



**onninen**



# Kesko

- K Group's sales (pro forma) approximately €13 billion
- Employs around 41,000 trading sector professionals
- Operates in eight countries: Finland, Sweden, Norway, Poland, Estonia, Latvia, Lithuania, Russia, Belarus
- Kesko is the world's most sustainable trading sector company (The Global 100 Most Sustainable Corporations in the World in 2019)
- K Code of Conduct
- Onninen is part of K-Group's Building and Technical Trade division (BTT)



Grocery trade



Building and technical trade



Car trade

# K Group's value, vision, mission



## Value

Customer and quality – in everything we do

## Vision

To be preferred choice of customers and the quality leader in the European trading sector

## Mission

To create welfare responsibly – for all our stakeholders and for all society

# Our roots and history



1913 - 1996



In 1913 Alfred Onninen starts his small business in Finland (Turku).

The company is rapidly growing on the local market and in the nineties it begins international expansion.

International expansion

1996 - 2016



Onninen opens the first office in Poland in 1996. The company starts acquisitions and market consolidation (including purchase of Hydrokan Winkiel and Glob 96).

Modern Distribution Centre is established in 2003.

Strong development in Poland

2017 - 2019



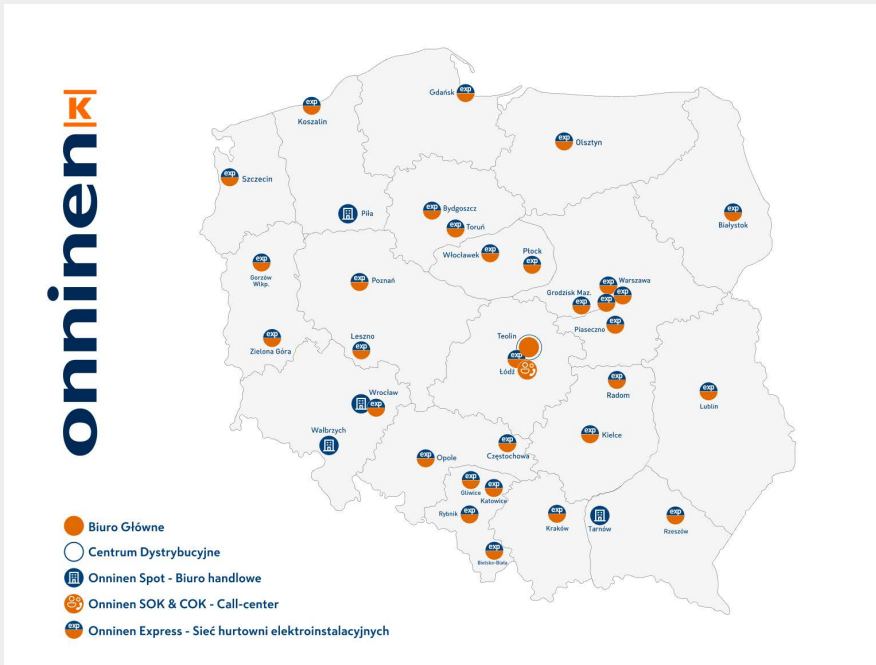
Onninen strengthens business culture and implements a new customer service model adapted to individual segments and sales channels. Development of Onninen Express chain and e-commerce solution.

Onninen is a part of K Group

# Onninen in Poland

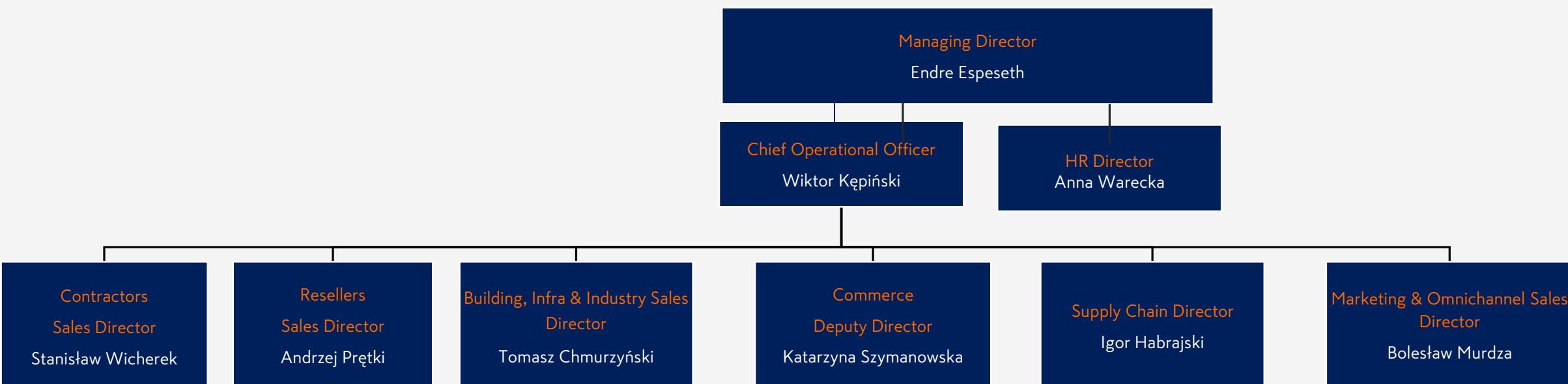


We integrate professionals of many technical branches



- wide range of products matched to customers' segments (200 000 products in offer)
- 1,023 billion - turnover in 2018 around 930 employees
- OnnShop on all mobile devices
- distribution center in Teolin, more than 34 outlets in Poland, most of them are self service Onninen Express stores
- own brands: Onnline, Opal, FXA, PROOF

# Struktura organizacyjna Onninen Polska



# Contractors



- 40 000 technical products available 24h, self-service Onninen Express channel
- technical consulting and individual sales care
- product experts within all categories; project skills
- technical trainings, the opportunity to acquire specialist qualifications
- from single products to overall partnerships



- service at the customer's premises
- service adapted to needs of Infra segment
- the best experts, products and services
- we integrate professionals of many technical branches;  
all technical products in one place
- project skills

# Industry



- efficient logistics service, fast reaction and easy access to the best integrated technical material services
- first-aid assortment for maintenance and production departments
- comprehensive solutions based on professional products
- professional technical experts and service at the customer's premises
- e-commerce solutions

# Resellers

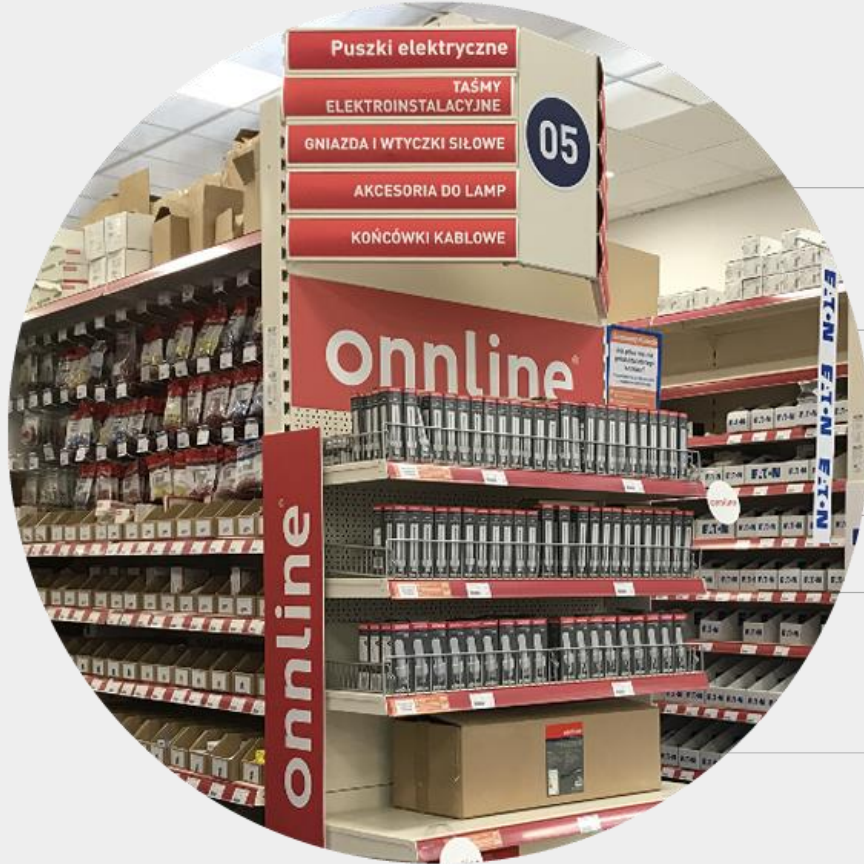


- wide range of technical products and brands
- product experts within all categories – sales support & POS
- complete technical product information
- efficient supply chain
- OnnShop available 24 h

# Onninen Express



Chain of self-service stores all around Poland



- fast & easy shopping
- professional sellers and technical advisors
- wide range of products available in stock;  
4,5 thousand products from 300 well known suppliers
- meeting place for professionals
- Onninen own brand zone

# E-commerce B2B

| onninen

- effective Web Shop and communication portal
- available 24/7
- full range of products & delivery options
- credit purchase
- credit card payment
- stock availability information
- product cards including pictures and technical info
- module for offerings
- financial module
- personalized services for selected customer segments





Numerous satisfied  
customers stand  
behind us

We provide technical  
products and solutions  
for wide range of  
prestigious projects.





In cooperation with the  
best brands

- professional products
- 1 000 reputable brands
- Products of more than 300 producers available on warehouse stocks

# Quality and Environment



Customer and quality in everything we do

➤ ISO 9001

➤ K Code of Conduct

➤ CSR

➤ environmentally friendly solutions

**Thank you!**

