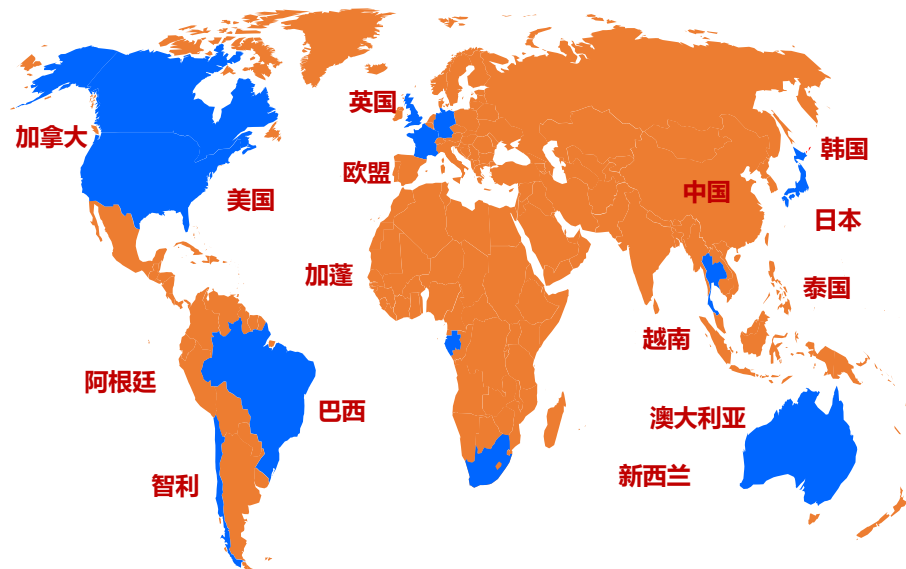
■ 1998-2004

As consumption grows in China, COFCO seized the opportunity to extend from trading to processing, production, sales, and distribution. Accordingly COFCO's business units overseas transformed into product and service suppliers.

■ 2004-2016

2004 marked a milestone for that COFCO transformed itself into a more and more competitive market player with an integrated value chain from the farm to the table, seizing a fast trend of consumption upgrade. By 2016 COFCO Womai has developed into a key distribution channel for COFCO brands. To further consolidate business value chain, **COFCO Food Import Co., Ltd** was founded this year.

Footprint



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Mission

- To bring to Chinese consumers safe, healthy, premium food from abroad at the highest efficiency
- To create maximum for us and our partners with supply chain expertise and professional services

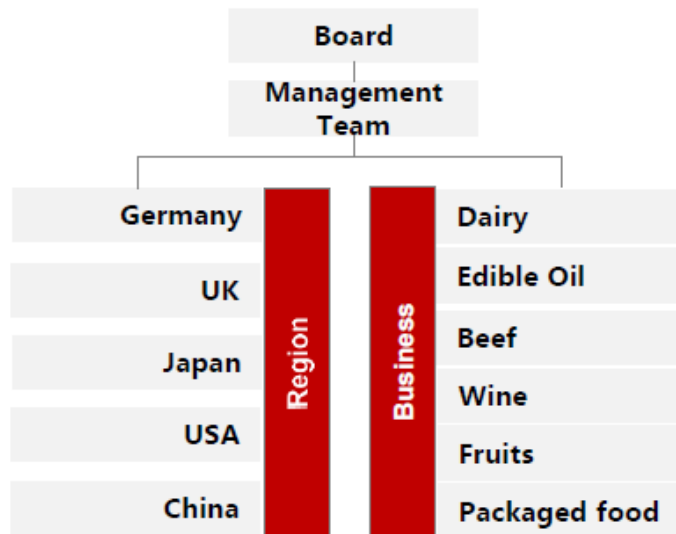
Vision

- To be a leader among China's food importers

Value

- Integrity
- Professionalism
- Efficiency
- Partnership

Team



Our Business Partners

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Network: Chinese market + global supply

Partners: producers, brands, wholesaler, distributor, customs clearance and logistics partners.....

Our Suppliers: brand owners + producers

Brand Supply	Product Supply	RD Supply
Known brands Promising brands Startup brands	Pakcaed products Ingredient Agri-food	Formula OEM

Sales channel: producer, wholesaler, retailer



Direct Procurement



Direct procurement from 4 regional branches in Japan, the UK, Germany and the USA, covering Asia-Pacific, Europe, Americas to select premium branded products, food ingredients, commodities and services.



40 years experience and resources in international trading and logistics to provide “one-stop” solution for your supply chain, and to shorten the distance between plant overseas and warehouses in China.

Added value: traceable quality management

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Food

Safety



70 years experience in agri-food, COFCO provided endorsement in quality management and traceability, which enables us to set up quick awareness and trust



10 years experience in warehousing and logistics , Womai provides door-to-door delivery with cold chain when needed, which safeguards food safety.

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Transaction Payment



Multiple options for currencies of transaction: RMB, Yen, EUR, USD.... We help to minimize risk in currency exchange for our clients.



Flexible payment terms: credit note, TT... open to discuss and align with our clients.

**We are dedicated to be
your right supply chain partner**





THANK YOU!

