### Puerto Rico General Distributing Co.

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### Natural & Organic Foods Distribution

Supermarkets Small Business Format Stores Drug Stores Convenience Stores Hotel Supply

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#### Puerto Rico General Distributing Co.



#### Natural and Organic Foods

Please allow me to introduce Puerto Rico General Distributing Company and myself Tino Arias, President of PRGD.

For the past 27 years I have developed globally with consumer product companies such as Procter & Gamble, GlaxoSmithKline Beecham and Alberto Culver. Based out of Puerto Rico, I held increasing executive responsibilities developing solid commercial relationships throughout Latin America and the Caribbean. In 2001, I engaged in the integration of business development programs for the industries of grocery and health & beauty care in Puerto Rico, the Caribbean and Latin America. Utilizing these experiences has allowed me the opportunity to create a company with the focus and objectives for these industries.

PRGD is a Wholesale Distribution Company that sells grocery and health & beauty care products to supermarket chains and retail sales outlets called small business format stores in Puerto Rico. To develop these unique programs, PRGD has a staff of industry veterans who have succeeded in some of the most outstanding supermarket chains in the grocery and health & beauty care industries in Puerto Rico. The members of our team have had successful careers prior to joining PRGD and their inclusion will ensure PRGD'S success.

With over 150 independent middle market and small format supermarkets, 400 independent drugstores, and 1,500 convenience stores, Puerto Rico boasts grocery retail sales above \$5 billion annually. It is also one of the largest sales per square foot and per capita markets in the Western Hemisphere. This diverse market of four million consumers is geared towards new brands and better nutrition. To this end, PRGD has entered the distribution of natural and organic products including grocery, health & beauty care and supplements.

This market grew steadily and has recently further developed with the arrival of the Fresh Mart Chain and the opening of new category isles for natural and organic products in locally owned supermarkets. Meanwhile the small business format segment continues to receive consumer attention, has gathered strength and is in a spiral growth momentum. PRGD is positioned to fuel the segment's growth and consumer demand by developing brands strategically aligned to this market trend supplying the needs based on request.

Small business format stores are vital to neighborhoods food supply. With today's busy households, consumers are staying closer to home rather than price shopping at Big Box National US chain stores which add time constraints. These stores serve the community better with a broader range of products and PRGD simplifies the order processing systems. Typically, small business format accounts are more costly to service and PRGD is geared to work with these types of stores despite the fact that they are more expensive to maintain.

PRGD has personal business relationships with owners of the most successful supermarket chains and small business format retailers facilitating the distribution/supply relationship process. Our Company prides itself in maintaining its goals of excellence in service and innovations. Attached is a presentation of our Company and the market it serves. To this extent, we invite you and your colleagues to visit us in Puerto Rico to further understand our approach to the Market. We can show you how PRGD can impact your business through our marketing and distribution capabilities.

Sincerely, Tino Arias President Puerto Rico General Distributing Co., LLC

> Puerto Rico General Distributing Co., LLC Julio N. Matos Ind. Park, Lot 26 ♦ Bo. Martin Gonzalez ♦ Carolina, PR 00984 Tel: 787.757.3333 ♦ Fax: 787.757.5544 www.prgdco.com

### **PRGD** Distribution



PRGD's Office and Warehouse Facilities with Over 50,000 Square Feet.



PRGD Reception Area. We Welcome You to Puerto Rico.

### Natural & Organic Grocery Stores



The Natural & Organic Market Has Grown Steadily and Has Recently Further Developed With the Arrival of the Freshmart Chain.



### Natural & Organic Grocery Stores



Freshmart Has Several Locations Throughout Puerto Rico.



### Natural & Organic Grocery Stores



Freshmart Carries All Categories of Grocery and Health & Beauty Care Products Throughout Its Chain.



### Middle Market Format Stores



Puerto Rico General Distributing Company Serves the Chain Grocery Market, Including Ralph's...



Supermax...

### Natural & Organic Grocery Aisle





The Natural and Organic Food Category Is Growing Steadily With the Opening of New Category Aisles in Locally Owned Supermarkets.





### Middle Market Format Stores



Puerto Rico Grocery Sales Comprise One of the Largest Per Square Foot and Per Capita Volume Markets in the Western Hemisphere.



### In-Store Distribution



Puerto Rico General Distributing Offers Direct Store Delivery.



### Middle Market Format Stores



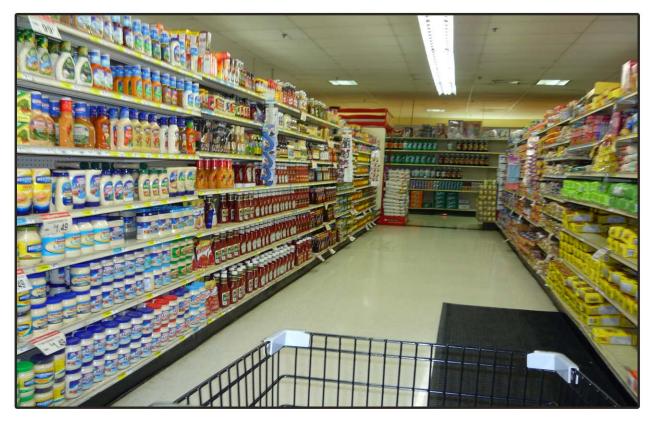
Puerto Rico Has Over 150 Independent Middle Market Grocery Stores.



# Category Segmentation



PRGD Has Entered the Distribution of New Branded Products for These Stores.



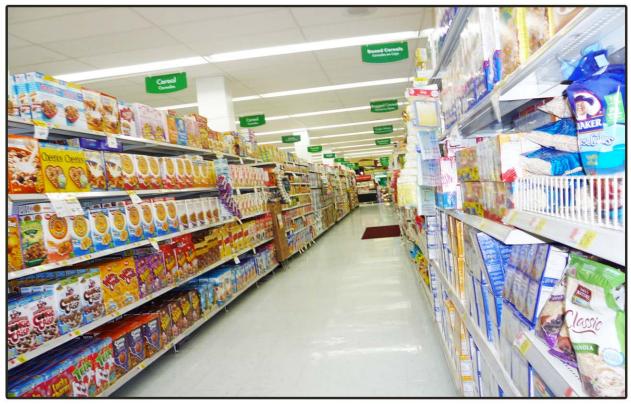
### Middle Market Format Stores



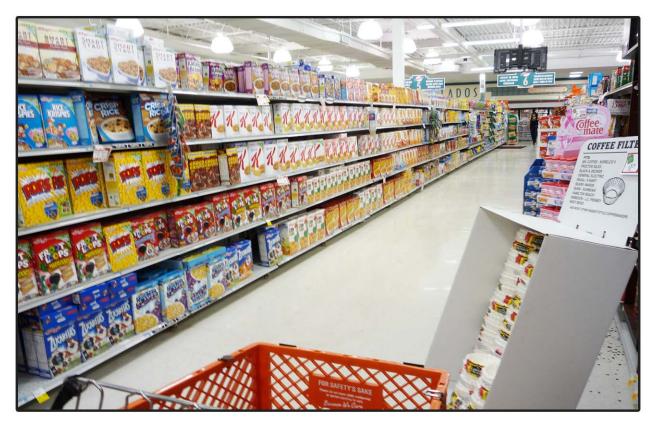
The Puerto Rico Market Has Grown Steadily with the Repositioning of Locally Owned Chains.



### Consumer Demand



This Diverse Market of 4 Million Consumers Is Geared Toward New Brands and Better Nutrition.



### Cash & Carry Stores



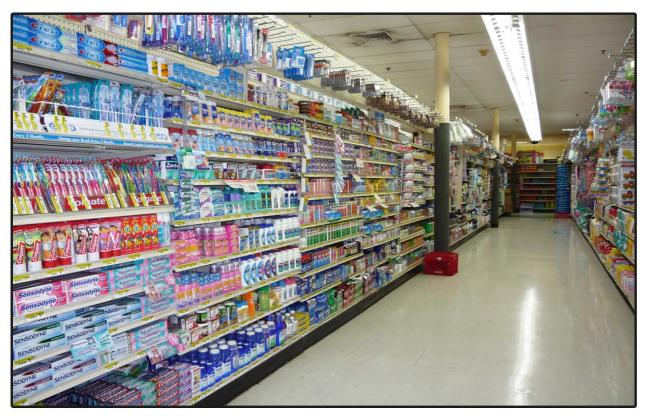
PRGD Is Positioned to Fuel Segment Growth and Consumer Demand Through Cash and Carry.



## In-Store Distribution



PRGD Services All Major Categories Within the Health and Beauty Care Segment.



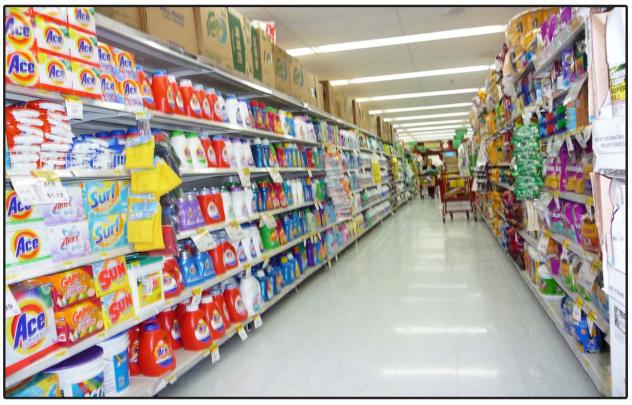
### Small Format Stores



PRGD Provides Distribution to Small Business Format Stores, Which Are Vital to Puerto Rico's Neighborhood Food Supplies.



### **Product Selection & Variety**



These Stores Better Serve the Local Communities with a Broad Range of Products and PRGD Simplifies the Ordering Process Systems.



### Small Format Stores



PRGD Is Geared to Work with These Types of Stores, Which Are Generally More Expensive to Maintain.



## Pharmacy Stores



PRGD Serves the Pharmacy Store Market with Brands and Items Gearded to This Segment's Particular Needs.



### Small Format Convenience Stores



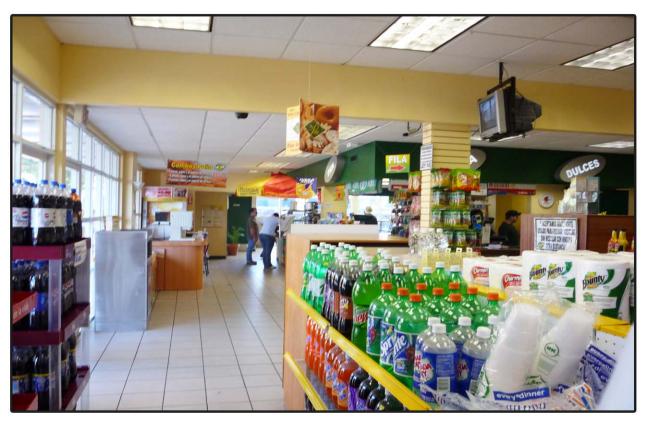
Small Format Conveniece Stores Reqiure High Volume, Quick Turn Branded Items and PRGD's Business Model Meets Their Needs.



### Small Format Convenience Stores



There are Over 1,500 Convenience Stores in Puerto Rico, Representing a Key Distribution Business Opporunity Segment.



### Small Format Convenience Stores



PRGD Has The Staff to Sell and Service This Important Volume Opportunity Market.

