



Future is in our own hands



We have **P**rojects, we have **S**trategies and we still have **D**reams...

MISSION



All customers deserve our service, no matter where they're located

"I would not say that customer is the core of everything, I'd better say that all customers are our core"

LPiccolo



VISION

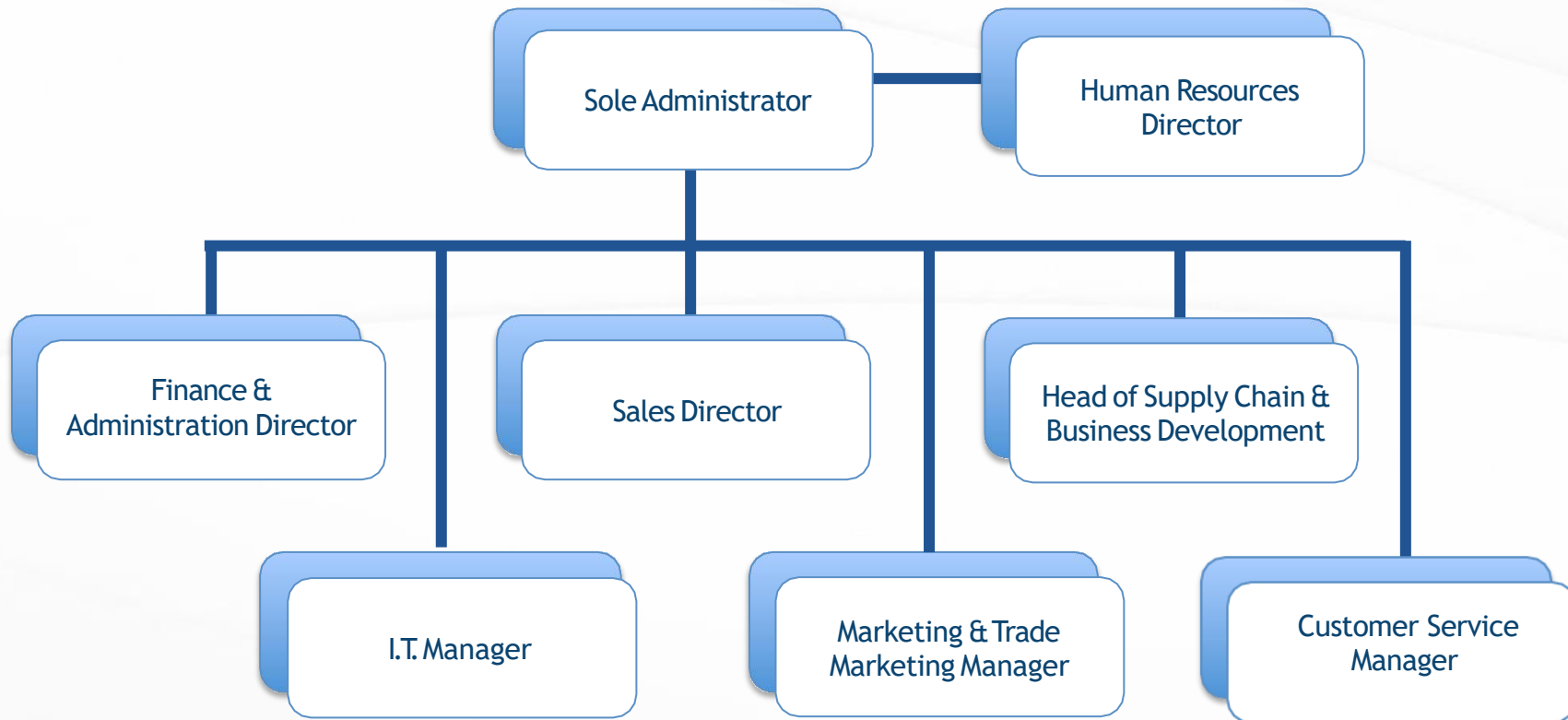


“To be a key partner for Companies willing to build a serviced capillar distribution on the territory”

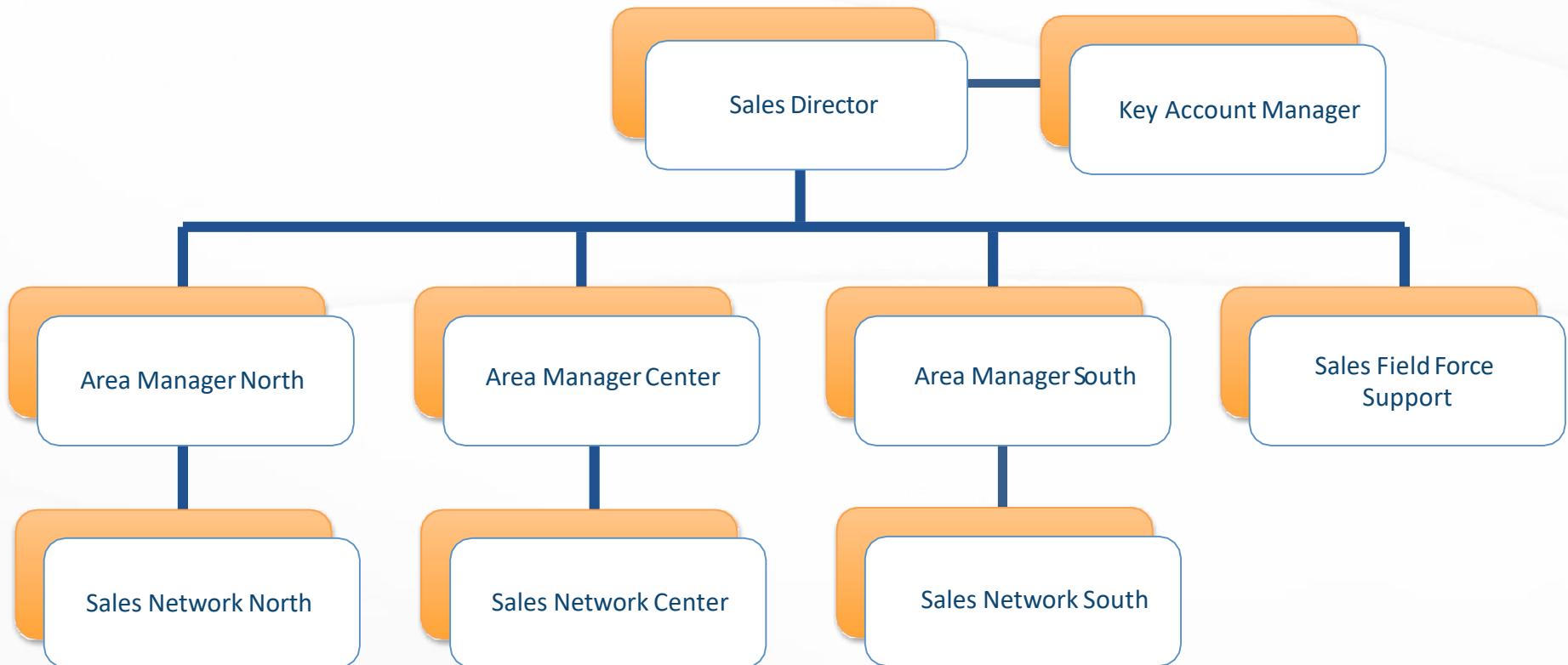
THE TEAM
PEOPLE
IS WHO WE ARE



MANAGEMENT ORGANIZATION



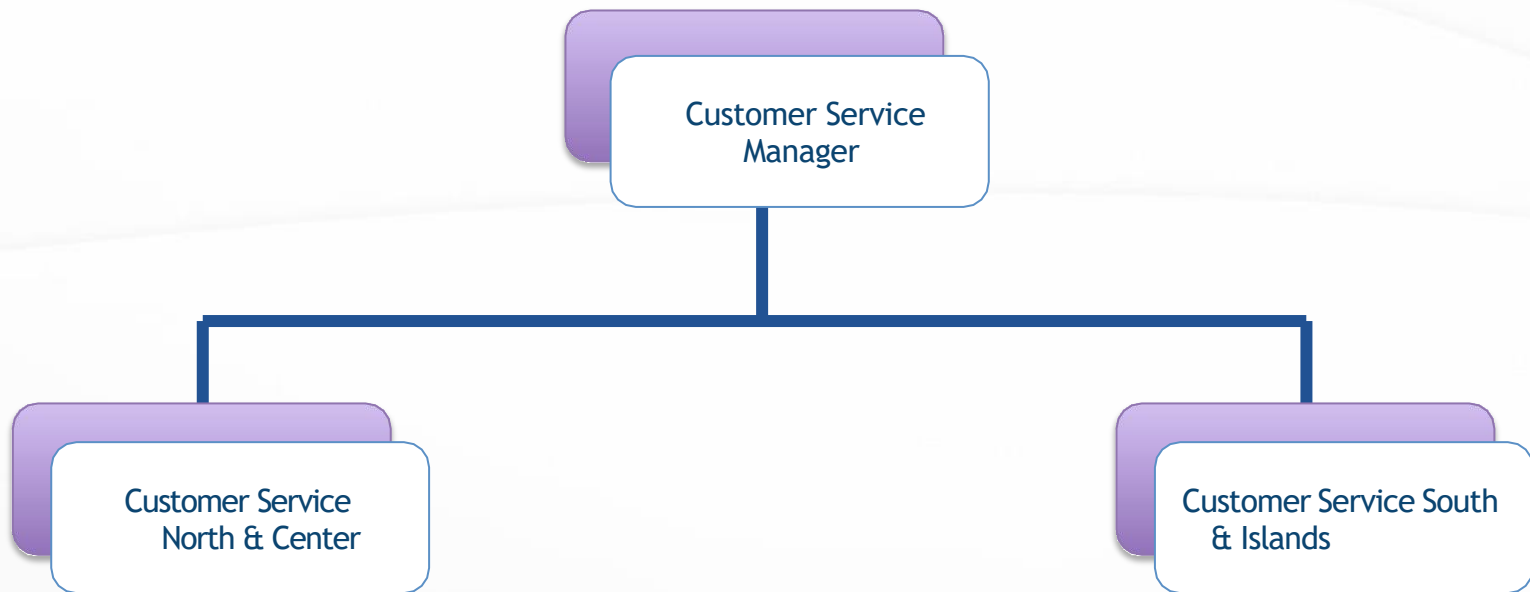
SALES DEPARTMENT ORGANIZATIONAL CHART



MARKETING & TRADE MARKETING DEPARTMENT ORGANIZATIONAL CHART



CUSTOMER SERVICE DEPARTMENT ORGANIZATIONAL CHART



SUPPLY CHAIN DEPARTMENT

ORGANIZATIONAL CHART

Head of Supply Chain &
Business Development

Technical Director

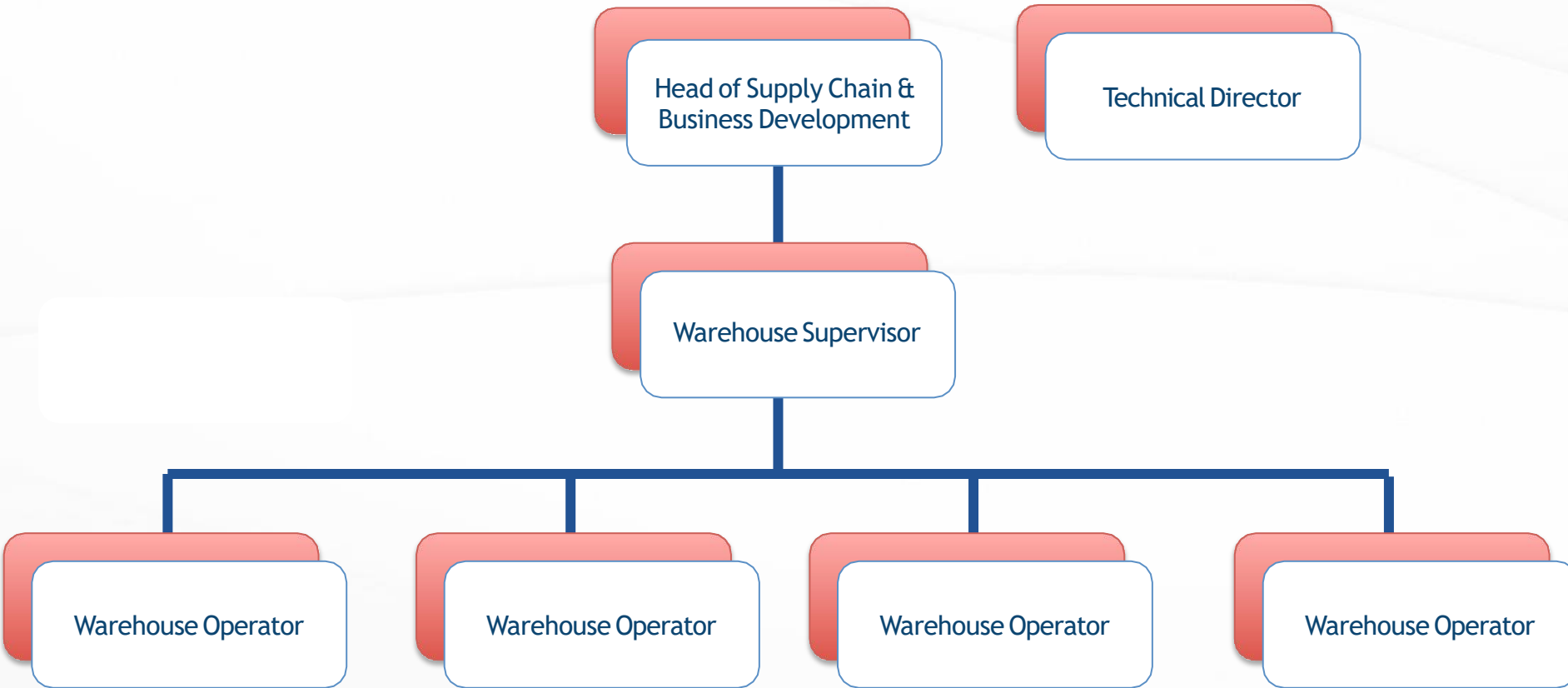
Warehouse Supervisor

Warehouse Operator

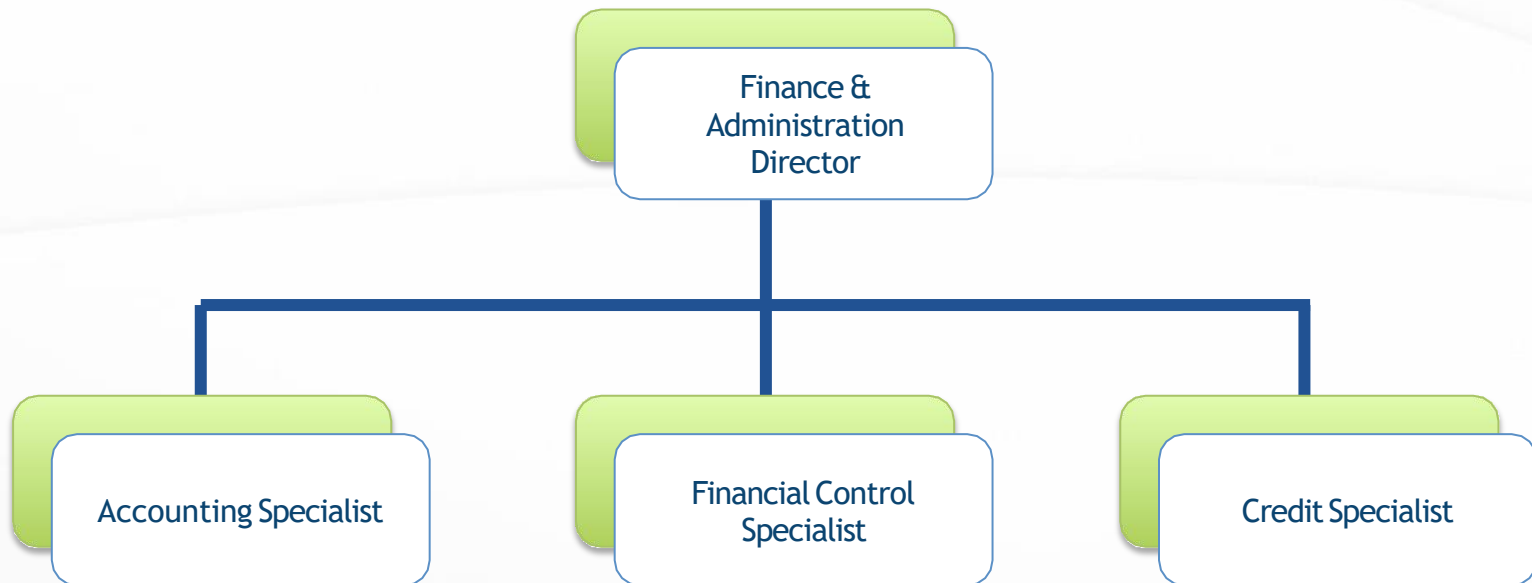
Warehouse Operator

Warehouse Operator

Warehouse Operator



FINANCE DEPARTMENT ORGANIZATION CHART



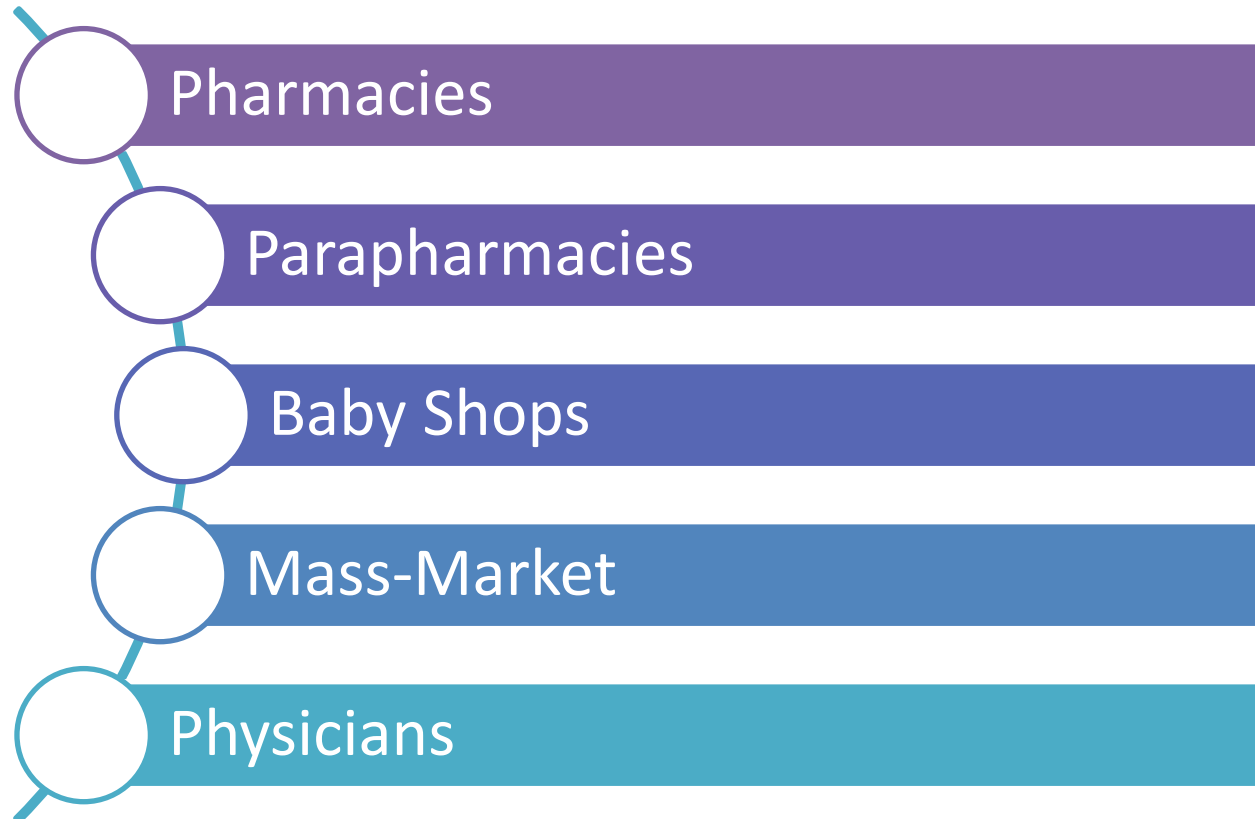
INFORMATION TECHNOLOGY DEPARTMENT

ORGANIZATIONAL CHART



SALES CHANNELS

Here is where we head to



SALES FIELD FORCE



Area «North»
18 Sales Agents



SALES FIELD FORCE



Area «Center»

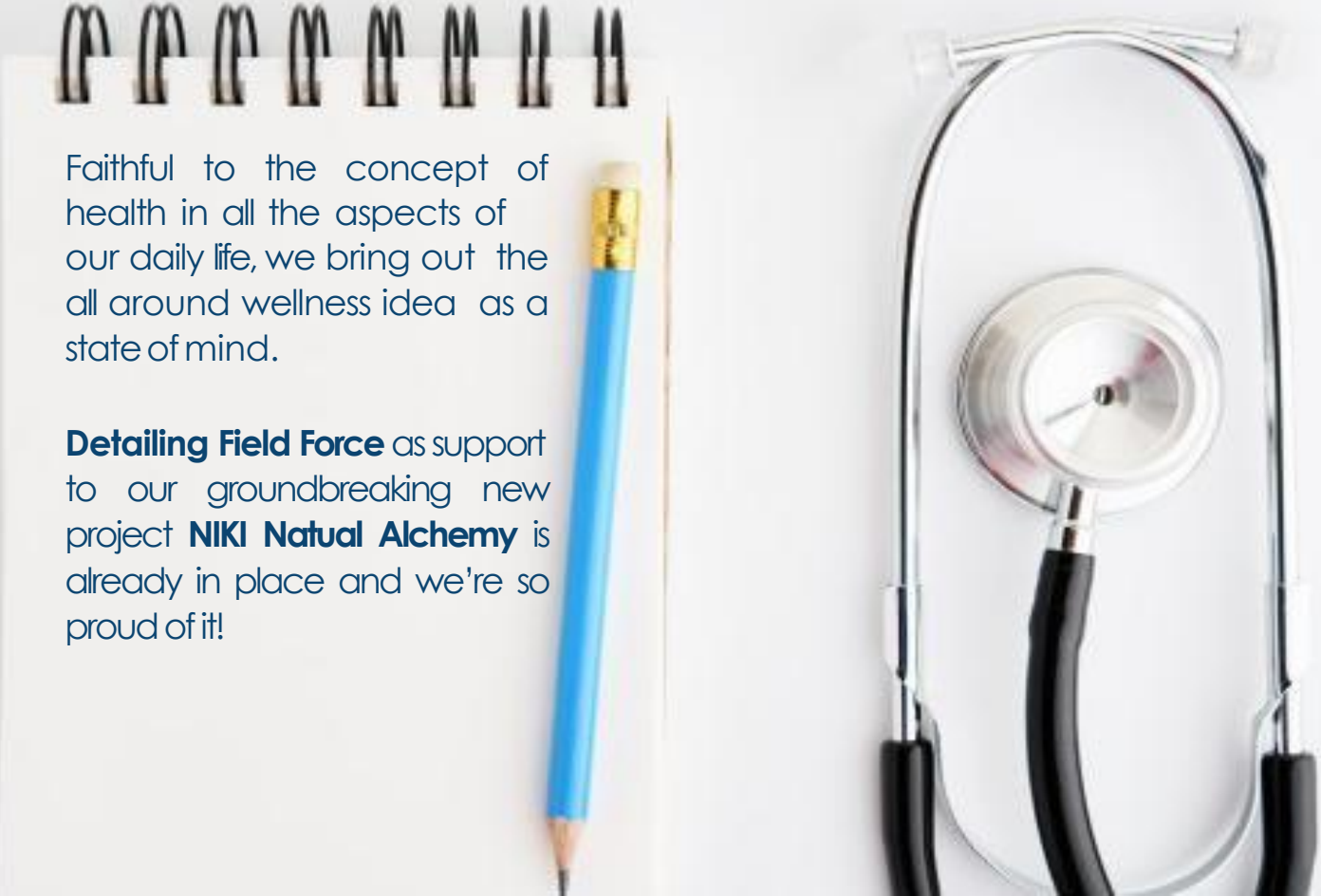
11 Sales Agents



Area «South»

11 Sales Agents

DETAILING FIELD FORCE

A spiral-bound notebook with a blue pencil and a stethoscope. The notebook is open, showing a page with text. A blue pencil with a gold eraser is lying vertically on the right side of the page. A silver stethoscope is lying horizontally on the right side of the page, partially overlapping the notebook and the background image.

Faithful to the concept of health in all the aspects of our daily life, we bring out the all around wellness idea as a state of mind.

Detailing Field Force as support to our groundbreaking new project **NIKI Natual Alchemy** is already in place and we're so proud of it!

OUR PARTNERSHIPS



DISTRIBUTION

Johnson & Johnson

ZeNTIVA

 FARMACEUTICI DOTTOR
CICCARELLI


New.Fa.Dem.

WaterWipes®
THE WORLD'S PUREST BABY WIPES

OUR BRANDS

ÉLÈVE

anti-aging cosmetic and food supplements

FARMARICCI
COMMODITIES

ÉLÈVE

OUR BRANDS ÉLÈVE



We put our heart in making our cosmetic brand a way to nourish our customers' dreams everyday.

By deep research for most innovative active principles and by watching over products highest quality standards we try to give our clients a daily tool to feel good with themselves.

Élève Cosmetic embrace all most common skin needs through three comprehensive anti-age ranges.



NIKI
Natural Alchemy

OUR BRANDS



Our brand new food supplements project breaking boundaries and stepping to the extra-mile when talking about healthy living and full body wealth restoration.

Our new line **NIKI Natural Alchemy**, under the umbrella of our historical brand **Élève**, is set to make noise on the market thanks to its unique pursue of the endogenous molecules ripristination.

There'll be more to come soon.
Project is set to be launched on February.

HOW WE GET OUR MISSION DONE

SALES PREPARATION



- Sharing Sales Targets
- Sharing strategies by working on updated sales conditions and in- store activities as well as consumer promos every canvass
- Bringing sales data and analysis to each sales agent via our software in order to let them plan sales visits and single client visits at their best

SALES SUPPORT



- Significant presence of our sales agents on site (products sales monitoring and sell-out support)
- Detailed sales visits planning including remote areas.
- Products visibility support (POP materials as well as instore activities)
- Implementation and sales follow-up by the coordination of Sales Managers

HOW WE GET OUR MISSION DONE

POST-SALES SUPPORT



- Structured customer service divided by geographical area
- Claims&Complaints management integrated procedures

LOGISTICS



- Live **shipments tracking** through our platform
- **Digitalized logistic flows** (Billing – items picking procedures – packing – loading)
- **Warehouse operators specialization**
(Eachone with specific functions)
- **Delivery within 3 days from billing**
(Forwarders clustered by area and by product)

OUR VALUES



OUR VALUES



PEOPLE

Many individuals come together as **One Team** going hard for the same challenges and the same targets through competence and results-orientation and by treasuring the Company they're in.

OUR VALUES

PERFORMANCE



As an outcome of commitment, professionalism and planning: everyone put their best to get their tasks and missions done. Ours is a culture where everyone is responsible for his own actions and for his own results. We're fast and dynamic, always aware of market changes and we catch opportunities with innovative and effective solution.

OUR VALUES

RELIABILITY

We make promises if we're sure we can keep them. We respect agreements and we always do it by the law.

OUR VALUES

INNOVATION

It is not just related to products and processes but also to service we give to our clients.

OUR VALUES



PASSION

As commitment by heart and by mind

OUR VALUES

ALL AROUND WELLNESS

Bringing out the concept of total wellness in every part of our life from self-care, to food to lifestyle





THANK YOU