

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 2024

Revenue <b>£3.99bn</b> +1.9%	Volume <b>540,239t</b> +4.4%	PBT* <b>£76.1m</b> +17.1%	ROCE* <b>21.7%</b> +3.4ppt	Free cash flow* <b>£40m</b> Net debt: EBITDA 0.9x	EPS* <b>61p</b> +15.5%	Dividend <b>34.5p</b> +7.8%
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## A Unique Multi-Category Food Offer

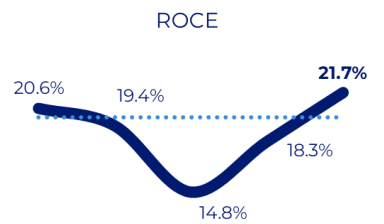
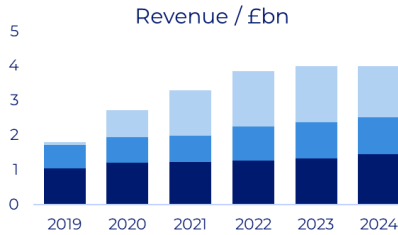
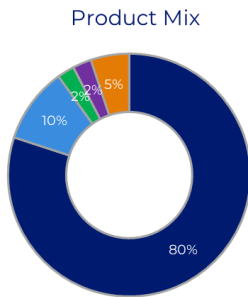


## Driving Long-Term Sustainable Value Creation

Leading food manufacturer with highly relevant product offer

Expanding internationally with significant growth potential

Driving strong returns through automated, efficient facilities



- Meat
- Fish
- Vegan & Vegetarian
- Easier Meals
- Food Service/Trading



2020 2021 2022 2023 2024  
..... >20% ambition

A multi-category offer creates new opportunities for growth and boosting core retail meat margins

Strong partnerships, stable growth, and a proven track record of expanding into new countries

Powered by market leading technology, consumer focus, innovation and a unique business model

Future-ready: clear strategy, strong balance sheet and 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.



We partner

Throughout the supply chain with our customers to source, high quality, traceable raw materials

We innovate

Products, processes and packaging to create new and improved product offers and supply chain solutions.

We manufacture

Processing high-quality food products, to create consumer-led relevant product ranges.

We deliver

In quality, service, and value across our multi-category food products and supply chain services.

We supply

Over 20 international markets, through long-standing retail and food service partnerships.

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

OPERATING IN

**10**

COUNTRIES

OPERATING FROM

**24**

HIGH PERFORMANCE  
FACILITIES

HIGHLY ENGAGED

**8000**

COLLEAGUES

SERVING

**20+**

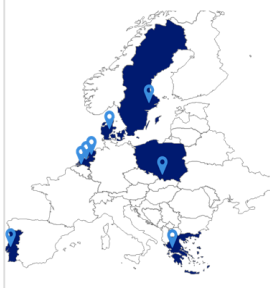
INTERNATIONAL  
MARKETS

## Where we operate

UK & Ireland



Europe



Asia-Pacific



Saudi Arabia – H2 2026



Canada – Early 2027



## Strategic Priorities

1

GROW  
OUR GLOBAL  
FOOTPRINT



2

EXPAND  
OUR MULTI-CATEGORY  
OFFER



3

BUILD  
FURTHER EXPERTISE AS  
A SUPPLY CHAIN  
PARTNER



4

LEVERAGE  
TECHNOLOGY  
AS A DRIVER OF VALUE



## The Sustainable Protein Plan

People



**100%**

of our own operations  
audited

SMETA

Planet



**-32%**

Reduction in scope 1 and  
2 emissions

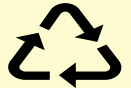


Product



**1692t**

Plastic reduced and forecast to be  
offset in our packaging



FOOD  
BUSINESS  
CHARTER

**40%**

Female representation  
ambition



Score for Climate Change -  
top 1.5% of businesses

**A**



**-47%**

Food waste reduction

## 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.

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