

Press release
10 October 2016

NORDFROST and STEF sign a European partnership agreement for the frozen food logistics

NORDFROST – an international group leader in Germany for frozen products logistics – and STEF – the European specialist and leader in France for cold logistics – announce a collaboration agreement on frozen goods logistics covering the whole of Europe. This agreement allows both partners to extend the range of their respective networks for clients looking for groupage and fine distribution solutions on a European scale.



From left to right:

Britta Heine (NORDFROST managing director), **Philippe Blum** (Managing director at STEF-Eurofrischfracht), **Horst Bartels** (NORDFROST company founder and chairman of the board at NORDFROST), **Jean-Pierre Sancier** (CEO, STEF), **Dr. Falk Bartels** (NORDFROST managing director), **Stanislas Lemor** (Deputy CEO, STEF), **Philipp Greve** (International Sales, NORDFROST), **Gerhard Kamlage** (Member of the executive board, NORDFROST), **Serge Capitaine** (Deputy CEO, STEF)

At the official signing of the agreement, on Thursday October 6, in Schortens (Northern Germany), NORDFROST and STEF set themselves the goal of meeting the growing needs of food manufacturers for export and import operations through joint European logistics solutions offering the highest quality standards in the market.

NORDFROST and STEF, whose capabilities in the deep-freeze sector are notably similar, were able to build this strategic partnership on the complementary of their European coverage and their convergence in terms of expertise, service, quality requirements and entrepreneurial values.

NORDFROST (35 sites for frozen goods) is mainly present in Central and Northern Europe (Scandinavia, Great-Britain, Belgium, Netherlands, Luxembourg, Austria, Switzerland, Italy) and in Eastern Europe. STEF (47 deep-freeze sites) has facilities dedicated to frozen goods in France and in six Southern and Northern Europe: Switzerland, Spain, Portugal, Italy, Belgium and Netherlands.

With a network of 82 sites dedicated to logistics operations under sub-zero temperatures with a 1.3 million pallet positions capacity, and a specialized fleet of 3,500 refrigerated vehicles, the two groups now offer their domestic and international clients the largest sub-zero storage and distribution network in Europe. This network meets the latest standards (IFS, BRC) and provides optimal solutions to the requirements of clients in terms of quality, performance and flexibility, as well as attractive delivery times.

Serge Capitaine, STEF Deputy Executive Officer said: *“Our common goal with NORDFROST is to create a unique pan-European transport and storage network for frozen goods. This partnership with a first-rate operator enables STEF to strengthen its presence in German-speaking countries and to offer its clients logistics solutions for the distribution of their frozen goods in Germany. The input of NORDFROST flows will reinforce our leadership position in logistics flows from Germany to Western and Southern Europe ».*

Horst Bartels, Founder and Chairman of the board at NORDFROST Said: *“Through this cooperation, NORDFROST will be able to expand its field operation in frozen goods logistics services across Europe to the benefit of its customers. We are believed to have found in STEF a suitable partner to carry this ambition. STEF, like NORDFROST, attaches great importance to frozen goods logistics and is also very strong in logistics for fresh products. Refrigerated goods distribution now accounts for only 15% of our business. This new cooperation with STEF offers opportunities to increase NORDFROST refrigerated activities, depending on the development of our collaboration.*



“Current presence of STEF and NORDFROST in Europe”

About NORDFROST

NORDFROST is Germany's leading service provider in frozen food logistics. The family-run business has been in existence since 1975 and has 2,500 employees in Germany, 35 frozen food warehouse locations with a capacity of 650,000 pallet storage spaces. This forms the basis of a nationwide groupage shipment network for fine distribution of frozen food products in Germany. NORDFROST dispatches 1,600 trucks per day. They operate across Germany and Europe all the way to the distribution of consolidated consignments in further country markets in cooperation with selected partners, mainly in Scandinavia, Great Britain, Benelux countries, Austria, Switzerland, Italy and eastern Europe. High quality awareness, IT competency and sustainability distinguish NORDFROST, which offers customers from the food, wholesale and retail as well as import and export industries total solutions in warehouse management, transport, retail logistics and ocean freight within the framework of supply chain management. Sales in 2015 were about EUR 400 million. Approx. 15% of sales come from fresh food logistics.

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About STEF - www.stef.com

STEF is the European specialist for cold logistics (-25°C to +18°C). STEF covers and combines the full range of transport operations, from logistics to IT systems for raw and processed food. STEF offers a wide range of logistics solutions adapted to its customers' specific needs and businesses in food processing, distribution and out-of-home catering. STEF has 16,000 employees in seven European countries: Belgium, Spain, France, Italy, the Netherlands, Portugal and Switzerland. The company draws on an array of specific resources, with 219 platforms and warehouses, 650,000 frozen food pallets storage places, 1,900 vehicles and 1,950 refrigerated trailers. Group income for 2015 reached €2,826 million, including €400 million in frozen goods logistics and €1,800 million in refrigerated goods logistics.

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