

Greencore 

Welcome to Greencore

Factsheet

November 2022



Making every day taste *better*

Making every day taste better

Where we operate

Manufacturing

We operate 23 manufacturing units across 16 locations, including eight sandwich units, five chilled ready meal units, three salad units, two sushi 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 650 vehicles, five regional distribution centres and 13 transport hubs. Our distribution fleet delivers Greencore and third-party products to more than 10,600 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.

Excellence

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

Great Food

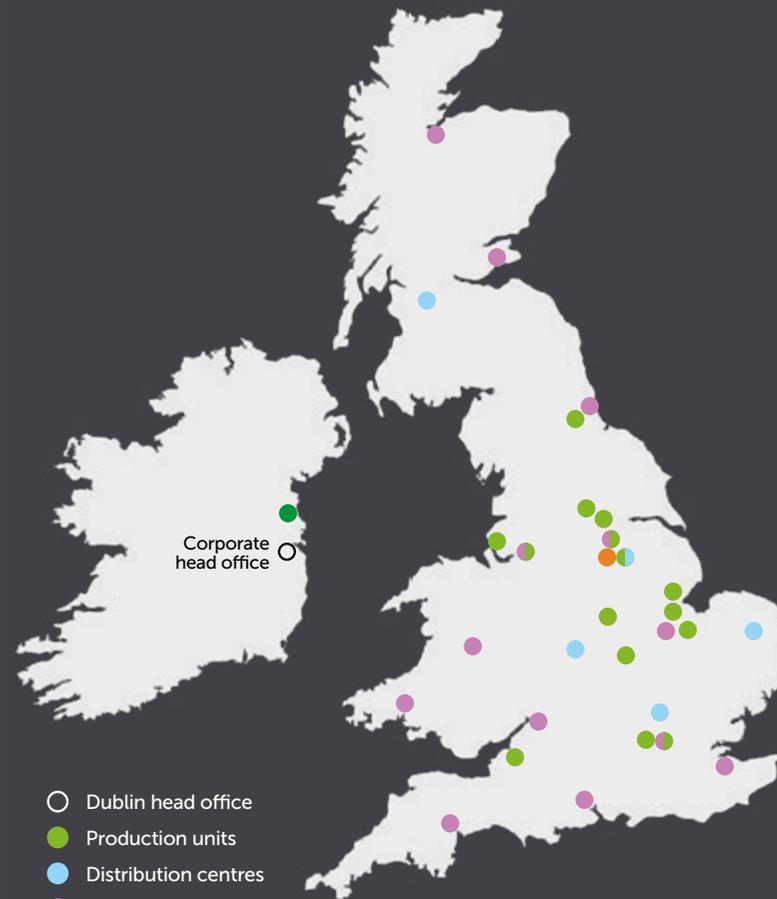
Protecting food safety, leading on taste and winning on quality are all essential to our continued success.

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



Manufacturing

23 manufacturing units across 16 locations

- Eight sandwich units
- Five chilled ready meal units
- Three salad units
- Two sushi units
- Two chilled soup and sauce units
- One chilled quiche unit
- One ambient cooking sauce and pickles unit
- One Yorkshire Pudding unit

Distribution

'Direct to Store' distribution operation comprising of five regional distribution centres, 13 transport hubs and a fleet of more than 650 vehicles that make daily deliveries to small format stores across the UK.

Trilby Trading

1 distribution location

Our Group Executive



Dalton Philips
Chief Executive
Officer

Emma Hynes
Chief Financial
Officer

Kevin Moore
Deputy Chief
Executive Officer

Lee Finney
Chief Operating
Officer

Guy Dullage
Chief People
Officer

Nigel Smith
Chief Transformation
Officer

Andy Parton
Chief Commercial
Officer

Damien Moynagh
General Counsel &
Company Secretary



FY22 HIGHLIGHTS

Revenue
£1,739.6m



Pro Forma Revenue Growth +29.4%

Convenience Foods UK & Ireland (continuing operations)

	FY22	FY21	Change (as reported)
Group Revenue	£1,739.6m	£1,324.8m	+31.3%
Pro Forma Revenue Growth			+29.4%
Adjusted EBITDA	£126.9m	£92.3m	+37.4%
Adjusted Operating Profit	£72.2m	£39.0m	+£33.2m
Adjusted Operating Margin	4.2%	2.9%	+130 bps

Financial calendar (subject to change)

Annual General Meeting
26 January 2023

Half year financial report
30 May 2023

2023 financial year end
29 September 2023

Announcement of final results
28 November 2023

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£1.7
billion
annual turnover



Leading the industry with food safety



795
million

sandwiches and other food to go items each year



127
million
chilled prepared meals per year



2,000
products
across 20 categories



10,600
direct to store
deliveries each day



47
million
chilled soups and sauces per year



423
million

Yorkshire puddings per year



14,000
colleagues

Greencore

Making every day taste
better

249
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

151
million
salads each year



Award winning products