

WHAT IS CIES?

OUR MISSION

- To provide a platform for knowledge-exchange, thought-leadership and networking.
- To facilitate the development of common positions and tools on key strategic and practical issues affecting the food business.

OUR MEMBERS

CIES - The Food Business Forum is the only independent global food business network. It brings together the **CEOs and senior management** of around 400 retailer and manufacturer members of all sizes, across 150 countries.

CIES retailer members alone generate over €1500 billion, employ 6.4 million people and operate close to 200,000 stores. The manufacturer members account for €640 billion in sales.

CIES has been growing with the food business for 55 years. It provides a real global platform for thought leadership, debate and networking between retailers and their partners. Its strength lies in the privileged access it offers to the key players in the sector and the sharing of best practice at the highest level. It has a mandate from its members to develop common positions on key strategic and practical issues affecting the food business.

With its headquarters in Paris and its regional offices in Washington, D.C., Singapore, Tokyo and Shanghai, CIES serves its members throughout the world.

OUR PRODUCTS

The CIES mission is channelled through a set of products that include international programmes, publications and tailor-made member services.

Our Management Programmes address functional or strategic issues of concern for companies in the food business. Generally this coverage leads to International Congresses, Conferences and Modules, or smaller meetings, which deal with specific topics in great depth.

Each programme is headed by a committee or a taskforce, whose role is to identify top-of-mind issues and to ensure our products meet the needs of the business.

CIES current international programmes are:

The World Food Business Summit, Future Leaders, Marketing, Information Technology, Supply Chain Management, Food Safety & The Global Social Compliance Programme.

THE CIES PROGRAMMES & INITIATIVES

The World Food Business Summit (summit@ciesnet.com)

The Summit is the event for the leaders of the global food business. An opportunity for Senior Executive teams to take a new strategic perspective and network with other senior food business executives from all over the world. Practical information, debate, and reflection on the latest trends and developments and on the general social, political and economic context of the global food and retail business.

Future Leaders (flp@ciesnet.com)

A structure which provides knowledge through shared experiences in interactive debates, working groups and presentations, with other future leaders and decision makers in the food and retail business. An annual congress held in autumn concentrates on general management, operational and leadership issues. A strategic "Breakthrough" module, by invitation only, takes place each spring, for key FLP "Loyal Customers".

Marketing (marketing@ciesnet.com)

Identifies innovative marketing strategies targeted at the Consumer/Shopper. Track the practical implementation of new marketing and merchandising processes to convert the shopper into a buyer. An operational ideas exchange forum for senior sales, marketing, buying and merchandising directors and managers from the retail and the FMCG sector.

Supply Chain Management (supplychain@ciesnet.com)

Gain leading-edge knowledge and network with professionals in Supply Chain Management. Provides a meaningful insight into the food and retail business as well as access to essential benchmarking measurements.

Information Technology (it@ciesnet.com)

Learn how to integrate and maximise the contribution of information management to business performance in food retailing. A programme which generates innovation, new solutions, better education and new business.

Food Safety (foodsafety@ciesnet.com)

GFSI has developed a **Guidance Document**, now in its 5th edition, against which food safety standards can be benchmarked and recognized by stakeholders around the world. This provides a simple set of rules for standards, harmony between countries and money-saving for suppliers.

For information on this programme and the **Global Food Safety Initiative** please refer to the attached document. The **International Food Safety Conference** addresses key food safety issues and concepts within the food business, whilst providing a unique opportunity to learn about the latest developments of GFSI and practical solutions for managing food safety. The event is targeted at senior managers who influence food safety strategy within their business.

The Global Social Compliance Programme - GSCP (gscp@ciesnet.com)

2 years ago, CIES member companies raised the need to work collaboratively with stakeholders in delivering a shared, global and sustainable approach for the improvement of labour conditions in the global supply chain.

To support this approach CIES has facilitated the development of a platform, the Global Social Compliance Programme, with a two-fold objective:

- To build consensus on best practices and develop a harmonised message for suppliers globally in order to reduce duplication of effort and accelerate progress in monitoring of working conditions,
- To allow suppliers to concentrate on the continuous improvement of working conditions and remediation of critical situations in partnership with retailers and brand manufacturers.

This programme is open to food and non-food retailers and brand manufacturers worldwide. More information on <http://gscp.myciesnet.com>

CIES NEWSLETTER & STUDIES

Food Business news is the monthly newsletter of CIES - The Food Business Forum. FBN provides fast, essential reading on the food business worldwide. It offers a summary of major developments from company news to latest research. FBN is published in an electronic format that is exclusively reserved to and free of charge for CIES members.

CIES also provides daily news coverage through its **News of the Day** service. This free email bulletin features the most important breaking news in the food retail sector in two to four short items.

In addition, CIES publishes two annual surveys that provide in-depth analysis. The **Top of Mind survey** published in January presents the key issues for the year ahead, while the **Internationalisation of Food Retailing** survey in October analyses international expansion by food retailers.

Other studies are being led in the framework of each above-mentioned programme.

CIES TAILOR MADE MEMBER SERVICES

CIES InfoCentre

The CIES InfoCentre generates and channels value-added information on the world's food business, companies and markets. CIES members can access this information through the InfoCentre enquiry service.

CIES Store Visits

CIES allows its members to access pertinent information on new stores, concepts or innovative formats in retailing around the world. Subject to an administrative fee, CIES can also assist in the organisation of tailor-made store tours in specific areas of the world.

CIES trade fair offer

As a long-standing partner of the world's two main food trade fairs, CIES facilitates access to SIAL and ANUGA for its retailer members by providing a special Club package which contributes to a successful visit.

6 REASONS TO JOIN CIES

1. **The finest "Network & Knowledge"** – CIES is *the* independent global retail network, bringing together the leaders of the retail business.
2. **A unique Global Reach** – CIES is a retail-driven association that covers the world through its 400 member companies who are active in over 150 countries
3. **Contacts at Executive Level** – CIES events and publications are attended and read by the senior management and decision makers of the retail industry.
4. **Embedded in the Industry** – All CIES activities are steered by interactive committees and taskforces made up of member representatives; they decide on the issues which will be addressed.
5. **Operational & Strategic focus** – CIES programmes address both functional aspects of retailing, such as Supply Chain, Marketing, IT, Food Safety and GSCP and high level strategic concepts through The Summit and the Future Leaders programmes.
6. **Improve your Company Performance** - CIES members are exposed to best practice, new ideas and thought leadership allowing them to stay ahead of the competition.

INTERESTED IN MEMBERSHIP?

CIES membership is on a company basis. Each member company of CIES is represented by a main contact at the level of chairman, president or chief executive officer. Annual membership dues are based on each company's sales volume.

To join CIES, the leading organisation in the food business, you must make a formal application for approval by the Board of Directors of CIES.

CIES membership is composed of international retailers: food-based chain stores, consumer co-operatives, wholesalers, buying groups, retailer co-operatives and voluntary groups, and also of major suppliers of food, drink and fast moving consumer goods as well as equipment, services and technology directly related to retailing.

Questions?

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CIES – THE FOOD BUSINESS FORUM WORLDWIDE

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THE AMERICAS OFFICE

CIES' Washington Office is a bridge to grocery retailers and manufacturers in the Americas. The Office engages retail leaders, informing them of CIES-led industry initiatives and facilitating participation in the organization's many activities. The Office seeks to incorporate priorities of retailers from the region into CIES programs and provide these retailers with value-added services that take advantage of the extraordinary scope of our global network. The Washington Office also coordinates *CIES Roundtable of the Americas*, a CEO-level share group of regional retailers from the US, Canada and Latin America.

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ASIA/PACIFIC OFFICE

CIES Asia Pacific's role is to cater to the needs of grocery retailers and their suppliers in the permanent quest for information, knowledge and contacts which will enable them to improve their company's performance and professional standards in the service of Asian consumers.

Our office constantly keeps our members up to date on the progress within the retail industry and promotes CIES worldwide activities.

Together with our retailer/supplier members, CIES Asia Pacific founded ECR Asia, an independent joint trade & industry body, promoting the use of Efficient Consumer Response techniques to remove unnecessary cost from the supply chain and make the sector more responsive to consumer demands.

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GREATER CHINA OFFICE

CIES' Shanghai office is the hub for the Greater China region. The office supports CIES' global mission in the region, it initiates ideas and concepts specially catered to the needs of the Chinese members and it aims at enhancing CIES' image.

The Shanghai office will foster interactions between global members and local Chinese members through the organisation of different activities.

The office works in partnership with the China Chain Store & Franchise Association in China (CCFA) to ensure the best local contents in its strategies.

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