



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 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

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
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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, UK
CEO



Kevin Moore
COO



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
Head of Legal &
Compliance

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

Q1 Trading Update
29 January 2019

Annual General Meeting
29 January 2019

H1 19 Period End
29 March 2019

H1 19 Results
21 May 2019

Q3 Trading Update
30 July 2019

FY19 Period End
27 September 2019

FY19 Results
26 November 2019

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More information

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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