

## PORTUGAL CATERING



SILVACARVALHO  
CATERING



Operating from two production centres, Albarraque and Maia, and counting three catering firms (Silva Carvalho Catering, Solinca and Sugestões & Opções), the Ibersol Group is the only entity in this sector with a truly national presence.

Our ISO 22000 certified kitchens can prepare anything from a simple cocktail aperitif to the most elaborate and demanding gala dinner, always marked by the special creative touch of our chefs, who ensure that our customers' events are unforgettable.

Sales in 2011 were about 5 million euros; more than 230,000 customers were served at 787 events.

The national and international economic situation has strongly impacted the catering for events market segment. Fewer events were held, with fewer participants. Pressure on sale prices increased during the year, which affected business performance.

We had to adjust resources to sales performance, making the companies more flexible. We upheld a rigorous approach to cost controls and budgeting for each event, enabling us to improve profitability ratios.

We believe these restructuring measures, which also cover the management and transport of equipment and material from our warehouses, will enable clear improvements in efficiency and lower costs, with a very positive impact on our ability to compete.

During the year we participated in major events such as the Gold Conference Oriflame 2011, BMW Cup Cascais, gala dinners for the EASD World Diabetes Congress, the National Nutrition and Diet Congress, Festival Delta Tejo, Festival Super Bock Super Rock and the Caixa Agrícola National Congress.

In the last several years we have earned the trust of numerous institutional, business and individual clients who choose us to collaborate