

“MOSTRA-GROUP”

General information

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- takes leading positions of Belarusian market in distribution;
- successfully passes annual international audits (Ernst&Young, Deloitte) since 2006;
- operating cross-docking system in all regions of Belarus;
- 7 branches;
- the skilled personnel which is regularly trained and certificated for the purpose of increasing the level of service;
- long-term and positive experience of cooperation with state structures.



General information

Portfolio of sales
of global brands

95%



70% partner with us > 7 years



20%
share of the
market FMCG
in Belarus

4 500
SKU

5 500
orders per day

2 500 employees



We serve > 15 thnd. commercial
enterprises in the 6 regions
of the Republic of Belarus



The main direct long-term contracts

Kimberly-Clark	Haribo
Mondelēz	Bonduelle
Danone	Heinz
BIC	Ehrmann
PepsiCo	Belfood
Gallina Blanca	Орими
Makfa	Jacobs
Tchibo	Чумак
Perfetti Van Melle	Red Bull
Сады Придонья	Орион
Роллтон	Белтея



Mission and objectives

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Mission and objectives

Mission: TOGETHER earn!®

Objectives:



entrepreneurship - to exercise pushfulness in achieving the result.



Partnership - to follow the principles of partnership relations with internal and external customers, investors and partners.



effectiveness - to achieve planned results in a timely manner.



development - to grow and develop in order achieve results, not stopping on its reached.



professionalism - to meets the requirements of the profession, continuously improves.

Distribution service

Distribution service

- timely and full provision of the trading reporting for partners;
- the market extent correspond of the trade market and credit conditions;
- the direct communication with customers and partners;
- additional service to customers in the form of service-desk on the payment process, workflow and delivery control and etc.;
- the business planning in the context of individual contracts.



Automation



Automation

- automated in-house developed systems for logistics and sales (Sprinter, Mercury Logistics);
- the on-line services for partners and company's sales staff;
- the automated control system of planning and delivery;
- the automated control over the work of the company's sales staff (GPS-tracking);
- the electronic documents circulation.



The strategic focus



The strategic focus

- to increase constantly our market share of distribution services on the territory of Belarus;
- to transform the company into an efficient leader of the European level, using in our work all the necessary range of modern technologies and ideas;
- to combine economic growth and prosperity of the company with increased wealth, professional and personal growth of employees contributing a worthy contribution to the achievement of the company.



Contacts



Address: 56, Gurskogo str.,
BC «REEF»,
220052, Minsk, the Republic of Belarus

tel.\fax: + 375 17 389 06 00

e-mail: info@mostra.by

www.mostra.by

we earn TOGETHER!®