COMPANY PRESENTATION

KUCHNIE ŚWIATA S.A.

Poland, Łomna, Gdańska St. 34, 05-152 Czosnów, Phone + 48 22 785 95 20
kuchnieswiata@kuchnieswiata.com.pl, www.kuchnieswiata.com.pl
Our company was founded in 1990.

The Kuchnie Święta brand was created in 2004.

We are an importer and distributor of seafood, fish and all products necessary to prepare dishes from various even the most exotic places in the world.

In 2013 the logo Kuchnie Święta has been changed and works in this form until today.
4 business segments of Kuchnie Świata:

- HoReCa
- External detail
- A chain of own stores
- E-shop - online sales
OUR PEOPLE
OUR MANAGEMENT BOARD

JAROSŁAW RYMUSZKA
VICE PRESIDENT OF THE MANAGEMENT

Graduate of the Technical University of Warsaw, graduate of MBA Warsaw University of Technology, ACCA diploma. Former financial auditor in KPM and PriceWaterhouseCoopers. In company Kuchnie Święta since 2000, he is responsible for the company finances.

RYSZARD DYMN
CHAIRMAN OF THE BOARD

Food Technologist – graduated from the Agricultural University of Warsaw, graduated from the Foreign Trade faculty at Warsaw School of Economics. He established the company in Poland in 1990 after returning from West Berlin, where he worked as Commercial Attaché at the Polish Military Mission in Berlin, Germany for 5 years.

MARIA DYMNA-CHOJNACKA
MANAGING DIRECTOR

Graduate of the SGGW at the Department of Zootechnics. She completed postgraduate studies at the Leon Koźmiński Academy in the field of Management and Marketing. In company Kuchnie Święta since 2011.
OUR TEAM

ANNA BIAŁAS
CHIEF ACCOUNTANT

Graduated from the Faculty of Economics at the University of Lublin and the University of Economics of Poznań. In the Kuchnie Świata company since 2007 as the Chief Accountant.

DARIUSZ RICHTER
DIRECTOR OF DEVELOPMENT

Graduate of the Institute of Chemistry and Process Engineering at the Technical University of Warsaw. In the company Kuchnie Świata since 2002 as a specialist in food technology, product engineering and culinary arts.

BEATA PIĄTKIEWICZ
HEAD OF DEPT COLLECTION DEPARTMENT

Graduate of the Agricultural University of Warsaw – food technologist, associated with the company since 1994, Head of Debt Collection Department for 5 years.
OUR TEAM

JOANNA KOŁODZIEJCZYK
COMMERCIAL DIRECTOR

She graduated from the College of Management in Warsaw. In the company Kuchnie Świata since 1996. She manages six sales branches in Poland.

Paweł Szostak
DIRECTOR OF OWN STORES

Food technologist – graduate of the Agricultural of Warsaw. In the company Kuchnie Świata since 2003. He is responsible for the delicatessen chain.

Marcin Wyszkowski
HEAD OF PURCHASING DEPARTMENT

Graduate of the University of Warsaw and the Warsaw School of Economics. In the company Kuchnie Świata since 2008. He is responsible for all procurement processes in the company, including, above all, for container purchases from outside the EU.

Grzegorz Lechowski
COMMERCIAL DIRECTOR

Graduated from the Maria Skłodowska-Curie Warsaw University. In the company Kuchnie Świata since 2007. Responsible for cooperation with commercial networks.
Kuchnie Świata employs a total of about 335 people:

- **Office workers**: 80 people
- **Sales representatives**: 40 people
- **Store employees**: 75 people
- **Drivers**: 60 people
- **Warehouse staff**: 80 people
We have a total of 137 cars:

- TIR truck sets - 5 items
- Trucks refrigerated containers 20-22 pallet - 6 items
- Refrigerated vans - 56 items
- Delivery trucks - 19 items
- Company cars - 51 items
Imports of goods from Asian countries

CHINA

- pickled ginger - about 30-40 containers
- algae nori - about 6-8 containers
- vegetables and fruits in the marinade - about 2 containers
- bamboo chopsticks - about 6-8 containers
- eel unagi kabayaki - about 4-5 containers
- frozen fish (pollock, tilapia, redfish, cod, hoki, hake) - about 5 containers
- sushi products - about 8-10 containers
- todarodes squid products - about 6-8 containers
Imports of goods from Asian countries

**JAPAN**

✓ hamachi fillet fish - about 1 container
✓ mix of original Japanese products such as: miso, soy sauces, tofu, inari, spices and more - about 4-5 containers

**SOUTH KOREA**

✓ mixes of Korean products such as: Aloe Vera drinks, tempura, Korean preserves, kimchi, Korean sauces, drinks, gyoza dumplings, ramen and udon pasta - about 10-15 containers
TRADE DATA 2017

Imports of goods from Asian countries

THAILAND

✓ Real Thai products - about 50-60 containers

INDIA / BANGLADESH / VIETNAM

✓ Vannamei frozen prawns - about 15-20 containers
TRADE DATA 2017

Imports of goods from Asian countries

INDIA

✓ Basmati rice - about 2 containers

VIETNAM

✓ sushi trays (Sushi Ebi and Nobashi) - about 10-15 containers
✓ panga - 1 container (beginning of cooperation)
At the beginning of 2018 we started to buy fresh Atlantic Salmon (Jurassic Salmon) from the world’s first pro-ecological farm in POLAND. The forecast of orders for the Jurassic Salmon for 2018 - about 150 tons.

In addition, the containers are imported directly from: USA, PERU, NEW ZEALAND and CANADA.
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Kuchnie Świata S.A. is a distributor of food products for the HoReCa segment. Our mission is to satisfy all, even the most sophisticated expectations of gastronomic customers. We have been operating on the Polish market for 28 years. We are the most specialized supplier in the catering industry, especially in Asian cuisine.

Our goal is to provide customers with products with an authentic taste and smell.

We offer the highest quality food products to recipients all over the country.

Knowledge and many years of experience in the import of food from the farthest corners of the world placed Kuchnie Świata on the leader position.

Our advantage is direct contact with producers of brand products and food products on all continents. Thanks to this, we can deliver the highest quality exotic goods to the market at the most competitive prices.
We have 6 trading branch offices in the largest cities in Poland:

✓ Warsaw – Head Office and Central Warehouse in Czosnów
✓ Kraków
✓ Poznań
✓ Wrocław
✓ Gdańsk
✓ Olsztyn
We already have over 4,500 satisfied customers, which we provide:

- Wide range
- The highest quality products from the best and proven producers
- Competitive prices
- Continuity of supply
- Fast order fulfillment
- Safety and hygiene
- Training and consulting
Today, our portfolio of products dedicated to the HoReCa market includes over 4000 items.

We have the largest assortment of fish and seafood in Poland.
HORECA – OUR CLIENTS

- Hotels
- Restaurants
- Sushi bars
- Catering
SELECTED BRANDS WHICH WE IMPORT

- Poco Loco
- natureta
- Real Thai
- KTC
- Mida’s
- TRS
- Lamb Weston
- CHAOKOH
- SCHAR
RETAILER CHAINS - DISTRIBUTION

- Carrefour
- E. Leclerc
- Piotr i Paweł
- alma
- Delikatesy
- MarcPol
- stokrotka
- SIEĆ SKLEPÓW TOPAZ
- InterMarché
- Topem
- Cash & Carry
- makro
- SELGROS
- CASH & CARRY
The representative branch of the Kuchnie Świata Company is a nationwide network of exclusive delicatessens.

Our stores offer a wide choice - more than 6,000 products from various parts of the world.

Our advantages are: qualified service, professional culinary advice, interesting and exceptionally rich assortment.

Our delicatessens attract with a unique atmosphere of climatic interiors.
Currently, the network has **13 stores** located in the **best shopping malls**, in the **largest cities** in Poland.

- **WARSAW** - ZŁOTE TARASY
- **WARSAW** - GALERIA MOKOTÓW
- **WARSAW** - ARKADIA
- **WARSAW** - SKOROSZE
- **KONSTANCIN** - STARA PAPIERNIA
- **GDAŃSK** - FORUM GDANSK
- **KATOWICE** - SILESIA CITY CENTER
- **KRAKÓW** - GALERIA KRAKOWSKA
- **BYDGOSZCZ** - ZIELONE ARKADY
- **KATOWICE** - GALERIA KATOWICKA
- **ŁÓDŹ** - MANUFAKTURA
- **POZNAŃ** - POSNANIA

**NET W O R K  O F  O U R  D E L I C A T E S S E N**
THANK YOU
FOR YOUR ATTENTION

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