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CATZ INTERNATIONAL

Established 1856

**Bridging
Your Needs**



Trusted partner

Since 1856

Global player
80 countries



Our
mission

Creating **peace** of **mind**
for our partners

Safe haven for customers

Where we play | The power of the integrated supply chain

Farming



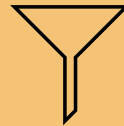
Trusted partnerships with farmers & access to countries of origins

Sourcing & trading



Competitive edge through scale, local relations and expertise

Processing



Turning raw materials into custom ingredients. High quality & food safe

Inventory & distribution



Rotating buffer stocks & supply guarantee

Customers & retail



Peace of mind for customers

Our business model

- Creating peace of mind for our partners -





Coconut
Products



Spices



Edible
Nuts



Dried
Fruits



Dehydrated
Vegetables
& Herbs

Unique position

- Tailormade quality & service
- Rotating buffer stocks
- Supply guarantee
- One stop shop
- Advantage of scale
- World's largest single buyer of desiccated coconut

Case – Competitive advantage in coconut



- Leading blue chip CPG company
- Mounting pressure on supply chain. Coconut scarcity
- Volatile markets threatening both pricing stability and product availability
- Catz is seen as trusted advisor and has access to approved sources
- Results for customer:
 - Strategic price hedging program for next 2 years.
 - Managing risks: price stability & supply security
 - Competitive advantage
- Managed in a profitable way for Catz

Human factor

- competitive advantage -

Partnerships
worldwide –
many different
cultures



Access to
multiple suitable
markets



Ensure quality
control



Non-listed
commodity
people business



Foundation for future growth - the evolving role of trading -

Past

*Price driven trade
Large information gaps &
less market transparency*

Present

*Supply security
Food safety, quality assurance
and compliance*

Future

*Crucial partner in ensuring supply security
amid increasing trade disruptions,
with food safety, traceability, sustainability
and quality as prerequisites.*



Key take aways:

- Almost 170 years' experience in global trade
- Crucial partner for food manufacturers. Yesterday. Today. Tomorrow.
- Proven track record of strong & growing financial results

Thank you for
your attention!



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