



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	2001	2006	2007	2008	2011	2012	2014	2015	2016	2018
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	Sale of Greencore US, creating a refocused UK business

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
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

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

Contact

Jack Gorman
Head of Investor Relations

T +353 1 605 1000
E investor.relations@greencore.com

More information

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



The UK's
largest
sandwich maker



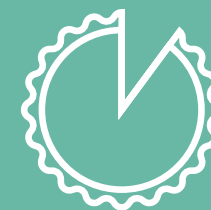
11,000+
colleagues

£1.5BN
Group revenue



Market
leader
in most
categories

35+ locations



33M
quiches per year



chilled
prepared meals
produced
every year

Leading the
industry with
food safety



226M

bottles of cooking
sauces, pickles
and condiments
per year



the
greencore
way

A fast-growing
leader in UK
convenience
food



A FTSE 250
company



Constantly innovating
and improving
our ranges

Award
winning
products



salads produced
per year



Leaders
in food
technology



43M
Chilled soups and
sauces per year



7,500

direct to store
UK deliveries
each day



across 20
categories



706M
sandwiches and
other food to go
products per year