



Press Release
10th October 2016

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

NORDFROST – Germany's leading international operating company for frozen food logistics – and STEF – the leading specialist for cold chain logistics in Europe and leader in France - announce an entirely new pan-European alliance in the field of frozen food logistics. A unique pan-European logistics network with excellent coverage of frozen food warehousing and transport capacities for the benefit of today's globally operating customers is being created by aggregating the markets of both partners.

Executives from both companies met on Thursday October 6th, at the NORDFROST European headquarters in Schortens (northern Germany) to sign the agreement on the new European alliance in frozen food logistics. NORDFROST and STEF started their talks during the past weeks and exchanged ideas with the goal of offering pan-European logistics solutions to the highly import- and export-oriented food industry - from a single source and at a high level of quality and complexity. The two companies, both equally strong in the frozen food sector, identified agreement in terms of know-how, service, quality standards and their entrepreneurial values and thus decided to engage in an intensive strategic partnership.

NORDFROST has its headquarters in Germany (35 frozen food warehouse locations) and is, through its international transport logistics, particularly active in central and northern Europe (Scandinavia, Great Britain, Belgium, Netherlands, Luxembourg, Austria, Switzerland, Italy) as well as Eastern Europe. Beyond France, STEF operates in six European countries, both in the south and the north: Switzerland, Spain, Portugal, Italy, Belgium and Netherlands. With this equal partnership, NORDFROST and STEF will interlink one part of their transnational operative structures.

With a network of 82 frozen food warehouses and 1.3 million frozen food pallet storage spaces and a dedicated fleet of 3,500 refrigerated vehicles, the two companies will now offer their customers at home and abroad a comprehensive, pan-European network for frozen warehouse logistics and the distribution of groupage shipments. This takes into account the newest applicable standards (IFS/BRC) and offers optimal solutions for high customer demands in terms of quality, performance and flexibility as well as attractive delivery times.

Serge Capitaine, Deputy Executive Officer at STEF, adds: *"Our common goal with NORDFROST is to create a unique pan-European storage and transport network for frozen foods. This partnership with a first-rate company will allow STEF to strengthen its presence in German-speaking countries and thus offer its customers logistics solutions for the distribution of their frozen food products in Germany. With the increase in the shipping volume of NORDFROST, we will also reinforce our position as leading logistics provider from Germany to the west and south of Europe."*

Horst Bartels, company founder and chairman of the board at NORDFROST, comments: *"Thanks to this alliance, NORDFROST will expand its field of operation in frozen food logistics to all of Europe to the benefit of its customers. We believe to have found a suitable partner in STEF, which has as important a position in frozen food logistics as NORDFROST and is also very active in fresh food logistics. Fresh food logistics is currently only 15% of NORDFROST's business. Whether the newly founded alliance with STEF will boost the fresh food activities of NORDFROST will depend on further considerations."*

About NORDFROST - www.nordfrost.de

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.

Press officer: Britta HEINE - Phone: + 49 (0)4461 8902-60

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 business in food processing, distribution and out-of-home catering. STEF has 16,000 employees in seven 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 spaces, 1,900 vehicles and 1,950 refrigerated trailers. STEF's sales in 2015 were EUR 2,826 million, EUR 400 million of this in frozen food logistics and EUR 1,800 million in fresh food logistics.

Press officer: Catherine MARIE - Phone: + 33 (0)1 40 74 29 64 / + 33 (0)6 35 23 10 88