



Welcome to Greencore

Fact sheet



A leading international manufacturer of convenience food in the UK & US

Greencore at a glance



Our vision & strategy

Our vision is to be a fast-growing, international 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 and US markets 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	2001	2006	2007	2008	2011	2012	2014	2015	2016
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

The world's largest sandwich maker

Our convenience foods businesses



In the UK, 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.



Greencore entered the US market in 2008. We now produce sandwiches and food to go products for convenience stores and food service outlets across the US which provide us with nationwide coverage.



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



Phil Taylor
CPO
Greencore
Group



Anton Vincent
CEO
Greencore
USA



Peter Haden
CEO
Greencore
UK

2017 highlights



£2,319.7m

+56.5% LFL

(pro forma +9.4%)



Delivering our strategy and living our principles

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



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

30 January 2018
Q1 Trading Update
Annual General Meeting

22 May 2018
FY18 Interim Results

24 July 2018
Q3 Trading Update

27 November 2018
FY18 Full Year Results

Media queries

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More information

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The world's
largest
sandwich maker



Over 15,000
colleagues
globally

£2.5BN

proforma Group
revenue



Market
leader
in most
categories



45+ locations in the
UK, USA & Ireland



40m
quiches per year



chilled prepared
meals and
meal kits

Leading the
industry with
food safety



220m

bottles of cooking
sauces, pickles
and condiments
per year



greencore
group



the
greencore
way

A fast growing
international
convenience
food leader



A FTSE 250
company



Constantly innovating
and improving
our ranges

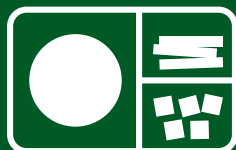
Award
winning
products



salads and
salad kits



Leaders
in food
technology



388m
lunch kits



45,000

direct to store
UK deliveries
each week



across 20
categories



1.5BN
sandwiches and
other food to go
products