



## PRESENTATION

PinguinLutosa is specialized in the development, production and sales of frozen products: vegetables, fruits, potato products (fries and specialities) and ready-to-use culinary preparations. The Group also produces and sells pre-fried chilled fries and potato flakes.

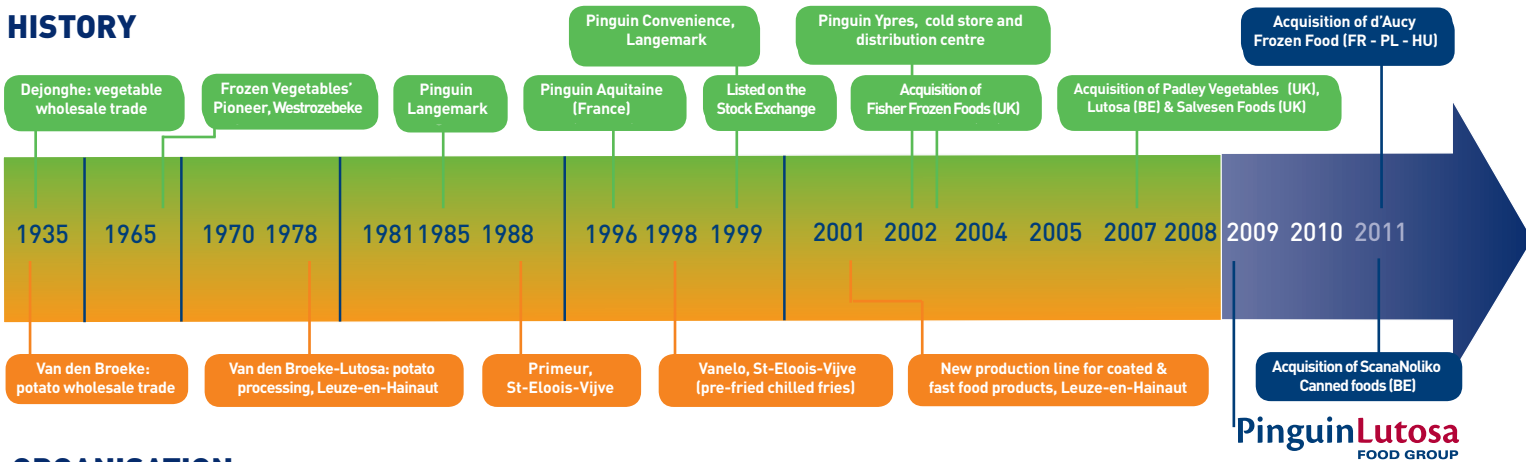
## MISSION

PinguinLutosa's target is to offer customers and consumers, wherever they are and throughout the year, a large choice of vegetable, fruit and potato based top-quality easy to prepare products that turn every meal into a guaranteed success.

"It's our knowledge of the agricultural profession, the commitment of our associates as well as our processing know-how that make the difference, season after season."

Quality dressed  
with Creativity...

## HISTORY



## ORGANISATION

PinguinLutosa has 15 production sites situated in the heart of the most fertile agricultural areas in Europe (Belgium, France, UK, Poland & Hungary). A total of 19 subsidiaries and sales offices in 5 continents are entirely dedicated to all customer segmentations: food industry, catering as well as large and medium commercial outlets and fast food.

## PRODUCTION SITES

- Belgium**  
PinguinLutosa NV, Westrozebeke  
Pinguin Langemark NV, Langemark  
PinguinLutosa Foods SA, Leuze-en-Hainaut  
Vanelo NV, Sint-Eloois-Vijve
- United-Kingdom**  
PinguinLutosa Foods UK Ltd., King's Lynn  
PinguinLutosa Foods UK Ltd., Bourne  
PinguinLutosa Foods UK Ltd., Boston
- France**  
Pinguin Aquitaine SAS, Ychoux  
CGS SAS, Moréac  
Pinguin Comines, Comines
- Poland**  
PinguinLutosa Foods Polska Sp z o.o.  
Dąbrowa, Lipno, Etk, Adamów
- Hungary**  
PinguinLutosa Foods Hungary, Baja



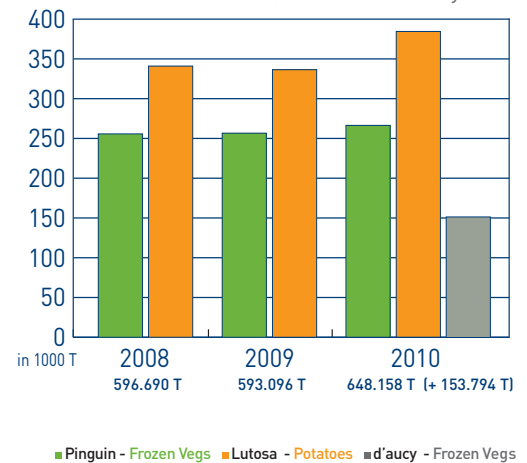
## KEY FIGURES 2010

**Staff** 2455 staff members

**Turnover** 483.6 million euro  
(+ 127.9 d'auzy)

**Export** 103 countries

**Sales volumes** 648.158 T  
(+ 153.794 T d'auzy)



## HEAD OFFICES

**VEGETABLE DIVISION:**  
PinguinLutosa nv  
Romenstraat 3 | 8840 Westrozebeke | BELGIUM  
T +32 (0)51 788 200 | info@pinguinfoods.com

**POTATO DIVISION:**  
SA PinguinLutosa Foods  
Z.I. du Vieux Pont 5 | 7900 Leuze-en-Hainaut | BELGIUM  
T +32 (0)69 668 211 | headoffice@lutosa.com

www.pinguinlutosa.com





## STRATEGY

The group's strategy is built on 3 basics, which are linked with 5 key-objectives:

### Basics

- **Operational excellence:** continuous improvement of our production apparatus as well as our logistics
- **Quality assurance:** good and stable quality throughout the year guaranteed by many quality programs (HACCP, BRC, IFS, ISO9001:2008, ACS, GMP, Topmanagement, Applied Quality) | we have our very own laboratory which has been accredited by Belac according to ISO/IEC 17025:2005 standards.
- **Sustainable development:** every production site benefits from its own water purification system | our Group is the first Belgian producer of green energy by using biogas (cogeneration).



### Objectives

- **Customer-staff-supplier satisfaction:** « supplying at all times, to every customer, at the right moment, the right quality of the right product at the right price » is the objective we strive to achieve every day. This can only be achieved with the full commitment of our staff and our suppliers. Safety and well-being at work is also very important to us.
- **Innovation:** our R&D focuses on enhancing our production methods as well as the development of products which meet our customer requests more and enhance the value our by-products.
- **Internationalization:** to be able to serve our customers even better, we have 19 offices abroad.
- **Profitable growth:** both companies, Pinguin and Lutosa, have enjoyed an exceptional growth over the past years; together, the Group aims to yield enough profits to provide for more growth, hence allowing us to maintain our position in the worldwide top 5 of our profession.
- **Group and brand awareness.**

## PRODUCTS

### Vegetables

- Vegetables & vegetable mixes: different sizes and cut sizes (dices, slices, strips...)
- Aromatic herbs IQF (parsley, chives, garlic, shallots, basil...)

### Fruits

- A wide range of fruits & fruit mixes: strawberries, raspberries, blackberries, sour cherries, fruits of the forest mixes, exotic fruit salads
- Fruit processing for industrial applications: jam production, dairy industry, industrial bakeries, pharmaceutical industry



### Convenience

- Al dente vegetables, prefried or grilled - seasoned or in sauce
- Vegetable mixes in doypack
- Soups, sauces and vegetables in mini-portions (pello) like spinach with incorporated cream sauce
- IQF Pasta and rice, with or without vegetable mixes or sauces in mini portions
- Cold salads
- Fruit pies and vegetable pies
- Numerous recipes of convenience food in trays



### Potatoes

- Prefried frozen French Fries: different lengths and cut sizes - with or without skin - coating possibility
- Precooked frozen potato specialties: cut (with or without skin) - cut and coated with spices - shredded (Rösti) - made from mashed potatoes (Croquettes, Pom'Pin, kids range...)
- Mashed potatoes, plain or aromatised
- Gratins
- Prefried chilled fries (BBD 26 days)
- Dehydrated potato flakes for instant puree, gnocchi, snacks, cookies...



### Organic

PinguinLutosa offers a range of some fifteen vegetables, fries and specialties made from organic potatoes, as well as dehydrated potato flakes.

## PINGUINLUTOSA WORLDWIDE

