

# SOLVING PROBLEMS THROUGH SURPLUS

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Head of Strategic Relationships



# WHO ARE COMPANY SHOP GROUP?

## COMPANY SHOP GROUP

is the UK's leading redistributor of surplus food and household products and proud home to our amazing social enterprise, Community Shop.

For 50 years we have been turning problems into potential.

The recent acquisition of Company Shop Group by Biffa will see the two companies work together to deliver a unique circular economy proposition to the food manufacturing and FMCG sector; helping some of the UK's biggest brands to unlock sustainable value from the 141,000 tonnes of quality surplus waste that is produced in the UK each year.

COMPANY  
SHOP  
GROUP



TURNING  
PROBLEMS  
INTO  
POTENTIAL.



# WHAT DOES A COMPANY SHOP LOOK LIKE?

**WE ARE A SUPERMARKET LIKE NO OTHER  
(albeit we do look like a supermarket!)**

Across the UK, our 13 members-only stores give our customers amazing prices, quality brands and a surprise around every corner.

Our shelves are stocked with an ever-changing range of surplus products that might otherwise have gone to waste. The unpredictability of this stock is a massive logistical challenge, but we have the infrastructure, expertise and experience to deal with it.

Membership is open to the FMCG supply chain, the NHS, care workers and the emergency services, helping to stretch hard-working families budgets further.

Those on means-tested benefits can also be members.

**COMPANY  
SHOP  
GROUP**



Home to award-winning social enterprise  
**Community Shop**

**TURNING PROBLEMS INTO POTENTIAL**

# HOW OUR MODEL WORKS...





# WHAT DOES A COMMUNITY SHOP LOOK LIKE?

WE ARE A COMMUNITY STORE LIKE NO OTHER  
(albeit we do look like a convenience store!)

Across the UK, our 6 members-only stores give our customers deeply discounted prices, quality brands and a surplus surprise around every corner.

But we are more than just a shop...

## COMMUNITY STORE

THESE STORES SELL EVERYTHING YOU'D EXPECT FROM A LOCAL SUPERMARKET, BUT AT DEEPLY DISCOUNTED PRICES.

## COMMUNITY HUB

THE MONEY WE MAKE IN EACH COMMUNITY STORE FUNDS THE HUB, A SPACE WHERE MEMBERS BUILD THEIR CONFIDENCE AND INDEPENDENCE.

## COMMUNITY KITCHEN

THESE ARE WELCOMING SPACES WHERE PEOPLE CAN SIT DOWN AND GET GOOD QUALITY FOOD AT A GREAT PRICE.

Membership is open to those who truly need it most. All Community Shop members are in receipt of a means-tested benefit and live within the top 10% most deprived areas of the UK.

**Community Shop**







## WHY IS THIS IMPORTANT?



## WE SUPPORT



# WHAT CAN BE REDISTRIBUTED?

## ALL CATEGORIES

Fresh

Chill

Frozen

Ambient

Beers, Wines & Spirits

Non food

Pet care

Household

Personal care

Homeware

Flowers, etc

Consumables

Clothing

- ✓ Work in progress & ingredients
- ✓ Trial products & NPD
- ✓ Seasonal & promotional products
- ✓ Old packaging, de-lists & rebrands
- ✓ Over production & overstocks
- ✓ Specification or quality rejections
- ✓ Stock with foreign labels
- ✓ Products for 'chill to freeze'
- ✓ Part pallets
- ✓ Tempered surplus
- ✓ Manufacturing errors
- ✓ Damaged products
- ✓ Underweight or light fills
- ✓ Misaligned packaging
- ✓ Bulk products
- ✓ Short shelf life

**plus many more...**

# THE TRUSTED SOLUTION

WE ARE TRUSTED BY OVER **800** OF THE UK'S SUPERMARKET RETAILERS AND MULTI-NATIONALS, TO PROTECT THEIR BRANDS, INCLUDING...



ASDA



Iceland



BAKKAVÖR



M&S  
EST. 1884



cocado



Sainsbury's  
live well for less

TESCO



KERRY



Mondelez  
International



Warburton's



**In a fast changing industry the Luminary Programme is a time efficient mixture of online learning tools and peer-to-peer learning which builds capacity, capability and a movement for change.**



# QUESTIONS...

FOR LIFE NOT LANDFILL.

TURNING PROBLEMS INTO POTENTIAL

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SCANIA

R400

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TURNING PROBLEMS INTO POTENTIAL

# THANK YOU.

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## 0800 211 84 84