

KEFO COMPANY PRESENTATION

About



- Company **KEFO**[®] more than 70 years successfully distributes various chemicals, food supplements, equipment, instruments and consumable material for laboratories, plastic granulates, enteral food for hospitals and pharmacies, medical products and service of instruments.



KEFO **Vision:**

We guarantee top knowledge and success



KEFO **Mision:**

We ensure long term success with professionalism and flexibility in our products and services

KEFO Values:



- Responsibility
- Knowledge
- Quality
- Safety
- Proactivity
- Simplicity

Company name: KEFO d.o.o.



- Head Office: Brnčičeva 31,1231 Ljubljana
- Central Warehouse: Brnčičeva 29,1231 Ljubljana
- Property: 100% private property
- Year of foundation: 1949
- Number of employees: >85 + >100 in German



MANAGEMENT



- **General manager and owner**

Vladimir Bangiev B.Sc. Econ.

- **Board member**

Franci Stojc M.Sc.Econ.

- **CEO Croatia:**

M.Sc. Econ. Božica Kekez ;Chem.

- **CEO Serbia and BIH:**

B.Sc. Biochem. Sonja Jeremić

KEFO SALES PROGRAMS

PLASTIC GRANULATES



- PE
- PVC
- PA
- EPS
- PP
- PS
- PET
- Masterbatch

LABORATORY CHEMICALS, PHARMA CHEMICALS & LABWARE



Chemicals for control Laboratories, R&D and pilot production, intermediates, solvents, salts, Laboratory glassware and plastic Pipets, Instruments, safety equipment, Furniture,...

LABORATORY INSTRUMENTS



We provide a wide range of high quality instruments, with all certificates, installations of Instruments and service.

TECHNICAL CHEMICALS



- Alcohol & Solvents
- Acids & Basis
- Additives
- Salts

PHARMA



- Enteral food for
- PKU
- Oncology patient
- Malnutricied people

MEDICAL



- Interventional cardiology
- Interventional radiology
- Other hospital products

TODAY KEFO IS ABLE TO BE COMPETITIVE AS SUPPLIER IN ALL SEGMENTS OF PRODUCTION IN PHARMA INDUSTRY AND ANY MANY OTHER INDUSTRIES



R&D

LAB
SCALE

PRODUCTION

END USER
PRODUCTION



KEFO IS SUPPLYING THE PRODUCTS IN FULL CHAIN AT CUSTOMER PRODUCTION:



R&D

- Chemicals and consumables

CONTROL DIPARTMENT

- Chemicals and Consumables

SEMI LAB

Chemicals (Solvents, Salts, Acids) and Intermediates

PRODUCTION

Chemicals (Solvents, Salts, Acids) and Intermediates with complete documentation for registration products in DMF's.

PRESENTS IN FULL CHAIN GIVES HIGH COMPETITIVNES AND WITH THIS ADD VALEOU TO KEF011

PRESENTS OF KEFO IN FULL CHAN OF SUPPLY ALLOW KEFO MANY ADVANTAGES:



- TO BE MORE COMPETITIVE
- HAVE INFORMATIONS AND CAN BE PREPERE FOR FUTURE CHANGES
- CAN VERY FAST INTRODUCE NEWS FOR CUSTOMERS SPECIALY IN PHARMA INDUSTRY WHERE TIME FOR NEWS AND NEW PRODUCTS IS VERY LONG
- CAN INFLUENCE IN CHEMICALS WHICH CAN TO BE USED IN R&D AND PRODUCTIONS
- CAN SELL PRODUCTS WITH HIGHER ADD VALEU
- IS COMPETITIVE IN ALL PRODUCTION PHASES
- STABLE SALES AND GROW

KEFO SALES PERFORMANCE



- **Constant growth in last years**



History



1949. Was established the company Kemoservis for import of chemicals

1952. Was established the company Foto Material for import of fotomaterial

1962. The merger of the two companies and the name is Kemoservis-Fotomaterial

1980. Abbreviation of name to KEFO

1991. Disintegration of Yugoslavia, KEFO lost a big part of market

1994. Warehouse was moved from centre of Ljubljana to industrial zone

1996. KEFO was bought from local financial company



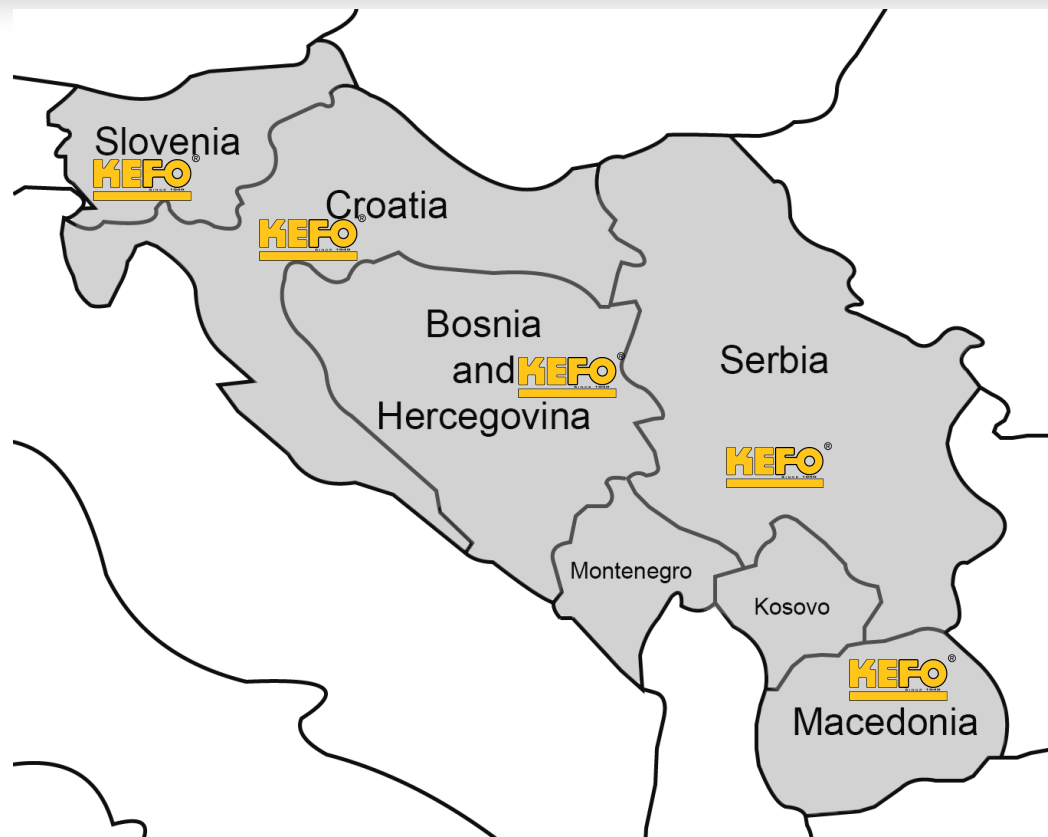
History



- 2001. KEFO was bought from Mr. Vladimir Bangiev
- 2003. KEFO Croatia was established
- 2005. KEFO bought shares of German company LLG
- 2007. KEFO bought Intermerkur Serbia
- 2009. KEFO bought new offices and warehouse
- 2009. KEFO BIH was established
- 2010. KEFO bought a part of the Slovenian company for technical chemicals and plastic granulates
- 2011. KEFO started with new pharma business for hospitals and pharmacies
- 2015. KEFO started with new medical business.



KEFO sales markets and daughter companies



KEFO SLOVENIA



- Building



- Offices

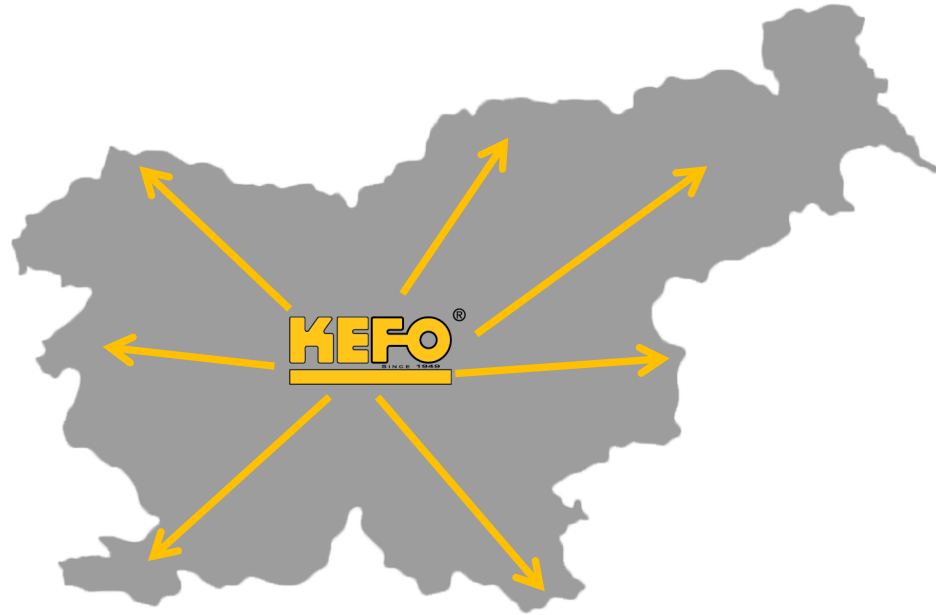


- Warehouse



- Transport

- **KEFO** is positioned in the center of Slovenia



KEFO SLOVENIJA



ESTABLISHED IN 1949

40 high
educated
people are
working in
Slovenija

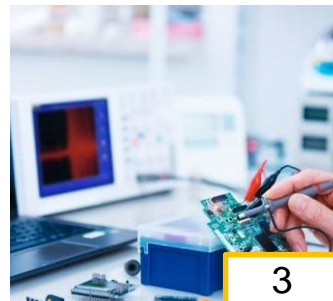
Mother
company
owning
KEFO
Croatia,
Serbia, BiH
and LLG



1



2



3



4

KEFO CROATIA



- Building

- Offices



- Warehouse

- Transport

KEFO CROATIA



ESTABLISHED IN 2003

16 high
educated
people are
working in
Croatia

Daughter
company
owning by
KEFO
Slovenia, with
local stock,
deliveries and
sales reps

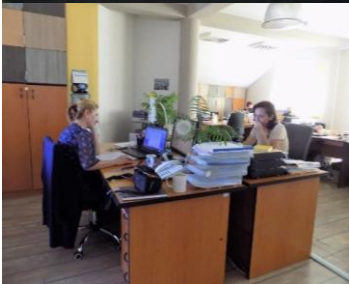


KEFO[®]

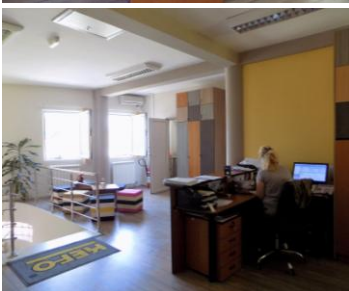
KEFO SRBIJA



■ Building



■ Offices



■ Warehouse



■ Transport

KEFO SRBIJA



ESTABLISHED IN 2007

**26 high
educated
people are
working in
Serbia**

**Daughter
company
owning by KEFO
Slovenia, with
local stock,
deliveries, sales
reps and IT
department for
all companies**

KEFO®



KEFO BIH



- Building



- Offices



- Warehouse



- Transport



ESTABLISHED IN 2009

**5 high
educated
people are
working in
BIH**

**Daughter
company
owning by
KEFO
Slovenia, with
local stock,
deliveries and
sales reps**



“

KEFO Has become the synonymous for a quality supplier in laboratory chemicals, industrial chemicals, food supplements, plastic granulates, service of Instruments, all available in one place.



1



2



3



4

WHY **KEFO**[®] IS A GREAT BUSINESS PARTNER?



- Because we have more than 1.000 customers in Slovenia, Croatia, Serbia, Macedonia, Montenegro and Bosnia.
- Because we are well known company with more than 70 years of experience.
- We have our own warehouse in Slovenia, Croatia, Serbia and BIH so our distribution costs are very low.
- Because Slovenia and Croatia is in EU and we are on the border of EU with territories of Ex Yugoslavia.
- Because we have young, highly educated and motivated employees.
- We are very high developed in IT technology.
- We have high service to our customers.

Employees make **KEFO**
valuable!



Right business partner is
a way to success!



THANK YOU! Your **KEFO**[®]
SINCE 1949