



# 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 16 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 leader in UK convenience food

### 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

<b>1991</b> Greencore formed following the privatisation of Irish Sugar	<b>2001</b> Diversification into convenience food	<b>2006</b> Exit of the sugar business	<b>2007</b> Strong UK growth through a series of convenience food acquisitions	<b>2008</b> Entry into US convenience food with acquisition of Home Made Brand Foods	<b>2011</b> Acquisition of Uniq in UK	<b>2012</b> Acquisition of HC Shau and MarketFare Foods in US and International Cuisine in UK	<b>2014</b> More than 100 years of producing for some of the UK's best loved brands and largest retailers	<b>2015</b> Opening of Greencore's first greenfield development in Rhode Island	<b>2016</b> Greencore acquires Peacock Foods	<b>2018</b> Sale of Greencore US, creating a refocused UK business	<b>2019</b> Greencore acquires Freshtime UK
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## 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 Rees**  
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

### 2018 highlights



**Revenue**  
**£1,498m**

**+4.2% as reported**  
**(pro forma +8.7%)**



## Convenience Foods UK & Ireland (continuing operations)

£m	FY18	FY17	Change (as reported)	Change (as reported)
Revenue	1,498.5	1,438.4	+4.2%	+8.7%
Adjusted Operating Profit (before reallocated central costs)	110.6	106.8	+3.6%	
Adjusted Operating Profit	104.6	102.9	+1.7%	
Adjusted Operating Margin	7.0%	7.2%	-20bps	

### Financial calendar

**H1 19 Period End**  
29 March 2019

**H1 19 Results**  
21 May 2019

**Capital Markets Day**  
26 September 2019

**FY19 Period End**  
27 September 2019

### Contact

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### More information

[www.greencore.com](http://www.greencore.com)  
Twitter: @GreencoreGroup



The UK's largest sandwich maker



11,000+ colleagues

£1.5BN Group revenue

35+ locations



33M quiches per year



Market leader in most categories



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 leader in UK convenience food



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