

Riël Malan

EDUCATION & QUALIFICATIONS:

- 1994 **B.Comm** *University of Stellenbosch, South Africa*
Major: Economics and Agricultural Economics
- 2006 **IEP- INSEAD Business School, France.**

PROFESSIONAL EXPERIENCE:

Unlimited Group

Western Cape, SA

Group Managing Director

09/2007- current

Appointed as Group Managing Director after the successful merger of the Fruits Unlimited Group and the Yukon Group that formed one of the largest and most diversified fresh produce groups in South Africa.

Fruits Unlimited

Western Cape, SA

Managing Director

11/2002-09/2007

Highlights:

- Entry into 2 of 4 major UK retail groups (Tesco and Sainsbury)
- Entry into 2 largest Benelux retail groups (Laurus and A-hold)
- Maintain turnover growth of 40-80% over the past 3 years
- Establishment of European operation in October 2004
- Establishment of Far East subsidiary that has grown into one of top 3 Far East shippers in 1 year from SA.

Key Clients:

- Tesco-UK, Tesco-Ireland, Sainsbury, Laurus Group, Albert Heijn, Spar-Germany, Edeka, Wallmart, Chiquita, Netto, Lidl, Aldi.

Ma Lanot Group (Pty) Ltd

Western Cape, SA

Managing Director

01/1998-11/2002

Key Functions:

- Full responsibility for driving group strategy and profitability
- Production and Financial management of the group of companies, comprising various agricultural production units
- Management of +/- 600 employees
- Labor union negotiations and dispute resolution
- Transition out of regulated South African fruit marketing environment into free-market situation
- Formulation of marketing strategy and implementation for the group of companies

Ma Lanot Fruit Farms

Western Cape, SA

CEO – Fruit Division

01/1995-01/1998

Key Functions:

- Production and financial planning for the fruit division
- Process and budget management
- Human resource management for +/- 200 employees
- Implementation of group strategy

Project Highlights:

- Highest production achieved in company history

OTHER ACHIEVEMENTS:

- **Board Member – Fruits Unlimited Europe B.V. (2004 – present)**
Oversee all international marketing and distribution arrangements in Europe managed by our European subsidiary, established in October 2004.
- **Board Member – South African Table Grape Industry Organization (1999-2001)**
Actively involved in the establishment of the industry body and process of change management of the US\$3 billion South African grape industry out of a government regulated environment into the globalised international market.
- **Chairman – Bergriver Grapes (1999-2001)**
Established and chaired this regional industry body regulating roughly 1/3 of the South African grape industry.
- **Chairman – Erms Salats Farms (Pty) Ltd (2000-2003)**
Served as chairman of a Dutch owned investment company, investing in South African agriculture.
- **2008 National SemiFinalist in the Ernst & Young – Young Entrepreneur Award**
An award that recognizes young and upcoming entrepreneurs in South Africa and internationally.
- **Board Member – IPEXS (2004-present)**
Jointly established IPEXS, an international fruit production and export group spread over 4 continents, with the aim of creating a meaningful force to counter increasing market power of international retailers.