



# Welcome to Greencore

Fact sheet



# A leading international manufacturer of convenience food in the UK & US

## Greencore at a glance



## Our vision & strategy

*Our vision* is to be a fast-growing, international convenience food leader

### *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 and US markets 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



# The world's largest sandwich maker

## Our convenience foods businesses

### Food to Go

A world-class manufacturer of food on the move products including pre-packed sandwiches, wraps, prepared salads and sushi for many of the UK's major retailers. UK sites in **Atherstone, Bow, Crosby, Heathrow, Manton Wood, Northampton, Park Royal and Spalding.**



### Convenience Foods

Produces chilled ready meals, chilled sauces, chilled soup and quiches as well as own label ambient cooking sauces, table sauces, pickles and Yorkshire puddings for the major retailers in the UK. Sites in **Bristol, Consett, Evercreech, Kiveton, Leeds, Selby, Warrington and Wisbech.**



### USA

Entered the US market in 2008. We now produce sandwiches and food to go products for convenience stores and food service outlets across the US which provide us with nationwide coverage. Fourteen manufacturing facilities in **California, Florida, Illinois, Minnesota, Ohio, Rhode Island, Utah, Virginia and Washington.**



## 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**  
CEO  
Greencore  
Group



**Eoin Tonge**  
CFO  
Greencore  
Group



**Peter Haden**  
COO  
Greencore  
Group



**Kevin Moore**  
MD  
Greencore  
Food to Go



**Clare Rees**  
MD  
Greencore  
Convenience  
Foods



**Phil Taylor**  
CPO  
Greencore  
Group

## 2017 highlights

 **£2,319.7m**  
+56.5% LFL  
(pro forma +9.4%)

the  
greencore  
way 



**Delivering our strategy and living our principles**

*Our vision* is to be a fast-growing, international convenience food leader



## Financial summary

<sup>1</sup> The Group uses Alternative Performance Measures ('APMs') which are non-IFRS measures to monitor the performance of its operations and of the Group as a whole. These APM's along with their definitions are provided in the Appendix

<sup>2</sup> Earnings per share and Dividend per share figures for FY16 have been restated to reflect the impact of the bonus element of the rights issue and are set out in the Appendix

	FY17	versus FY16
Group Revenue	£2,319.7m	+56.5% (pro forma +9.4%)
Adjusted Operating Profit	140.1	+37.4%
Adjusted Operating Margin	6.0%	-90bps
Exceptional Items	(78.2)	-
Adjusted Profit Before Tax	116.7	+35.9%
Adjusted EPS (pence)	15.4	-3.8%
Basic EPS (pence)	1.9	-80.0%
Proposed DPS (pence)	5.47	-

## Financial calendar

**30 January 2018**  
Q1 Trading Update  
Annual General Meeting

**22 May 2018**  
FY18 Interim Results

**24 July 2018**  
Q3 Trading Update

**27 November 2018**  
FY18 Full Year Results

## Media queries

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## More information

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



The world's largest sandwich maker



Over 15,000 colleagues globally

£2.5BN

proforma Group revenue



45+ locations in the UK, USA & Ireland



40m quiches per year



Market leader in most categories



chilled prepared meals and meal kits

Leading the industry with food safety



220m

bottles of cooking sauces, pickles and condiments per year

greencore group



the greencore way

A fast growing international convenience food leader



A FTSE 250 company



Constantly innovating and improving our ranges

Award winning products



salads and salad kits



Leaders in food technology



388m lunch kits



45,000

direct to store UK deliveries each week



across 20 categories



1.5BN sandwiches and other food to go products