

Hilton Foods works in long-term partnership with leading international retailers and foodservice brands.

**HILTON FOODS**

We create and produce high quality packaged meat, seafood, meat alternatives and pre-prepared food products at scale.

# FACT SHEET FY 2023

Revenue <b>£3.99bn</b> +3.77% (2022 £3.85bn)	Volume <b>517,347t</b> +0.7% (2022 513,846t)	PBT* <b>£66m</b> +19% (2022 £55.5m)	Free cash flow* <b>£96m</b> Net debt: EBITDA 1.0x	EPS* <b>52.8p</b> +17.1% (2022 45.1p)	Dividend <b>32.0p</b> +7.7% (2022 29.7p)
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## A Unique Multi-Category Food Offer

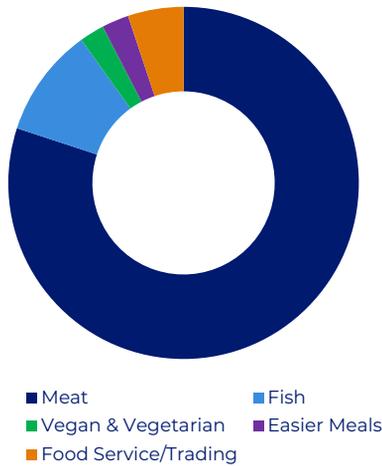


## Driving Long-Term Value

### Outstanding Food Products

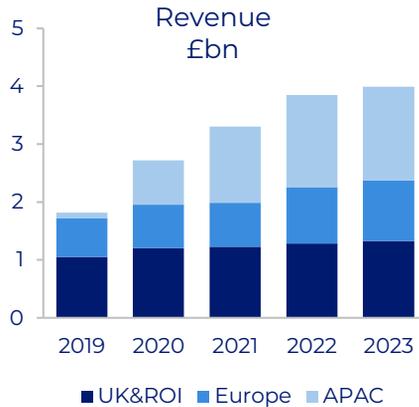
We create and produce award winning multi-category food products for retail, foodservice and wholesale best placed to meet consumer needs.

Category Revenue FY 2023



### Growing Internationally

Long term partnerships spanning almost 30 years with leading international retailers, operating, 24 facilities across 10 countries and over 7000 skilled colleagues.



### 'Market-Leading' Technology

Efficient highly automated food processing, production, sortation and logistics services through a collective of businesses under the Greenchain Solutions sector of the business.

- Foods Connected**  
Transparency  
Full end to end supply chain management solution for data led decision making
- Equipment & Systems**  
Efficiency  
Factory wide Manufacturing Execution System (MES) / ERP & leading equipment
- Omega Line Control**  
Flexibility  
Production line equipment control system
- Agito Automation**  
Reducing Labour  
Physical material handling solutions and automation control software

## Underpinned by The Sustainable Protein Plan

## Our Business Model

We generate revenue through long-term supply and service agreements with our customers, through transparent, open book models. These contractual agreements, combined with our long-term partnership, and total category management approach serve to maximise achievable volume throughout whilst maintaining market competitive unit packing costs, thereby delivering value to our customers.



(\*Adjusted for the impact of IFRS 16 and exceptional items)

OPERATING IN

10

COUNTRIES

OPERATING FROM

24

HIGH PERFORMANCE FACILITIES

HILTON FOODS

HIGHLY ENGAGED

7000

COLLEAGUES

SERVING

20+

INTERNATIONAL MARKETS

## Where we operate

UK & Ireland



Europe



Asia-Pacific



North America - East  
Launching 2027



## Strategic Priorities



Grow our global footprint



Expand our multi-category offer



Build further expertise as a supply chain partner



Leverage technology as a driver of value



Philosophy of simplicity



Develop food skills and product innovation



Rigorous approach to sustainability agenda



Recruit and develop expert, motivated people

## The Sustainable Protein Plan

People

Valuing People

Protecting Human Rights

Developing Potential

**LATEST NEWS:**  
Highly engaged workforce, supported in learning and development

Planet

Reducing Emissions

Enhancing Animal Wellbeing

Nature Positive

**LATEST NEWS:**  
More ambitious validated SBTi's in line with 1.5°C pathway

Product

Balanced Healthy Diets

Circular Packaging

Resource Efficiency

**LATEST NEWS:**  
70% of our packaging is now recyclable

## Medium-Term Financial Ambitions



Grow margin through additional services

£

Sustained mid-single digit profit growth

>1.5x

Cash conversion

<£50m

Target capital spend per annum

>20%

ROCE target

<2.0x

Leverage



Focused investment delivering sustainable returns



Organic mid-single digit EPS growth

Hilton Food Group Plc.

[www.hiltonfoods.com](http://www.hiltonfoods.com)

PR Contact

Please contact:  
[Hiltonfood@Headlandconsultancy.com](mailto:Hiltonfood@Headlandconsultancy.com)

Investor Relations

Please contact:  
[InvestorRelations@HiltonFoodGroup.com](mailto:InvestorRelations@HiltonFoodGroup.com)