

# “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.



**effectiveness** - to achieve planned results in a timely manner.



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



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



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

# Distribution service

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# 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



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