

A Refreshingly Good, Natural Drink



### Who are Belvoir?



Belvoir Fruit farms

...are located in the heart of the British countryside, where we've been making great tasting fruit cordials and presses since 1984, pressing fresh fruit and infusing flowers to mix with spring water.

We're still using the same elderflower recipe developed by cofounder Mary Manners all those years ago.



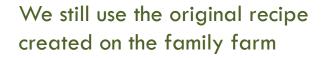
### Where did it all start for Belvoir?















A lot of community love goes into our products

Elderflower harvests start late May.

Every year our local community come and pick elderflower from local hedgerows and our Organic plantations

Alternatively, people can bring in wild elderflower growing in their garden



## A range that suits all occasions

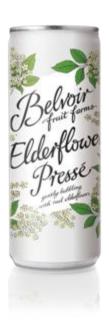
For enjoyment at home for a relaxing night in, or with friends

To enjoy on their own out in a bar, or to be enjoyed on the go









IN HOME

**OUT OF HOME** 



Belvoir has grown to become the largest of the premium brands, almost as big as Shloer



Belvoir farms

Source: IRI GB Total Market, 52we 07.12.19

### Belvoir Fruit Farms are the leading brand in UK Premium Soft Drinks, and are expanding globally

The #1 premium brand in the category\*



with 14% market share



Belvoir has the highest rate of sale of all premium brands\*

Belvoir is instrumental in bringing new shoppers to the category:



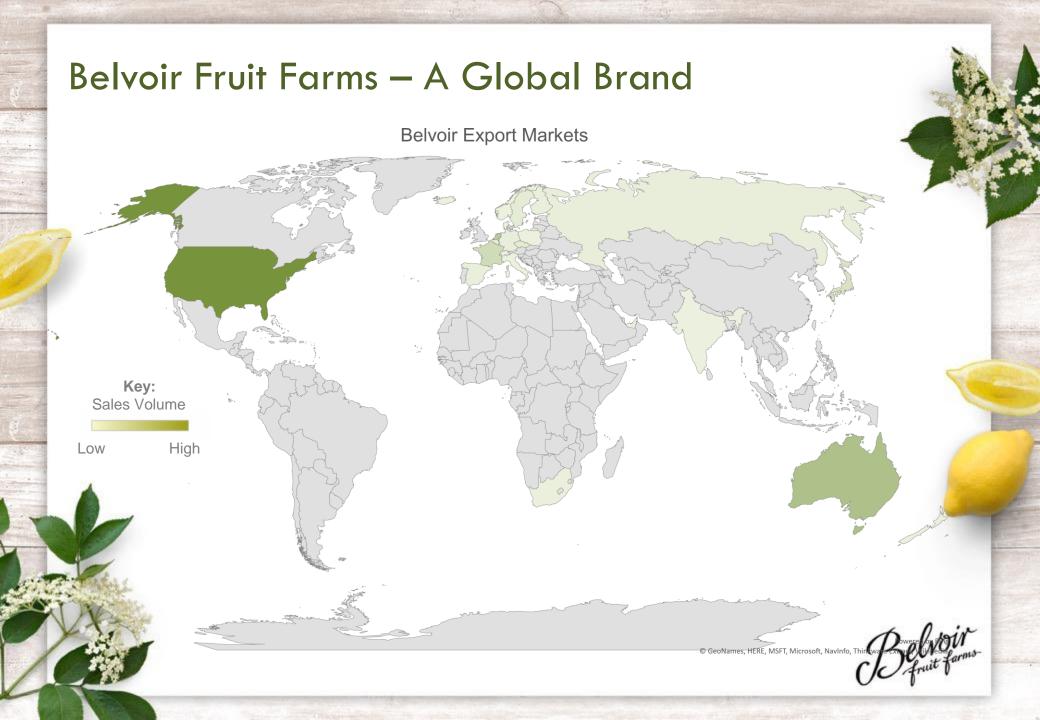
60% of growth coming from brand new category shoppers\*\*

Belvoir export to 35+ markets



International sales grow +40%







### Our History



First batch of Elderflower cordial produced by Mary Manners (pictured) and sold to local farm shops (88 cases)

1984



2000

1.3 million bottles produced 2001



2005

5 million bottles produced

Brand new, purpose built

office and factory capable of producing 50m bottles

We celebrate 30 years!

2014

a year 2015

1988

Sales reach 1000 cases,



1997

We launched our first carbonated drinks

from our range of 4 cordials

Elderflower cordial



2001

Elderflower Cordial wins the 'Great Taste' Award



2006

We win 'Great Taste' Award Speciality Producer of the year 2010

New bottle design



2016

We rank #3 in the Morning Advertiser Premium Adult Soft Drinks



2017

We win 'Best Beverage' at the Sainsburys Food & Drink Awards

### What do we stand for?







#### **HONESTY**

We like to be honest with our consumers, that's why we're completely transparent with all of our ingredients that go into making our lovely drinks.

You can trust us to give you a great tasting product.

#### **QUALITY**

Only the best ingredients go into our carefully crafted recipes, as we believe that good quality equals good taste. No preservatives, flavourings or anything artificial.

#### **ENJOYMENT**

Our drinks are made for pure enjoyment, whether that's a glass at home, out at a restaurant/café, or even on the go.

We have flavours that everyone will enjoy.



# The Range





### 75cl Presse Range



Belvoir

## 50cl Cordial Range





## 25cl Presse Range



Belvoir

### **Organics**











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