

HOPI

SUPPLY CHAIN

THE COMPASS

A GUIDE TO UNDERSTANDING
OUR BUSINESS AND DIRECTION

hopiglobal.eu



sustainable
logistic *solution*

VQ2/2024/ENG

hopilogistics.eu





HOPI
HOLDING

HOPI
LOGISTICS

HOPI
CZECH REP.

HOPI
SLOVAKIA

HOPI
POLAND

HOPI
HUNGARY

HOPI
ROMANIA

HOPI
CEE HUB

HOPI
SUPPLY CHAIN

HOPI
GLOBAL SOLUTION

CZ

SK

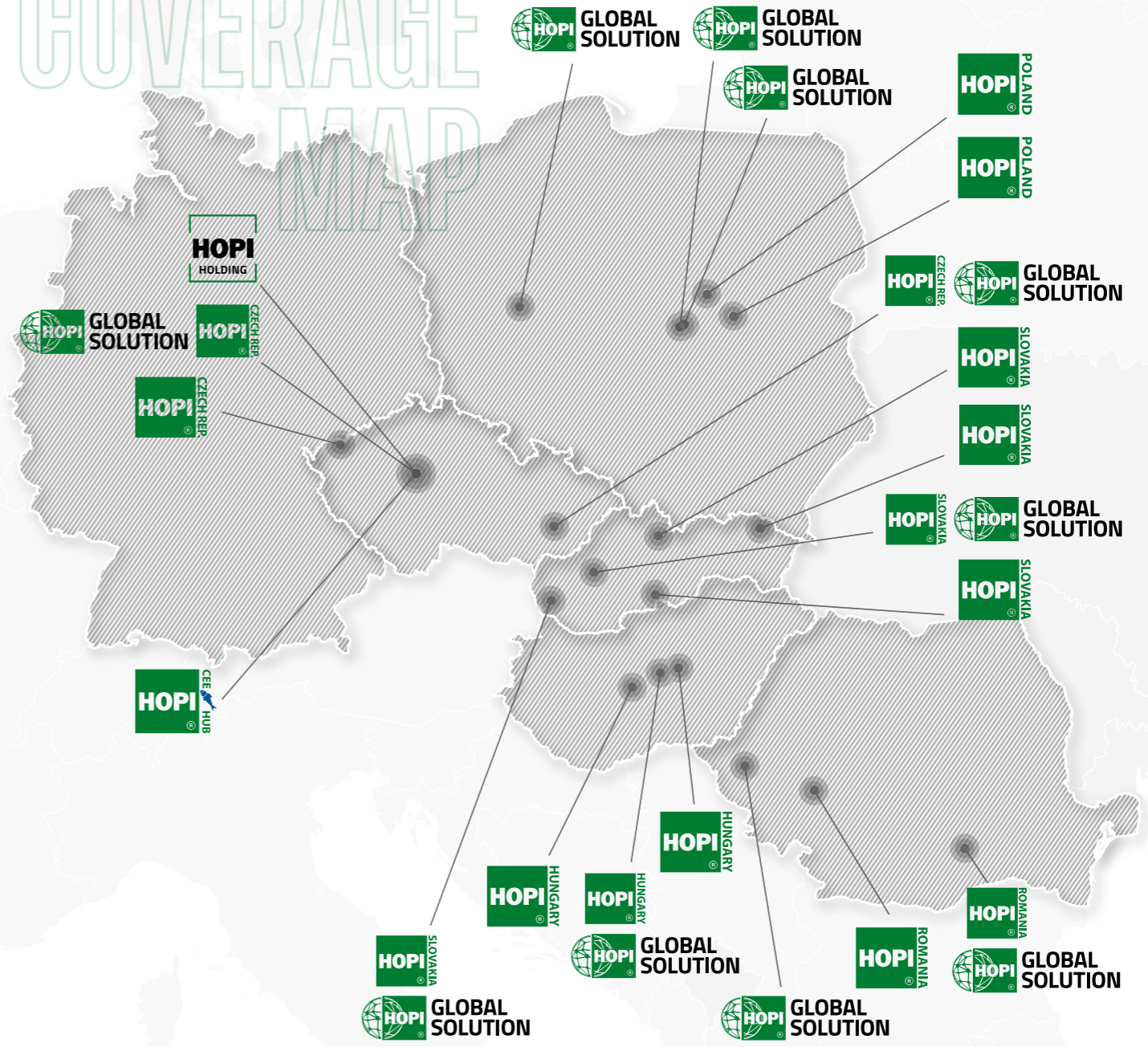
HU

RO

PL

ORGANISATION STRUCTURE

COVERAGE MAP



HOLISTIC & TOGETHER

SUSTAINABILITY



SOCIAL IMPACT



- ✓ CSR ENGAGEMENT
- ✓ TRAINING PROGRAMS
- ✓ EMPLOYEE DEVELOPMENT AND SAFETY



GREEN LOGISTICS SUSTAINABILITY STRATEGY



WASTE HEAT UTILIZATION

We use the heat from the refrigerator compressors to heat the office buildings and the internal water.



LIGHTING

We installed energy efficient lights in our warehouses, we use the technology of reflective surfaces, and we have introduced motion sensors to save energy.



SUPPORT OF PLANTING FORESTS

Under the „TREES FOR LIFE“ program, the supplier company will plant a tree for every 10 of our paper cartons. Annually, it's an average of 700 new trees.



SOLAR ENERGY

There is a solar power plant on the rooftops of our warehouse that produces energy for our consumption with load distribution throughout our networks and arable land.



TRANSPORT

Gradually, we have introduced the EURO 5 and 6 standards. Through this, we achieve maximum fuel savings through central planning, fleet diversification, alternative fuel HVO, electric trucks and driver training for the economic drive.



WASTE

We are part of REMA - „Green Company“ that focuses on waste sorting, recycling, and using economical packaging machines. We have reduced the production of waste and packaging materials. Additionally, we recycle any old electrical appliances.

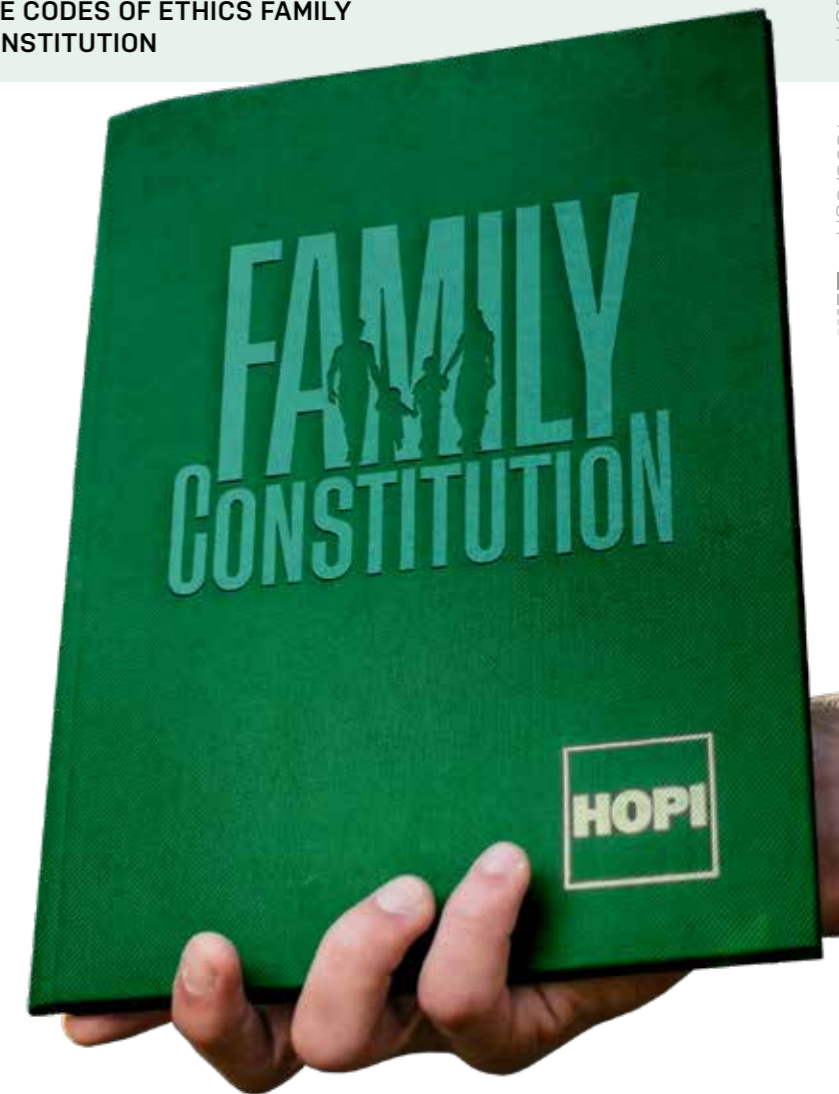
DECARBONIZATION STRATEGY

EMISSION GOAL
2030
REDUCE BY **30%**

EMISSION GOAL
2050
REDUCE BY **95%**

GOVERNANCE & RESPONSIBILITY

THE CODES OF ETHICS FAMILY CONSTITUTION



WHO ARE WE?

BRIEF INTRODUCTION OF HOPÍ

HOPÍ IS A CZECH FAMILY COMPANY THAT HAS SUCCESSFULLY OPERATED ON THE MARKET SINCE 1992.

HOPÍ became one of the most significant logistics companies in Central Europe. The first foreign expansion took place in 2000 to Slovakia. Since 2005, HOPÍ has operated in Hungary. And in 2012, the company spread to Poland as well as Romania one year later.

HOPÍ provides comprehensive logistics service in all temperature regimes. This doesn't only include warehousing services but also transport and value-added services, for example.



WE BELIEVE

THAT THE QUALITY OF A COMPANY ONLY GOES AS FAR AS THE QUALITY IN THE RELATIONSHIPS BETWEEN ITS PARTICIPANTS.

THAT'S WHY WE HAVE AN ESTABLISHED CODE OF ETHICS AT HOPÍ THAT WE CLOSELY OBSERVE.

KEY FIGURES

5

COUNTRIES

14

DC LOCATIONS ACROSS CEE

517.000 m²

WAREHOUSING SPACE

4.900

EMPLOYEES

5.000.000

PLTS DISTRIBUTED/YEAR

500+

OWN VEHICLES

480.000.000+

EUR ANNUAL REVENUE

500+

LOCAL AND GLOBAL CUSTOMERS

650+

OWN DRIVERS

OUR MISSION & VISION

GROUP MISSION

THROUGH MOTIVATED EMPLOYEES AND USING MODERN TECHNOLOGICAL TOOLS CREATING PRODUCTS IN THE FORM OF SERVICES OR PHYSICAL PRODUCTS THAT WILL BE REQUIRED BY THE MARKET, ENABLING THE GROUP TO CREATE RESOURCES FOR ITS LONG-TERM DEVELOPMENT AND AT THE SAME TIME BRINGING ADDED VALUE TO THE SOCIETY IN WHICH WE LIVE.

LOGISTICS VISION

TO BUILD THE LARGEST CENTRAL EUROPEAN LOGISTICS GROUP, WHICH, THANKS TO ITS TECHNOLOGICAL SOPHISTICATION, CUSTOMER SERVICE ORIENTATION, QUALITY AND ABILITY TO PROVIDE A COMPREHENSIVE SERVICE, WILL BE THE PREFERRED CHOICE AND BEARER OF COMPETITIVE ADVANTAGE.



DAVID PIŠKANIN
Chairman
of Hopi Holding

MARTIN PIŠKANIN
Chairman of SB
Hopi Holding

WE PROVIDE COMPLETE



LOGISTICS SERVICES

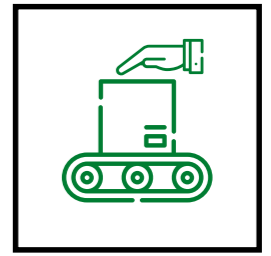
WE WORK WITH ALL TEMPERATURE MODES



TRANSPORT



STORAGE



VAS VALUE ADDED SERVICES



FULLFILMENT LOGISTICS FOR E-SHOPS

DRY



CHILLED



FROZEN



WAREHOUSING

FULL SERVICE LOGISTICS PROVIDER



DRY



CHILLED



FROZEN

WAREHOUSING SOLUTIONS



CENTRAL WAREHOUSES
(standard, bonded, customs, ...)



X-DOCK OPERATIONS



FULLFILMENT LOGISTICS



END OF LINE LOGISTICS

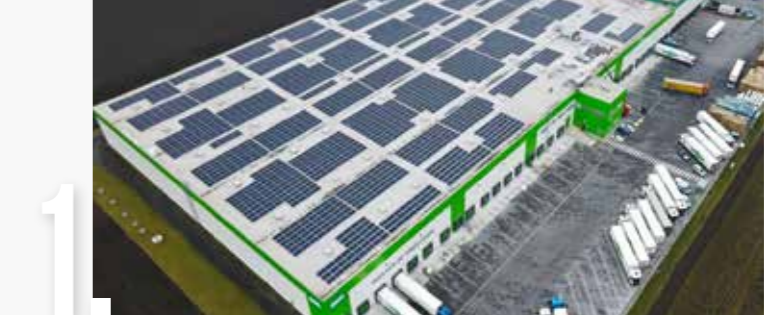
IT BACKGROUND

SAP based WMS developed and customized by HOPI ✓

RF scanners ✓

On-line monitoring of Warehouse operations ✓

1. CZ | PROSTĚJOV
2. CZ | JAŽLOVICE
3. CZ | KLÁŠTEREC NAD OHŘÍ
4. CZ | STRANČICE
5. SK | MADUNICE
6. SK | SENEČ
7. SK | PREŠOV
8. HU | VECŠÉS
9. HU | GYAL
10. HU | SZIGETSZENTMIKLÓS
11. PL | MSZCZÓNOV
12. PL | SOCHACZEW
13. RO | BUCHAREST
14. RO | TIMISOARA



TRUSTED BY:



WAREHOUSE

HOPI SUPPLY CHAIN

TRANSPORTATION NETWORK

DAYLY CONNECTION

-  Specialist's in **temperature controlled** transport
-  **FLT, PTL and Groupage services** in the CEE region an EU
-  Own fleet of **over 500 vehicles** supported by long-term, stable carrier partners all the vehicle types (3,5t – 40t) for long and short distance distribution
-  **Environmental friendly vehicle fleet** (majority of EURO6). Electric truck & HVO
-  Over **650 drivers**



TRUSTED BY:



DELIVERY

OUR DELIVERY FLEET CONSISTS OF OVER 500 OF OUR OWN VEHICLES AND IS SUPPLEMENTED WITH LONG-TERM, CONTRACTED CARRIERS.

TRANSPORT TEMP. MODES



CHILLED TRANSPORT



DRY TRANSPORT



FROZEN TRANSPORT



MULTITEMPERATURE TRANSPORT

OUR FLEET



PARCEL DISTRIBUTION



6 PALETTES



10 PALETTES



15 PALETTES



20 PALETTES



33 | 36 PALETTES



ROAD-TRAIN

Your goods are under constant control during the entire transport process. **The most modern telematic systems** made by top global manufacturers enable us to monitor the vehicle without interruption and communicate with the driver online.

They inform us about the location of your goods, their temperature, and when we will deliver them to their given destination. Should unexpected events occur while in route, we work with this information straight away and seek a solution.



sustainable logistic solution

- ✓ 5000+ loadings annually by all vehicle types (3.5t to 40t) in all temp. modes
- ✓ FTL and PTL services in and outside the EU
- ✓ Eco-friendly rolling stock (majority EURO6)+Electric+HVO
- ✓ We specialise in temperature-controlled transport
- ✓ 500 owned vehicles
- ✓ LTL/Groupage distribution services in the CEE region connected to regular lines covering the entire EU
- ✓ Control Tower service for global clients
- ✓ International transport services, incl. air, sea, and rail transport



MANUAL AND AUTOMATIC PROCESSING



MULTIPLE QUALITY CONTROL

13
VAS CENTERS

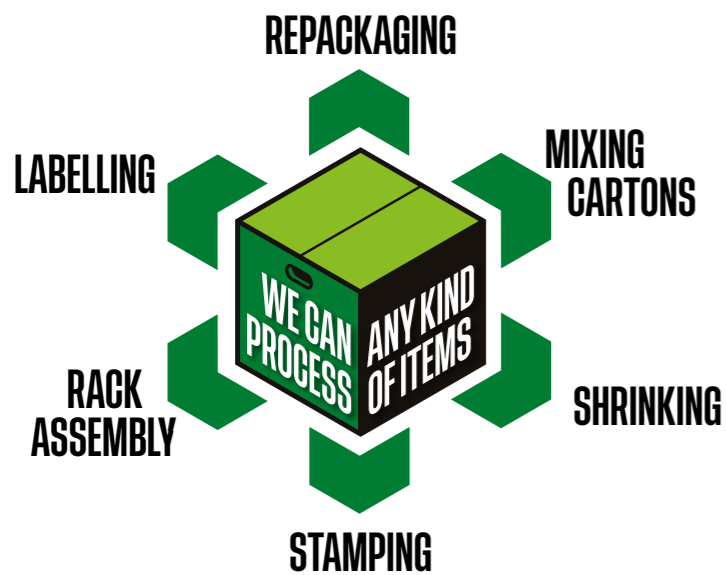
196 MIO.
PRODUCTS SHIPPED PER YEAR

VAS VALUE ADDED SERVICES



HOPI SUPPLY CHAIN

VQ2/2024



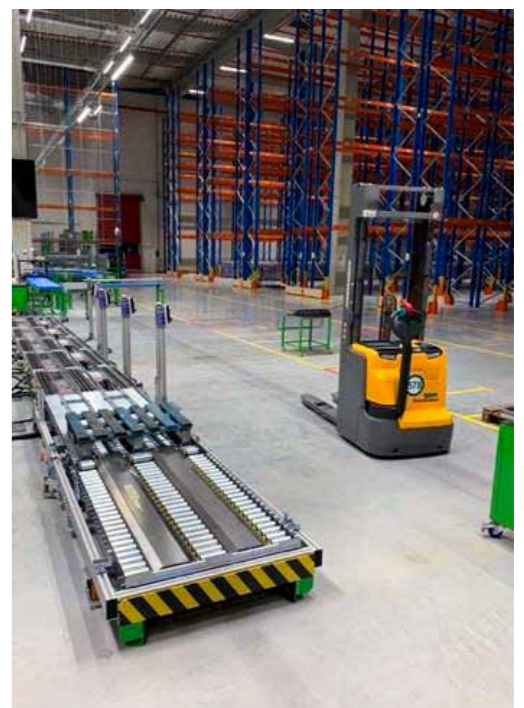
VALUE ADDED SERVICES COPACKING

- ✓ 13 VAS CENTRES IN 5 COUNTRIES
- ✓ MORE THEN 900 EMPLOYEES
- ✓ MULTIPLE TEMPERATURE REGIMES
- ✓ FOCUS ON WPI (WORKPROCESS IMPROVEMENT)
- ✓ PLANNING TOOL & SIMILAR EQUIPMENT IN ALL VAS CENTERS
- ✓ STRONG ROBUST QA SYSTEM
- ✓ PACKAGING MATERIAL SUPPLY

SAMPLES OF PRODUCTS

- Labelling products, boxes
- Re-packaging
- Displays assembling
- Mixing
- Makro/Metro packaging
- Discount packaging
- 2+1 and 3+1, etc.
- Legal stickering
- Preparation of paletts
- Packaging of various asymmetrical products
- Packing in to shrink foil

AUTOMATION & DRPA



HOPI SUPPLY CHAIN

VQ2/2024

TRUSTED BY:



FULLFILMENT-ECOM

FULL SERVICE LOGISTICS PROVIDER



DRY



CHILLED



E-COM solution

- ✓ B2C, B2B
- ✓ Brick and Mortar
- ✓ Value Added Services
- ✓ Own Transportation Fleet
- ✓ Last mile delivery + COD
- ✓ Consumables + POSTMAT management

IT BACKGROUND

- ✓ SAP based eWMS dSAP based eWMS developed & customized in HOPI



WE WILL HELP YOU TO DEVELOP YOUR E-BUSINESS



100.000+ SKU ON STOCK

B2C 1.5 mio+ PACKAGE SEND

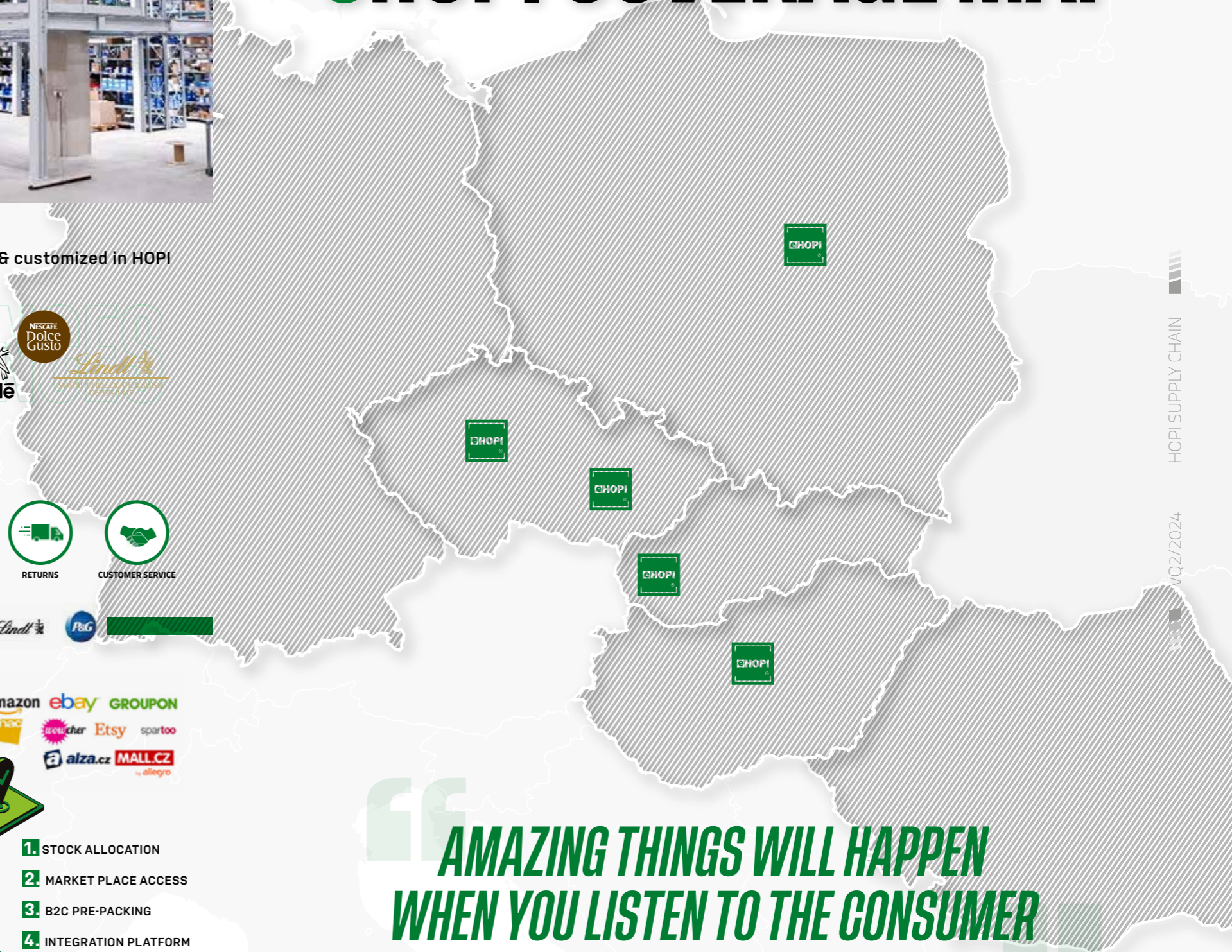
B2B 5 mio+ PCS PICKED & SENT

5 COUNTRIES

20+ PARCEL PROVIDERS



eHOPI COVERAGE MAP



AMAZING THINGS WILL HAPPEN WHEN YOU LISTEN TO THE CONSUMER

Jonathan Midenhall, CMO for Airbnb

OUR ACQUIRED CERTIFICATION

- ✓ QUALITY ISO 9001
- ✓ HEALTH & SAFETY OHSAS 18001
- ✓ ENVIRONMENT ISO 14001
- ✓ ISO 50001
- ✓ AEO CERTIFICATION
- ✓ IFS LOGISTICS
- ✓ BIO CERTIFICATE





GLOBAL SOLUTION



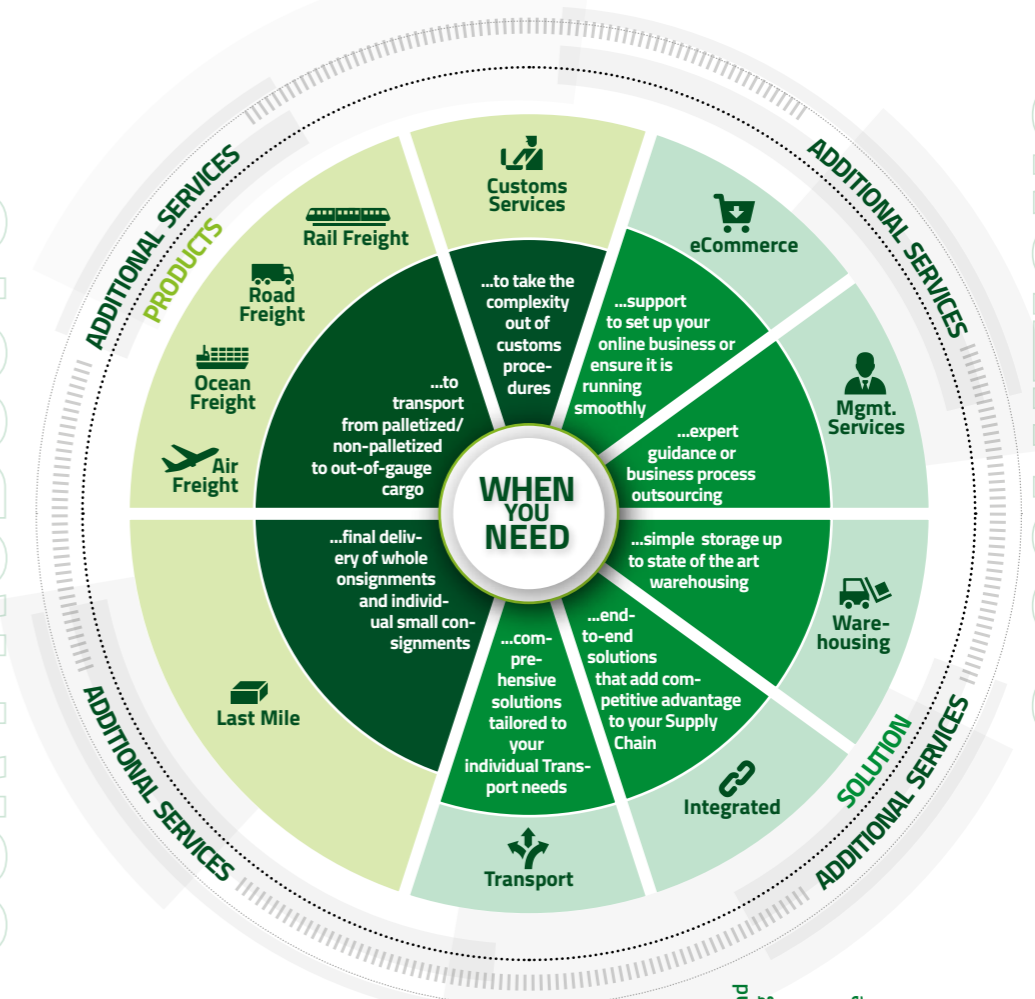
**HOPI GLOBAL SOLUTION
SPECIALIZES IN PROVIDING INTERNATIONAL
TRANSPORTATION SERVICES ON GLOBAL
LEVEL FINDING ALWAYS THE OPTIMAL
SOLUTIONS REGARDLESS OF THE
TRANSPORTATION MODE**



HOPI GLOBAL SOLUTION

PRODUCT, SOLUTIONS AND SECTOR EXPERTISE

OUR PRODUCTS



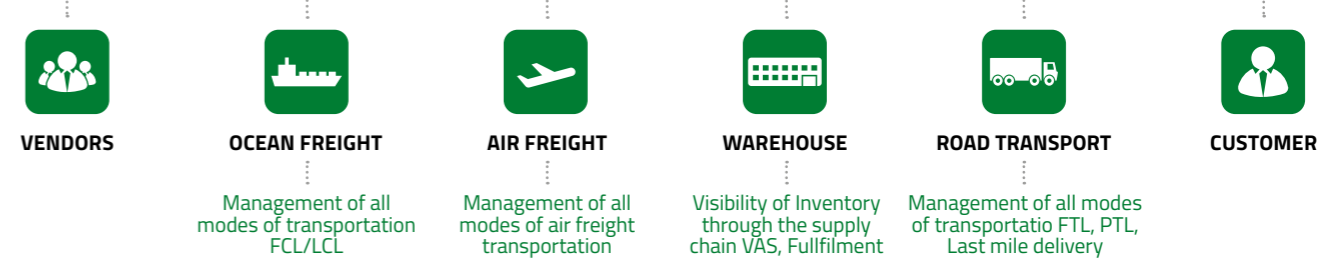
SOLUTIONS & SERVICES

OUR SECTOR EXPERTISE

Our **sector-specific expertise** spans across multiple sectors and specialty areas, offering you **tailored solutions that best match your industry's logistics requirements.**

Thanks to specialized teams of experts, we ensure that your needs will be correctly understood and that a product / logistics operation will be created exactly according to your needs.

- automotive
- chemicals
- consumer
- energy
- engineering and manufacturing
- life sciences and healthcare
- public sector
- retail
- technology



Tailor-made solutions - providing individual types of transport or even a complex supply chain solution from the vendor to the end customer

INTERNATIONAL ROAD FREIGHT TRANSPORTATION

ALL PRODUCTS INCLUDE

- ✓ CURTAIN SIDED TRANSPORTATION
- ✓ TEMPERATURE CONTROLLED TRANSPORTATION
- ✓ BOX TRUCK TRANSPORTATION

AS PART OF THE SERVICE WE OFFER

Our road haulage products offer high quality road haulage services, from standard services such as **LTL (Less-than-Truck Load)**, **PTL (Partial Truck Load)** or **FTL (Full Truck Load)** to temperature controlled shipments and highly secure types of transport.

TYPE OF TRANSPORT PROVIDED

- SHIPMENT TRACKING
- DETERMINED DELIVERY TIMES
- OPTIONAL CUSTOMS CLEARANCE
- OPTIONAL CARGO INSURANCE



AIR TRANSPORTATION AS PART OF THE SERVICE WE OFFER

- Cargo transport of commercial goods
- Without weight and size limitations all delivery conditions according to Incoterms 2010
- Speed of delivery according to your needs
- Pickup / delivery of shipments according to your requirements
- Transportation from/to all world airports
- Use of all scheduled flights of world airlines
- Consolidation to/from major world airports with the possibility of charter flights

TRANSPORTATION OF GOODS

- A SPECIAL NATURE
- OVERSIZED GOODS
- DANGEROUS GOODS
- GOODS REQUIRING A CONSTANT TEMPERATURE REGIME
- VALUABLE GOODS
- CUSTOMS SERVICES

RAIL FREIGHT TRANSPORT AS PART OF THE SERVICE WE OFFER

Our rail freight products offer safe, reliable and environmentally friendly transport by rail, either within Europe or as a link between Europe and Asia, westbound and eastbound - **FCL (Full-Container Load)**.

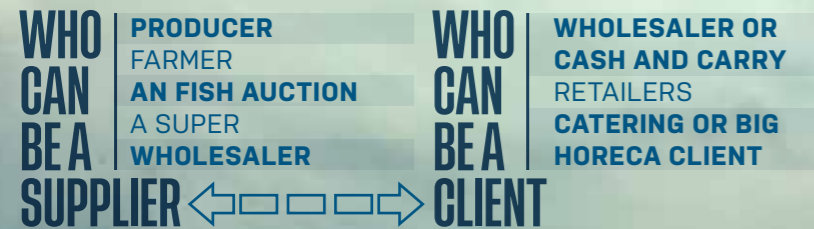
- Regular departures from major business centres in Europe and Asia
- The environmentally friendly alternative for your FCL cargo
- Services available for containers, trailers, groups of wagons and full train movements.
- Environmentally friendly, cost-effective, reliable and fast connections within Europe and connecting Asia Pacific to Europe, westbound and eastbound.
- Standard loading units: containers, trailers, groups of wagons and complete trains
- Highly reliable connections between regional networks in Europe and Asia
- Standardised operation from pick-up to delivery
- Safe and monitored loading and handling
- Efficient handling of transport formalities
- Defined and highly reliable door-to-door delivery times

OCEAN TRANSPORT

AS PART OF THE SERVICE WE OFFER

- FCL (Full container load)**
 - All-container transport by all types of containers
 - Regular connections to all major European ports by rail and road
 - Cooperation with proven shipowners providing quality service
 - Expert advice, individual approach
 - Transportation of commercial goods including dangerous goods consolidation
- LCL (Less than container load)**
 - Bulk shipments in a worldwide network of consolidated containers
 - Expert advice, personalised approach
- SPECIAL TRANSPORTS**
 - Oversized goods
 - Transport of dangerous goods
 - Carriage of goods requiring a constant temperature regime

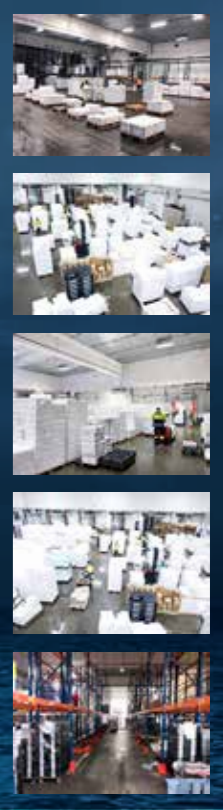
HUB IT'S CONNECTION BETWEEN SUPPLIERS AND CUSTOMERS



...A TRAMPOLINE CONNECTING SUPPLIERS AND CUSTOMERS HAVING THE SAME POINT OF INTEREST IN GOODS OF ACTIVITIES. GOODS THAT ARRIVE AND DEPART ARE TEMPORARILY STORED, X-DOCKED, AND/OR PICKED. OUR HUB LENDS ITSELF AS CENTRAL CONTROL CENTER AND OFFERS VALUE-ADDED SERVICES (VAS).

HOPI CEE FISH HUB PLATFORM

- TEMPERATURE ZONE CHILLED 0-2°C
- APPROX. 2000 sqm
- 8 RAMPS,
- APPROX. 600 PALLET STORAGE SPACES IN RACKS
- GROWTH POSSIBILITY (CHILLED CHAMBERS NEXT DOOR)



- ✓ GOODS RECEIVING (QUALITY, QUANTITY)
- ✓ PICKING
- ✓ EXPEDITION
- ✓ CENTRAL WAREHOUSE AND BREAK
- ✓ LABELLING

VOLUMES

More than **20 000 tons** of fresh fish and seafood passing through our platform **every year**

Approx **170 – 210 tons** per month of picked goods for MCC in standard month

Approx **350 – 500 tons** of fresh fish per week passing through the platform

2 peak periods:
Easter (about 1,5x the usual volume) and **Christmas** (up to 3x the usual volume)

MATCH-MAKER BETWEEN SUPPLIERS AND CLIENTS IT'S MARKET DEVELOPMENT

We actively support growth of fish consumption in the region and serve as a center of information for potential clients about products and viable synergies. We actively facilitate connections between suppliers and prospective clients with the aim to improve the market and develop new partnerships.

Our aim is to generate synergies among Sourcing, Suppliers, and the Market.

In order to develop the market and to create demand for new products, we organise annual Events, such as Czech Mussel Week and Matjes Days. As a result, since 2019 the consumption of mussels **has grown by 30 %** (ie. in 2023 approx 70.000 portions of mussel were served during a single week of the event).

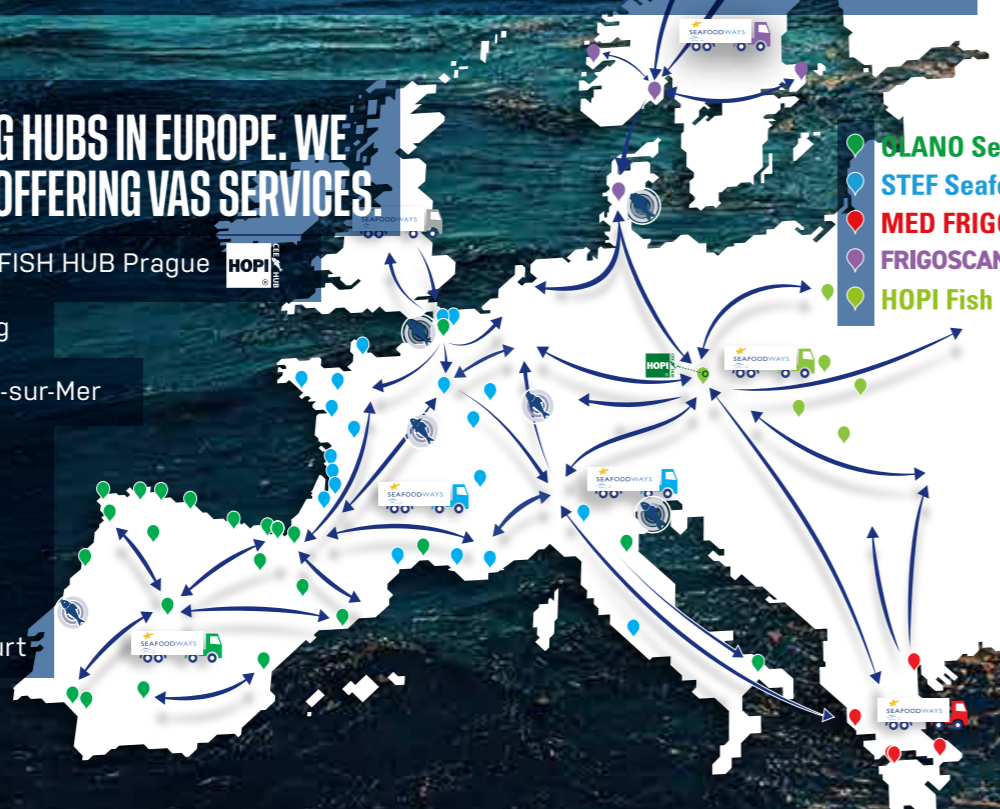


CONSOLIDATION OF VOLUMES REDUCES COSTS AND ENHANCES ACCESSIBILITY OF THE PRODUCT FOR THE END USER AT ITS FINAL DESTINATION!

THERE ARE OTHER BIG HUBS IN EUROPE. WE ARE THE ONLY ONES OFFERING VAS SERVICES.

- CZECH REP. | HOPI FISH HUB Prague
- DENMARK | Padborg
- FRANCE | Boulogne-sur-Mer
- FRANCE | Rungis
- SPAIN | Vigo
- ITALY | Venetia
- GERMANY | Frankfurt

- CLANO Seafood
- STEF Seafood
- MED FRIGO
- FRIGOSCANDIA
- HOPI Fish Hub



THE SEAFOODWAYS NETWORK

Combines the unique expertise of operators experts in seafood products transport and logistics, present all around Europe. It provides logistics solution that combines proximity, custom-made, extended network and homogeneous service quality. A dense European network of collect and distribution, close to your production locations and your customers.



IS PART OF





sustainable
logistic solution

THANKS FOR YOUR ATTENTION



Don't worry be HOPI®