FOOD & BEVERAGE EXCELLENCE IN CENTRAL EASTERN EUROPE

Market dynamics and key challenges

EFESO
MANAGEMENT CONSULTANTS

FOOD & BEVERAGE
INSIGHT

Overview of Food & Beverage industry in Central Eastern Europa

The Food & Beverage sector is growing with new trends & technologies on the rise

F&B figures – global situation

- **F&B industry** projected **to reach $9 trillion by 2026 (>8.7% p.a.)**
- **Bio products** segment showing exceptional performance **> 9.6% p.a.**
- **Online F&B delivery** market projected to reach **$220 billion by 2027**
- **Personalized nutrition** market projected to reach **$35 billion by 2030**

F&B figures in Central Eastern Europe

+ €1.2 billion
turnover
Leading manufacturing sector in the EU

+ 1.9%
Value added
of EU gross value added

+ €182 billion
external trade
Exports

+ €102 billion
internal trade
Imports

This demand gains increasing relevance as the following breakdown of some key trends continues to evolve.

Source: Eurostad; EU 2024 REPORT
F&B = Food & Beverage

Game-changing trends challenge the Food & Beverage industry to future-proof their business

Market trends

Polarized food world
Consumer needs are diverging: indulgent, enjoyable products coexist with clean, healthy and functional food choices

Personalized complexity
Consumers expect tailored offerings and transparency – from personalized nutrition to clear ingredient and origin information

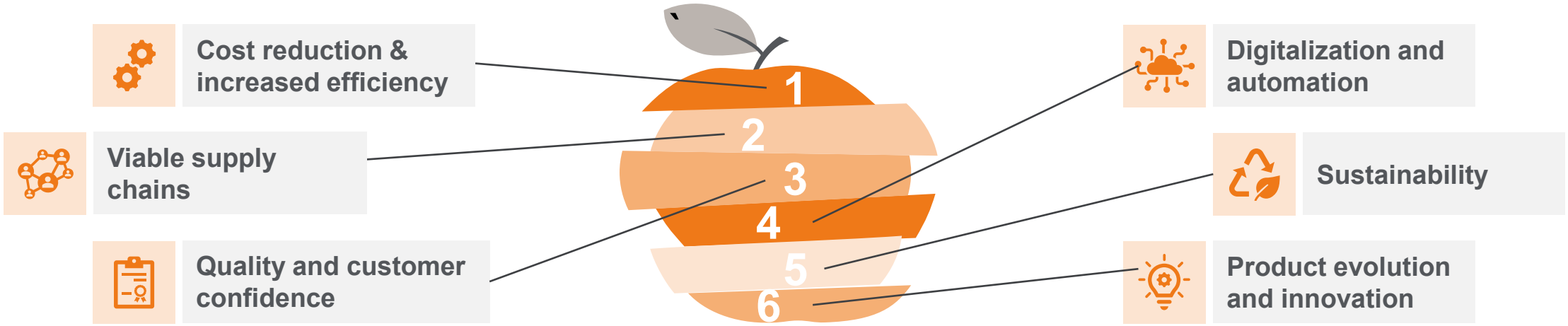
Food compliance paradigm
Stricter regulations demand transparent, traceable, and digitally supported processes

Smart products & packaging
Digitalized, sustainable packaging and sensor-based solutions increase product interaction, traceability, and efficiency

Farm-to-fork sustainability
Sustainability is key along the entire value chain – from regenerative sourcing to low-impact production and logistics

Agile food distribution
E-commerce and quick delivery require agile, tech-enabled fulfillment and flexible supply chains

Industry challenges



Sources: Marketsanmarkets, Trinitylogistics

Cost reduction & increased efficiency – consistently leveraging cost and efficiency potentials while focusing resources and capacities on growth opportunities

HOW does optimizing production and supply chains impact financials?

WHAT KPIs and processes are necessary for effective cost and operational efficiency?

YOUR **CHALLENGES**	OUR **SOLUTIONS**	OUR **IMPACT**
Price sensitivity	**Operations footprint**	**5-15% p.a.** Productivity
Stagnant markets	**CAPEX excellence**	**10-40%** OEE
	Resource efficiency and scrap reduction	
Rising costs	**Operational excellence 4.0**	**>10-25%** ROCE

Viable supply chains – increasing the resilience and performance of supply networks

Is your manufacturing strategy location and footprint face today's challenges and mitigate risks?

WHAT are key strategies for strengthening supply network resilience and performance?

YOUR **CHALLENGES**	OUR **SOLUTIONS**	OUR **IMPACT**
Supply Chain fragility	**Operations network planning**	**>15%** OTIF
High complexity	**Supply chain excellence**	**>20% p.a.** Inventory
Full traceability	**E2E transparency**	**>20%** Operating costs
	Smart logistics	

Quality and customer confidence – designing cost-efficient and future-oriented quality and customer management

WHAT requirements are necessary to support evolving consumer expectations and quality?

WHAT solutions has the company implemented to improve transparency and sustainability?

YOUR **CHALLENGES**	OUR **SOLUTIONS**	OUR **IMPACT**
High quality and safety standards	**Quality management**	**>15%** OTIF
Elevated customer demands	**Planning and simulation**	**>50%** PPM rate
	Customer integration	
Reputation significance	**Digital traceability**	**>25%** Scrap rate

Digitalization and automation – implementing digitalization projects, from automating single processes to global digital production and supply chain networks

HOW can the F&B industry enhance efficiency through digitalization & automation?

WHICH areas of your operations and supply chain hold potential for digitalization and automation?

YOUR **CHALLENGES**	OUR **SOLUTIONS**	OUR **IMPACT**
Integration of digital technologies	**Factory planning & future factory**	**>25%** Output
Aging workforce and lack of skilled workers	**Production, logistics, building planning**	**>35%** Labor cost
Implementing future factory	**Process automation digitalization of planning**	**>20%** Lead time
	Competence and role development	

Sustainability – operationalization of ambitious sustainability strategies

WHAT sustainability strategy is necessary to comply with dynamic regulations?

HOW can energy consumption and CO_2 footprint be reduced along the value chain?

YOUR **CHALLENGES**	OUR **SOLUTIONS**	OUR **IMPACT**
Complete avoidance of negative impacts	**Operationalization of strategy**	**40-100%** CO_2 emissions
100% transparency	**Life cycle analysis**	**>30%** Energy consumption
Dynamic regulatory requirements	**Resource-efficient production**	**>30% p.a.** Material costs
	Recycling	

Product evolution and innovation – focused, integrated, and efficient design of innovation processes

HOW can food and beverage companies streamline the product innovation process?

WHAT are the best practices for achieving both speed and efficiency in bringing new products to market?

YOUR **CHALLENGES**	OUR **SOLUTIONS**	OUR **IMPACT**
Time-to-market	**Accelerated product launch**	**> 25%** Product costs
Resource management	**Product cost optimization**	**>30%** Product carbon footprint
	Training academy	
New design principles	**Design for sustainability**	**>25%** Time-to-market

Whatever your challenges, EFESO will find a tailored approach with you, offering specific impactful solutions

Challenges

1. Cost reduction & increased efficiency
2. Viable supply chains
3. Quality and Customer confidence
4. Digitalization and automation
5. Sustainability
6. Product evolution and innovation

Solutions

Operations Footprint	Operational Excellence 4.0	CAPEX excellence	Resource efficiency and scrap reduction
Operations network planning	Supply Chain Excellence	E2E transparency	Smart Logistics
Quality management	Planning and simulation	Customer Integration	Digital traceability
Factory Planning & Future Factory	Production, Logistics, Building planning	Process automation Digitalization of planning	Competence and role development
Operationalization of strategy	Life cycle analysis	Resource-efficient production	Recycling
Accelerated product launch	Product cost optimization	Training academy	Design for Sustainability

Impact

5-15% p.a. Productivity	10-40% OEE
>15% OTIF	>20% p.a. Inventory
>15% Customer retention	>50% PPM rate
>25% Output	>35% Labor cost
40-100% CO_2 emissions	>30% Energy consumption
>25% Product costs	>30% PCF

EFESO has a specific 40+ years of experience in the F&B industry

DRINKS (NON / ALCOHOLIC)

DAIRY PRODUCTS & ALTERNATIVES

FRUITS & VEGETABLES

BAKERY PRODUCTS, BISCUITS & CEREALS

PROCESSED & PACKAGED PRODUCTS

INGREDIENTS & RAW MATERIALS

AGRICULTURAL PROCESSING

MEAT PRODUCTS PROTEINS

Worked with 30 among the top 100 Food & Beverage companies

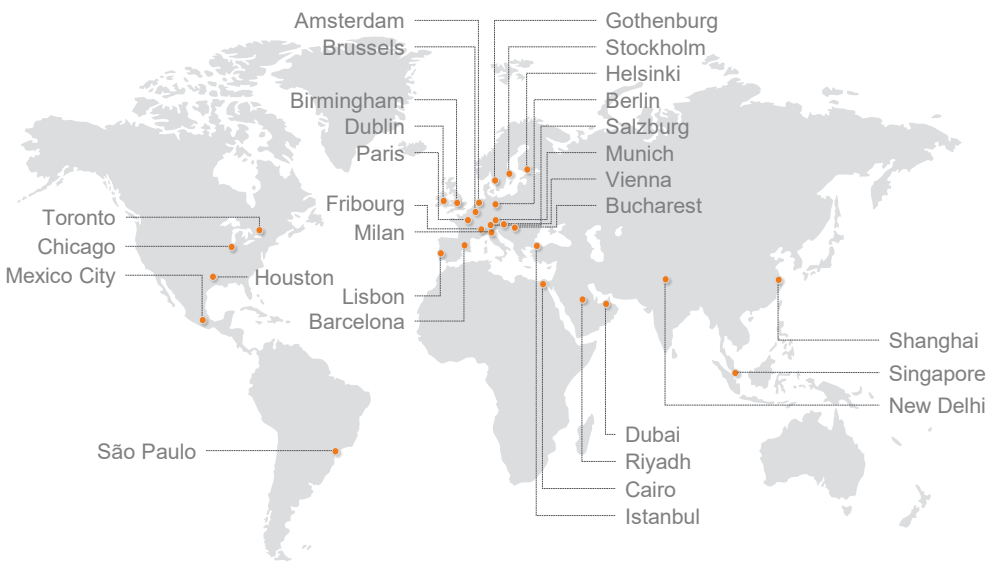
> 500 successful projects completed globally in the last three years

"We were impressed by how quickly the EFESO consultants were able to understand the peculiarities of our various labs. Their ability to engage with our people and guide them to develop innovative tailored solutions was excellent. These solutions quickly delivered significant productivity improvements and with EFESO's support we were also able to fully 'internalize' the learnings"

Says a global leader of the beer industry

F&B = Food & Beverage

We are the leading global pure player in operations strategy and performance improvement



- A **fast-growing pure player in operations consulting,** that operates **globally**
- Serving **a broad range of industries** and **Private Equity**
- Offering **E2E operations services** – from operations strategy & transformation to manufacturing, supply Chain, procurement, R&D and product, Capex, Lean Lab, Transaction & Turnaround.
- Integrating transversal capabilities: **Industrial AI, automation & digital, industrial sustainability and people & organization**
- Delivering '**Real Results, Together**' with our clients
- Leveraging our **global reach** and **cross-industry experience** to deliver tailored **best-in-class solutions** for your regional and sector-specific challenges

+1,000
Results-oriented Operations specialists with hands-on industry experience

+1,500
Projects in **>75 countries** annually

45
Nationalities in **>30 offices** worldwide

x10
Average Return on Consulting fees

Some of EFESO's **recognitions**

… and many more.

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