



Welcome to Greencore

Fact sheet

December 2019



A leading manufacturer of food in the UK

Our core business

Greencore is a leading manufacturer of convenience food in the UK.

We supply grocery and other retailers including all of the major UK supermarkets.

We serve our customers across a broad range of convenience food categories including; sandwiches, salads, sushi, chilled snacking, chilled ready meals, chilled soups and sauces, chilled quiche, ambient sauces and pickles, and frozen Yorkshire Puddings.

Our vision & strategy

Our vision is to lead the convenience food market

Our strategy

Growth: widening out product and channel participation in the attractive, growing UK food to go market;

Relevance: building on the deep, long-standing, trust-based relationships with key customers to broaden the range of products and services that we provide; and

Differentiation: creating ever more effective and consistent capabilities, teams and outcomes

We operate with a set of core principles that enable us to deliver our vision and strategy. We call this **The Greencore Way**.

Our history

Portfolio reset and control post sugar exit			Aggressive consolidation of UK convenience foods market			Rapid, acquisition-led scale up in the US				Sustained growth and returns from UK business	
1991	2001	2006	2007	2008	2011	2012	2014	2015	2016	2018	2019
Greencore formed following the privatisation of Irish Sugar	Diversification into convenience food	Exit of the sugar business	Strong UK growth through a series of convenience food acquisitions	Entry into US convenience food with acquisition of Home Made Brand Foods	Acquisition of Uniq in UK	Acquisition of HC Shau and MarketFare Foods in US and International Cuisine in UK	More than 100 years of producing for some of the UK's best loved brands and largest retailers	Opening of Greencore's first greenfield development in Rhode Island	Greencore acquires Peacock Foods	Sale of Greencore US, creating a refocused UK business	Greencore acquires Freshtime UK

Ingredients and property

Trilby Trading

A leading importer and distributor of oil and fats for food processing

Premier and United Molasses

Leading importers and distributors of molasses for animal feed and industrial use in Ireland

Property

Management of the Group surplus property assets

Our Leadership Team



Patrick Coveney
Group CEO



Eoin Tonge
Group CFO



Peter Haden
COO



Kevin Moore
CCO



Clare Evans
Manufacturing
Director



Guy Dullage
HR Director



Nigel Blakey
Finance Director



Tracy Costello
CIO



Alwen Hill
Purchasing
Director



Martin Ford
Technical
Director



Jolene Gacquin
Group Company
Secretary

2019 highlights



Revenue
£1,446m

Pro Forma Revenue
Growth +2.6%



Convenience Foods UK & Ireland (continuing operations)

	FY19 £m	FY18 £m	Change
Group Revenue	1,446.1	1,498.5	-3.5%
Pro Forma Revenue Growth			+2.6%
Adjusted Operating Profit	105.5	104.6	+0.9%
Adjusted Operating Margin	7.3%	7.0%	+30 bps
Group Operating Profit	99.8	49.8	+100.4%

Financial calendar

Q1 Trading Update

28 January 2020

Annual General Meeting

28 January 2020

H1 Results

19 May 2020

Q3 Trading Update

28 July 2020

FY20 Period End

25 September 2020

FY20 Results

24 November 2020

Contact

Jack Gorman

Head of Investor Relations

T +353 1 605 1000

E investor.relations@greencore.com

More information

www.greencore.com

Twitter: [@GreencoreGroup](https://twitter.com/GreencoreGroup)



The UK's
largest
sandwich maker



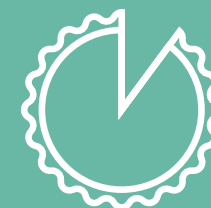
11,000+
colleagues

c. **£1.5BN**
Group revenue



Market
leader
in most
categories

40+ locations



31M
quiches per year



chilled
prepared meals
produced
every year

Leading the
industry with
food safety



231M

bottles of cooking
sauces, pickles
and condiments
per year



the
greencore
way

A leading
manufacturer
of food in
the UK



A FTSE 250
company



Constantly innovating
and improving
our ranges

Award
winning
products



salads produced
per year



Leaders
in food
technology



44M
Chilled soups and
sauces per year



7,500
direct to store
UK deliveries
each day



across 20
categories



717M
sandwiches and
other food to go
products per year