

Greencore 

# Welcome to Greencore

Fact sheet

March 2022



Making every day taste *better*

# Making every day taste better

## Where we operate

### Food to Go categories

We operate 13 manufacturing units across nine locations, including eight sandwich focused units, three salad focused units and two sushi focused units.

### Other convenience categories

We operate eight manufacturing units across seven locations, comprising three chilled ready meal units, two chilled soup and sauce units, one chilled quiche unit, one ambient cooking sauce and pickles unit and one Yorkshire Pudding unit.

### Distribution

We have built a strong Direct to Store distribution operation comprising over 600 vehicles, five regional distribution centres and 13 transport hubs. Our distribution fleet delivers Greencore and third-party products to more than 10,500 small format stores throughout the UK every day.

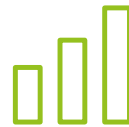
### Trilby Trading

Trilby Trading is a leading Irish-based importer and distributor of vegetable oils and fats.

## Our customers

We supply all of the major supermarkets in the UK. We also supply convenience and travel retailers, discounters, coffee shops, foodservice and other retailers.

## Our strategy



**Growth** Our leadership positions in attractive and structurally growing food categories drive a strategy that combines strong organic growth potential with disciplined strategic investment.



**Relevance** We have an embedded customer partnership model: creating a compelling commercial offer, working together to deliver this model, and partnering with customers for the longer term.



**Differentiation** Our comprehensive capability set provides us with a distinctive and repeatable Greencore Way of working, to ensure we exploit the growth opportunities available to us.



## The Greencore Way

Our differentiators drive our strategy

### People at the Core

By embedding a safety culture, providing inspiring leadership and having engaging and effective teams, we ensure that people are at the core of our business.

### Great Food

Protecting food safety, leading on taste and winning on quality are all essential to our continued success.

### Excellence

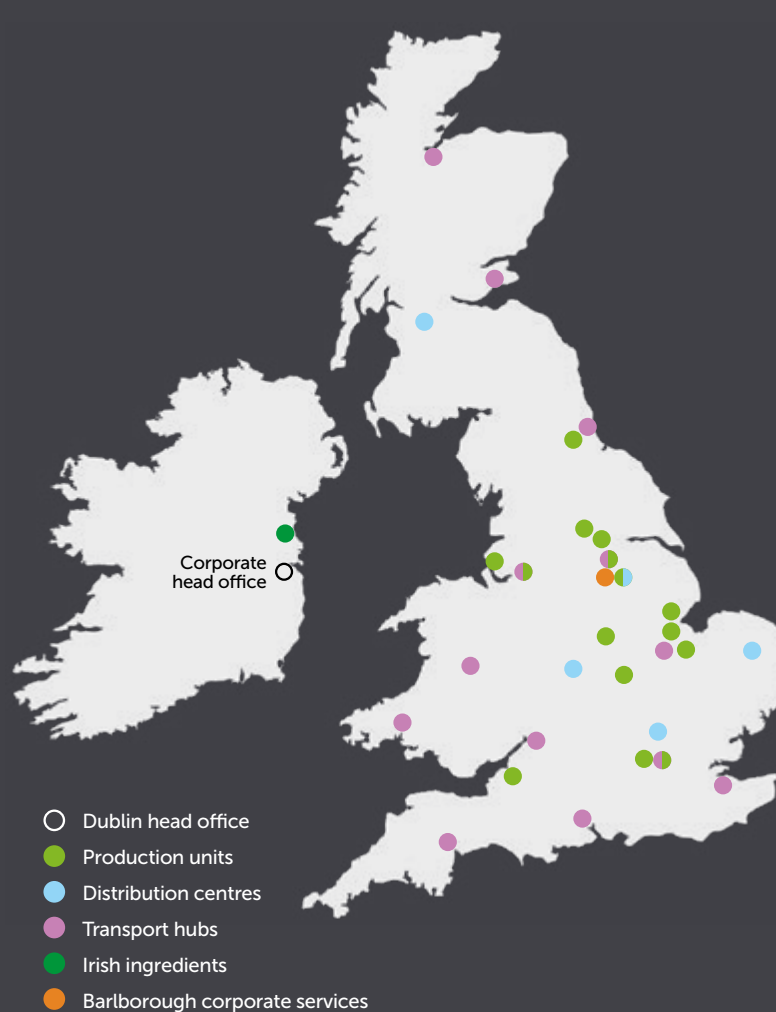
We strive for excellence in everything we do by building capability, driving efficiency and delivering value for all our stakeholders.

### Sustainability

Sustainability underpins all areas of our business from Sourcing with Integrity to Making with Care and then Feeding with Pride.

Portfolio reset and control post sugar exit			Aggressive consolidation of UK convenience foods market			Rapid, acquisition-led scale up in the US			Sustained growth, cashflow and returns from UK business		
1991	2001	2006	2007	2008	2011	2012	2014	2016	2018	2019	2020
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	Greencore acquires Peacock Foods	Sale of Greencore US, creating a refocused UK business	Greencore acquires Freshtime UK	Greencore launches corporate purpose 'Making every day taste better'

# A leading manufacturer of food in the UK



## Food to Go

13 production units across nine locations

- Nine sandwich-focused units
- Two salad-focused units
- Two sushi-focused units

## Other convenience categories

Eight production units across seven locations in the UK

- Three chilled ready meal units
- Two chilled soup and sauce units
- One chilled quiche unit
- One ambient cooking sauce unit
- One frozen Yorkshire Pudding unit

## Distribution

'Direct to Store' distribution operation comprising of five regional distribution centres, 13 transport hubs and a fleet of more than 600 vehicles that make daily deliveries to small format stores across the UK.

## Trilby Trading

1 distribution location

# Our Group Executive



Patrick Coveney  
Chief Executive  
Officer



Emma Hynes  
Chief Financial  
Officer



Kevin Moore  
Chief Commercial  
Officer and  
Deputy CEO



Clare Evans  
Chief Operating  
Officer



Guy Dullage  
Chief People  
Officer



Nigel Smith  
Chief Strategy  
Officer



Jolene Gacquin  
Group Company  
Secretary



## FY21 HIGHLIGHTS

Revenue

£1,324.8m

Pro Forma Revenue Growth +6.2%



## Convenience Foods UK & Ireland (continuing operations)

	FY21	FY20	Change (as reported)
Group Revenue	£1,324.8m	£1,264.7m	+4.8%
Pro Forma Revenue Growth			+6.2%
Adjusted EBITDA	£92.3m	£85.0m	+8.6%
Adjusted Operating Profit	£39.0m	£32.5m	+20.0%
Adjusted Operating Margin	2.9%	2.6%	+30 bps

### Financial calendar (subject to change)

Annual General Meeting  
27 January 2022

Half year financial report  
24 May 2022

2022 financial year end  
30 September 2022

Announcement of final result  
29 November 2022

## Contact

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**£1.3**  
*billion*  
annual turnover



Leading the industry with food safety



**645**  
*million*

sandwiches and other food to go items each year



**117**  
*million*  
chilled prepared meals per year



**2,160**  
*products*  
across 20 categories



**10,500**  
*direct to store*  
deliveries each day



**47**  
*million*  
chilled soups and sauces per year



**483**  
*million*  
Yorkshire puddings per year



**13,000**  
colleagues

**Greencore**

Making every day taste  
*better*

**256**  
*million*  
bottles of cooking sauces, pickles and condiments per year



Leaders in food technology



The world's largest fresh pre-packaged sandwich maker



Our strategy is built on three pillars:



Growth



Relevance



Differentiation

Pioneering the way in inclusion



**30**  
*million*  
quiche each year



**35+**  
*locations*



**140**  
*million*  
salads each year



Award winning products

