



Welcome to Greencore

Fact sheet



A leading manufacturer of convenience food

Our core business

Greencore is a market leader in sandwiches, Italian chilled meals, branded chilled meals, chilled sauces, cooking sauces and pickles. Our customers include retailers, foodservice providers, manufacturers, and petrol forecourts.

With 15 manufacturing sites, we are a significant player in a number of exciting growth markets. Supply is normally in bulk quantities only, although we also have a unique nationwide chilled delivery service that supplies direct within the petrol forecourt and convenience sector.

Our vision & strategy

Our vision is to be a fast-growing convenience food leader

Our strategy

- Deepen food to go leadership
- To have market leading positions in complementary convenience food categories
- Build distinctive, enduring customer partnerships
- Win in the UK now and other geographies in the years ahead

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

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

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
CEO
Greencore
Group



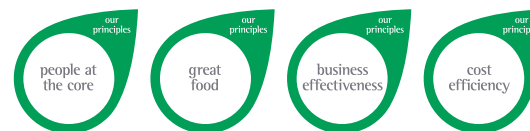
Eoin Tonge
CFO
Greencore
Group



Peter Haden
CEO
Greencore
UK

2017 highlights

 **£2,319.7m**
+56.5% LFL
(pro forma +9.4%)



Delivering our strategy and living our principles



Financial summary

1 The Group uses Alternative Performance Measures ('APMs') which are non-IFRS measures to monitor the performance of its operations and of the Group as a whole. These APM's along with their definitions are provided in the Appendix

2 Earnings per share and Dividend per share figures for FY16 have been restated to reflect the impact of the bonus element of the rights issue and are set out in the Appendix

	FY17	versus FY16
Group Revenue	£2,319.7m	+56.5% (pro forma +9.4%)
Adjusted Operating Profit	140.1	+37.4%
Adjusted Operating Margin	6.0%	-90bps
Exceptional Items	(78.2)	-
Adjusted Profit Before Tax	116.7	+35.9%
Adjusted EPS (pence)	15.4	-3.8%
Basic EPS (pence)	1.9	-80.0%
Proposed DPS (pence)	5.47	-

Financial calendar

04 December 2018
FY18 Full Year Results

29 January 2019
Q1 Trading Update
Annual General Meeting

21 May 2019
HY19 Interim Results

27 September 2019
Financial Year End

Media queries

Rob Greening and Sam Austrums
Powerscourt
1 Tudor Street
London EC4Y 0AH

T +44 (0)20 7250 1446
E greencore@powerscourt-group.com

More information

www.greencore.com
Twitter: @GreencoreGroup



The UK's largest sandwich maker



11,000+ colleagues

£2.3M proforma Group revenue



Market leader in most categories

35+ locations



33M quiches per year



144 MILLION chilled prepared meals produced every year

Leading the industry with food safety



226M

bottles of cooking sauces, pickles and condiments per year

greencore group



the greencore way

A fast growing convenience food leader



A FTSE 250 company



Constantly innovating and improving our ranges

Award winning products



177M salads produced per year



Leaders in food technology



43M Chilled soups and sauces per year



7,500

direct to store UK deliveries each day



2,300 PRODUCTS across 20 categories



706M sandwiches and other food to go products per year