





### **Cautionary Statement**

This interim investor presentation contains forward-looking statements that are subject to risks and uncertainties. These forward-looking statements are based on current expectations and assumptions relating to anticipated events and circumstances which may be beyond Hilton's control. Words such as 'aim', 'anticipate', 'believe', 'consider' 'estimate', 'expect', 'goal', 'intend', 'may', 'plan', 'potential', 'should', 'target' and other words and phrases of similar meaning including the negative of these terms are generally but not always used to infer forward-looking statements. Forward-looking statements are not a guarantee of future performance or outcomes. Neither Hilton or any of its associates or directors provides any guarantee that any occurrence or event expressed in a forward-looking statement will actually occur. Undue reliance should not be placed on these statements.

These forward-looking statements are made as of the date of this presentation and based on risk factors and uncertainties that we believe to be reasonable at the time of writing. After this date and except as required by law or regulation, Hilton does not undertake to publicly update or review these forward-looking statements to reflect any change to expectations, new information, or otherwise on which the statement may have been based.

Actual results and events could differ substantially from those implied in the forward-looking statements for a multitude of reasons including but not limited to domestic and global macroeconomic and political factors, changes to consumer purchasing strategies, industry trends, changes to customer relationships, supply chain disruption, volatility in raw material and commodities markets, cyber-security, the recruitment and retention of talented employees, significant incidents such as fire, flood, pandemic or interruption of supply of key utilities, the production of safe and high quality products, interest rates and currency movements and the impact of changes to tax and other legislation. Further detail on the principal risks and uncertainties faced by the Group are detailed in the Hilton Food Group Plc 2021 Annual report.



#### HILTON FOODS

### 2022 Half Year summary: Driving long term value during challenging times

#### HI PERFORMANCE

Total volume +4% with revenue +19%

Operating profit £41.2m, +6%

Profit before tax £34.4m, -4%

EPS 28.0p per share, -14%

> Interim dividend 7.1p per share

#### 1. Outstanding Protein Products

- Meat and Seafood 3-year volume growth +10% per annum
- Vegan and Vegetarian 3-year volume growth +40% per annum
- Added Value Easier Meals 3-year volume growth +72% per annum

#### 2. Growing across International Markets

- 1 year anniversary of new food park in New Zealand; facility progressing well and production ramping up
- Rollout of food park prototype via agreement for new food park agreement in Sweden
- Growth in international scale through Foppen acquisition entering US; integration progressing well

#### 3. Industry-leading technology

- Investment in one of the leading UK cultured meat technology ventures, Cellular Agriculture Ltd
- Growth and geographical diversification of Agito Group partnership into Europe
- Increased ownership of Foods Connected to 65% further strengthening technology and automation leadership

#### 4. Delivered through The Sustainable Protein Plan

 Continued progress made against all pillars in our ESG strategy particularly through increased recycled content within our packaging materials







### **Financial Highlights**

Continued volume and revenue growth

- 3 Year CAGR growth of 12%
- 3 Year CAGR revenue growth of 31%

Operating profit growth +5.6% despite inflationary pressures and investment in price

Profit before tax impacted by increased interest costs

On-going capital investment increasing automation and efficiency

Completed Foppen acquisition in Q1 leading to overall increase in net debt

	H1 2022	Variance
Volume	271,708 t	3.6%
Revenue	£2,038.7 m	19.2%
Operating Profit	£41.2 m	5.6%
Adjusted profit before tax *	£34.4 m	-3.9%
Adjusted earnings per share*	28.0 p	-13.6%
Interim dividend per share	7.1 p	-13.4%
Capex	£26.0 m	<i>-£1.0</i> m
Net debt**	£221.0 m	£86.1 m

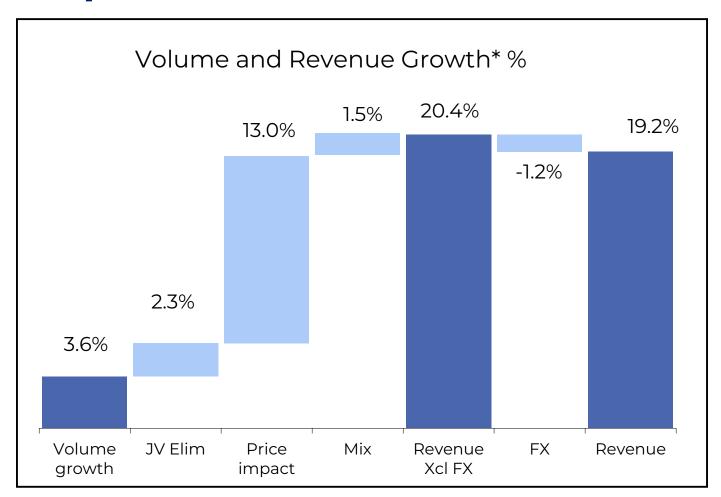


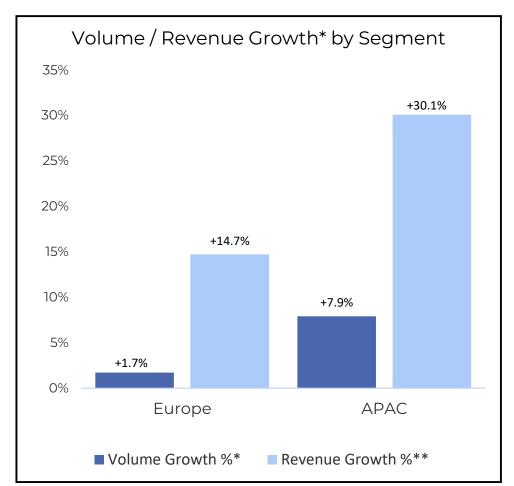
<sup>\*</sup>Excluding IFRS 16, exceptional items and amortisation of acquired intangibles

<sup>\*\*</sup> Excluding IFRS 16, compared to FY 2021 closing net debt position



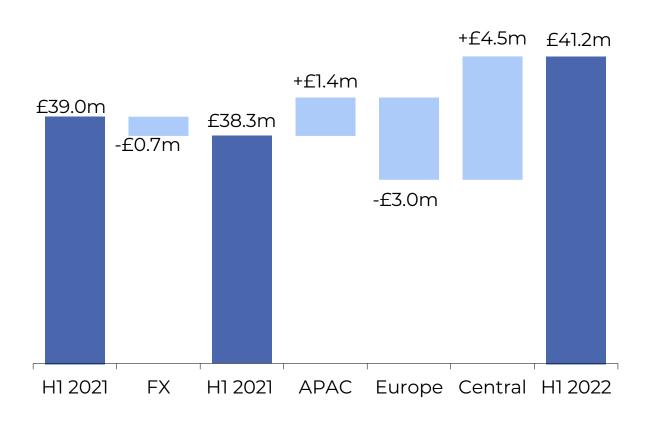
### **Topline Growth**







### **EBIT Summary**



#### APAC

- ▶ Benefit of start-up of facility in New Zealand in July 2021
- ► Australia vs H1 2021 which benefited from strong comparative volumes

#### Europe

- Convenience volume growth in Central Europe
- Core meat and fish compared to strong comparative volumes
- ► Significant inflation notably on seafood
- Short term price investment

#### FX rates

- ► A\$ broadly flat vs H1 21
- ► Average € rates -3% vs prior year

#### Central Costs

- Continued focus on cost control
- Reduced LTIP/Bonus costs



### Profit and loss account Pre-exceptionals, amortisation and IFRS 16

28 weeks ended 17 <sup>th</sup> July 2022	H1 2022	H1 2021		% Change
	£m	£m	% Change	Constant
				Currency
Volume (tonnes)	271,708	262,222	<i>3</i> .6%	
Turnover	2,038.7	1,710.7	19.2%	20.4%
Operating profit	41.2	39.0	5.6%	7.3%
Operating margin %	2.0%	2.3%		
Alternative operating margin %*	11.8%	13.0%		
Operating profit per kg	15.2p	14.9p	1.9%	<i>3</i> .6%
Interest	(6.8)	(3.2)		
Profit before taxation	34.4	35.8	-3.9%	-2.5%
Taxation	(8.4)	(8.2)		
Profit after taxation	26.0	27.6	-5.5%	-4.0%
Earnings per share (pence)	28.0	32.4	-13.6%	-12.0%



### **Cash Flow - Pre-IFRS 16 adjustments**

£m	H1 2022	H1 2021
Cash generated from operations	23.2	43.2
Tax and net interest paid	(15.2)	(16.0)
Net cash from operating activities	8.0	27.2
Maintenance capex	(9.0)	(5.9)
Underlying free cashflow	(1.0)	21.3
Expansionary capex	(17.0)	(21.1)
Acquisitions	(83.0)	(2.5)
Free cashflow – pre minorities	(101.0)	(2.3)
Share issues	-	1.7
Own shares purchased	-	(2.3)
Dividends paid	(20.3)	(16.8)
Dividends from JV	-	1.8
Other**	(15.0)	5.4
Change in net funds/debt	(136.3)	(12.5)
Opening Net debt	(85.4)	(123.4)
Closing Net debt	(221.7)	(135.9)

Capital investment / £m	H1 2022	H1 2021
Europe	22.1	16.0
APAC	3.9	10.8
Other	0.0	0.2
Total	26.0	27.0
Maintenance capex	9.0	5.9
Expansionary capex	17.0	21.1
Total	26.0	27.0

<sup>10 \*\*</sup> Includes £(7.8)m impact of FX rate movements (H1 2021: £5.2m).







### Responding to changing consumer needs

# Cost of Living



Cost of living crisis for consumers

## Health & Wellness



Personalised, integrated health

## Convenience & Ease



When I need it, how I need it and where I need it

# **Environment & Sustainability**



Fragile future, prioritising sustainability

# Experience & Enjoyment



Redefining indulgence & treats, in and out of home

#### Inspiring 239 insight led new product launches in the first half of the year

Macro economic uncertainty, will continue to influence consumer behaviour



# Diversified food and supply chain services business well placed to meet consumer needs











#### **Category Expertise:**

Local specialists supported by a global perspective to deliver category growth

#### ESG:

First Choice Partner for Sustainable Protein



### Meat: Continued growth in retail and channels

#### Half 1 2022

**Growth continuing in meat:** in steaks and burgers in our core business and poultry in Denmark and New Zealand

Innovation and NPD: new products and packaging evolving all trays in APAC to kerbside recyclable, tray pads removed saving 70tn waste to landfill per year

**Food Service:** recovery ahead of expectation and new partnerships formed







#### **Opportunities**

Optimising opportunities in changing meal occasions: throughout our retail and food service channels we are best placed to meet any changes in consumption behaviour

Meeting more customer needs: focussing on great quality, value and premium product innovation

**Further diversification:** into more affordable and added value meat proteins such as poultry



### Seafood: Investing in the long term growth opportunity

#### Half 1 2022

Completion of Foppen acquisition: creating a complete seafood product portfolio across 6 categories

**Market Challenges:** fish market disproportionally impacted by inflationary pressure\*1

Short term investment: in price and long term investment in strategic automation, protecting future growth potential of the fish and seafood category







#### **Opportunities**

Unlocking long term growth potential in the category: category segment is expected to grow annually by 5.73% (CAGR £GBP 2022-2027)\*2

**Unlocking synergies and opportunities:** combining Seafood UK and Foppen, multi customer business, annual revenue +£400m

**Growth in existing and new partnerships:** expanding ranges in New
Zealand and Europe

<sup>5</sup> 



### Vegan and Vegetarian: Growth through innovation and new partnerships

#### Half 1 2022

Growth in existing partnerships and global brands at Dalco: across the retail and food service sectors H1 +40% 2019-2022

**Innovation delivering growth:** accounting for 22% of sales in the UK

Meeting more customer needs: fresh foods category introduced plant based alternatives in all sub categories in CE +79% YoY







#### **Opportunities**

More meal based occasions: vegan bacon alternative to win in the breakfast meal occasion and vegetable led product development

Leveraging international scale: launching our total product portfolio into more of our existing partnerships

Next generation innovation: developing products that have improved eat experience, are more sustainable, and healthier



### Easier Meals: Significant growth and new food park agreed

#### Half 1 2022

**Growing in existing geographies:** winning new business, and forming new retail partnerships +72% growth HI 2019-2022

Optimising fresh foods in existing geographies: Continued growth momentum +43%

Making meals easier: innovating and extending product range in private label and branded including hot counter serve range extension







#### **Opportunities**

**Opportunities in more occasions at home:** optimise growth in additional meal occasions forecast to occur in the home

**Next generation product innovation:** developing new ranges focussing on premium, convenience and health

New food park concept facility approved in Sweden: agreed to develop fresh foods facility in partnership with ICA in Sweden



### Supply Chain Services: Leading in technology and automation

#### **Delivered**

Growth in existing partnerships: continued investment in automation commissioning air bridge in Truganina to DC, and continued development at Brisbane and Bunbury sites

**Integration and optimisation of Agito Group JV:** through expansion in partnerships and geographies, revenue +64% YoY

Further investment in Foods Connected: increased ownership to 65% in a growing platform of choice







#### **Opportunities**

Leveraging our total supply chain service expertise: commercialisation of our total supply chain functional expertise

**Geographical Expansion:** of Foods Connected and Agito Group to unlock growth opportunities

**Leading technology through CellAg partnership:** investing in scalable technology that targets 7 of the UN SDGs



### Foods Connected: A growing software platform of choice

- Delivering growth through new customer agreements with retailers and manufacturers internationally
- Developing new geographies for next generation growth
- Investing to accelerate unlocking the opportunity in APAC
- Progress in diversification across racing, clothing and healthcare





### Agito Group: Integration and expansion on track

- Business development expanded into a number of leading meat and poultry businesses
- Secured first project with major e-commerce business in APAC
- New product development and equipment prototype testing for major e-commerce business commenced
- International expansion delivering growth in the first half of the year
- Commenced European manufacturing to support international expansion





# Investment in one of the leading UK cultured meat technology ventures, Cellular Agriculture Limited

- CellAg has pioneered the development of new cellular agriculture technology for the commercial scalable production of cultured meat at low unit cost
- Further diversification for Hilton into nutritious, flavourful and high-quality protein. As global population expected to grow significantly, this is an efficient form of food production which does not require the use of agricultural land that traditional methods do
- Developing commercially scalable technology for cultured meat, and gives Hilton the right to subscribe to a majority shareholding in CellAg
- CellAg's founders CEO Illtud- Dunsford and Chief Technology Officer Marianne Ellis are experts in their field and will continue to lead the company, retaining material shareholdings
- Conditional investment based on milestone achievements in its technological development process



### A year of progress in our Sustainable Protein Plan

#### **ESG HIGHLIGHTS**

Introduction of film with 30% recycled content and pad-less liquid retaining packaging

Introduced ESG performance metrics into our LTIP Scheme including targets for Scope 1 & 2 energy efficiency, packaging recycled content and food waste

#### People

#### **Planet**

#### **Product**

**Balanced Healthy Diets** 

Dalco have had a +13% growth in

volume of plant based products

since 2020, launching 31 new

products so far this year

**Circular Packaging** 

Film with 30% recycled content and

#### **Valuing People**

Established our Women's Network which has had great attendance from across each of our businesses

#### **Protecting Human Rights**

Steering group members of the UK Seafood Ethical Action Alliance and global Sedex standard, that 90% of our sites are registered to.

#### **Developing Potential**

546 APAC team members completing transferable industry qualifications in meat processing and leadership. A UK team joined the UNGC Young SDG Innovators

Solar panels currently being installed at SoHi will reduce scope 2 emissions by 24%.

**Reducing Emissions** 

#### **Enhancing Animal Wellbeing**

Completed 27 abattoir audits this year to our new enhanced welfare standard. Joined the Animal Welfare Research Network stakeholder advisory board

#### **Nature Positive**

As a founder member of the UK Sov Manifesto we have committed to deforestation and conversion free supply chains with a 2020 cut off

#### pad-less liquid retaining packaging introduced

#### **Resource Efficiency**

Projects to save 2.3 GWh vs 2021 currently implemented or in progress at European sites.























### Strategic M&A and JV investments successful

- Broadening protein and category offer
- Diversified geographic presence
- Increased customer base
- New routes to market and channels
- Enhancing our supply chain services
- New leading technologies









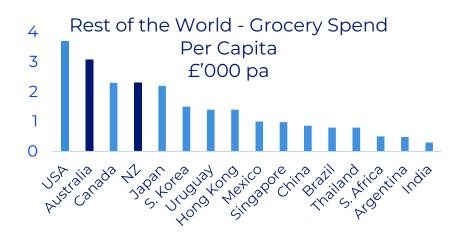


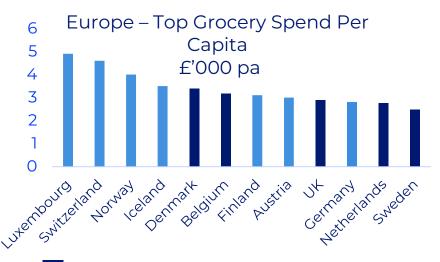






### Strategic approach to international expansion





Hilton Foods processing facility location

- Partner's critical mass / market position
- Political stability
- Legal framework
- Ethical and environmental policies
- Consumer purchasing power
- Shared risk model
- Existing customer presence





HALF YEAR 2022 SUMMARY

PHILIP HEFFER, GROUP CEO





# Summary: Driving long term value during challenging times

## 1. Outstanding Protein Products



Progress in diversification
Investing in long term growth
Growth through innovation
New partnerships formed

## 2. Growing across International Markets



75% of volume outside the UK
M&A and JV activity successful
Foppen acquisition entering US
New food park in Sweden

# 3. Leading Technology



Growth in supply chain services

Agito Group JV European expansion

65% Ownership of Foods Connected

Investment in Cellular Agriculture

#### 4. Delivered through The Sustainable Protein Plan

Continued progress made against all pillars in our ESG strategy and introduction of LTIP's





- Our diversified business provides a strong platform for growth
- Volumes continue to grow internationally
- ► Hilton has not been immune from the impact of macroeconomic headwinds
  - ► Across our markets, we have seen volumes come under pressure
  - ► Cost of living increasing with consumers becoming ever more cost-conscious
  - Unprecedented raw material price increases particularly seafood
- Strategic progress with opportunities for growth
  - Well-invested business
  - ► Recent acquisitions of Foppen, Dalco and Fairfax Meadow
  - ► Investment in technology: Agito, Foods Connected and Cellular Agriculture
  - Exploring exciting opportunities for geographic expansion
  - Opportunities for growth in our existing markets across the five pillars of our proposition.
- Maintaining our efforts and results in delivering against our ESG strategy

### HILTON FOODS





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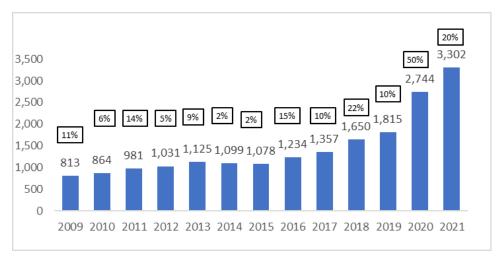




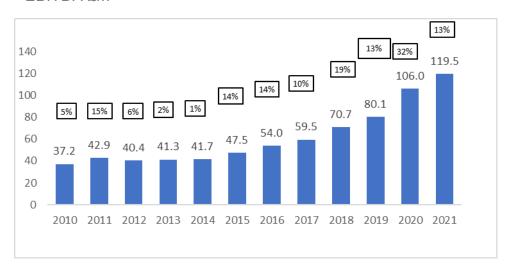


### A financial track record of growth and profitability

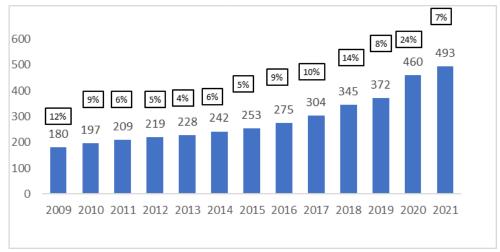




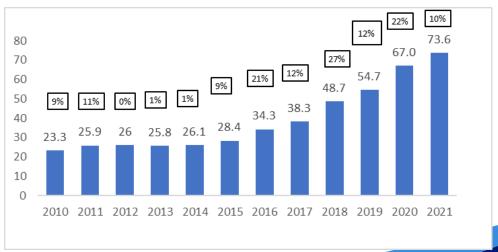
#### EBITDA £m



#### Volume '000 tonnes (including share of JV volumes)

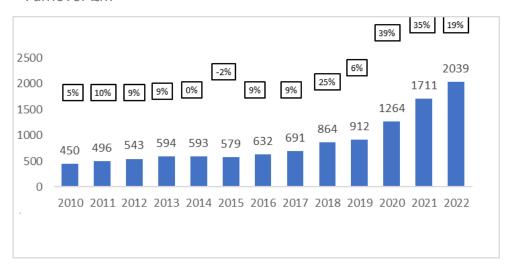


#### Operating Profit £m

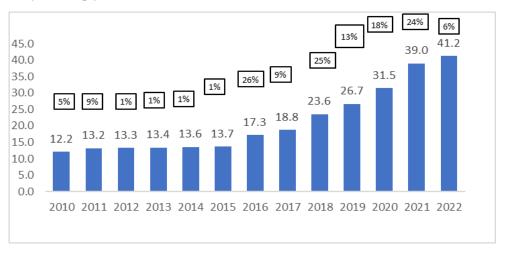


### Interim track record

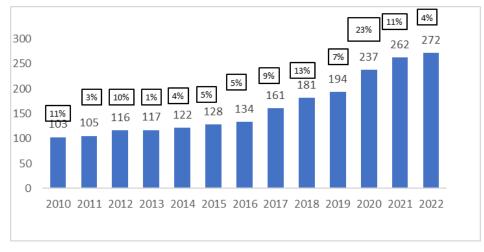
#### Turnover £m



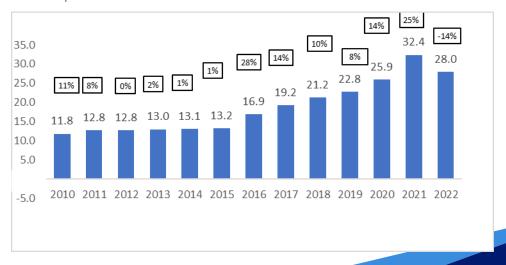
#### Operating profit £m



#### Volume '000 tonnes (including share of JV volumes)

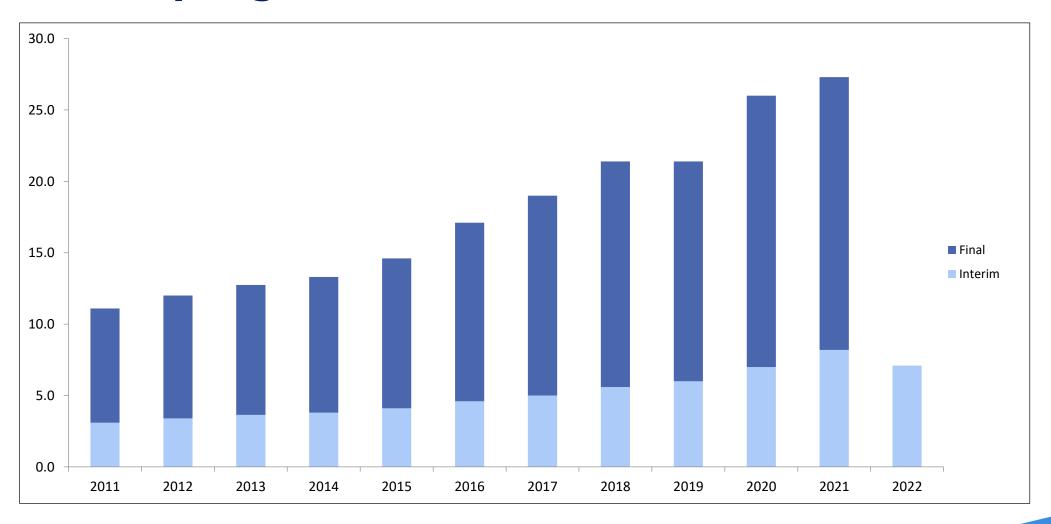


#### EPS\*\* p/share





### **Dividend progression**



### **Balance sheet**

As at		H1 2022			H1 2021	
	ex IFRS 16	Impact of IFRS 16	Reported	ex IFRS 16	Impact of IFRS 16	Reported
	£000's	£'000	£000's	£000's	£'000	£000's
Non Current Assets	482,575	228,065	710,640	359,586	222,229	581,815
Current Assets	548,762	(4,536)	544,226	438,794	(1,219) <sup>2</sup>	437,575
Current Liabilities	(406,483)	(7,728)	(414,211)	-378,329	(5,419) <sup>3</sup>	-383,748
Net Current Assets	142,279	(12,264)	130,015	60,465	-6,638	53,827
Total Assets Less						
Current Liabilities	624,854	215,801	840,655	420,051	215,591	635,642
Creditors Falling Due in						
Over 1 Year	(300,770)	(235,831)	(536,601)	-192,270	(225,414) <sup>4</sup>	-417,684
Capital Employed	324,084	(20,030)	304,054	227,781	-9,823	217,958
Share Capital	8,938	-	8,938	8,215	-	8,215
Distributable reserves	188,658	(17,897)	170,761	172,081	(9,959) <sup>5</sup>	162,122
Other Reserves	120,323	(2,125)	118,198	41,359	136	41,495
	317,919	(20,022)	297,897	221,655	-9,823	211,832
Minority Interests	6,165	(8)	6,157	6,126	-	6,126
Total Equity	324,084	(20,030)	304,054	227,781	-9,823	217,958
Net Bank Debt	(220,985)	-	(220,985)	-134,856	-	-134,856
Net Debt – including						
lease liabilities	(221,682)	(248,152)	(469,834)	-135,855	-235,765	-371,620



### Net debt – Impact of IFRS 16

Cash and cash equivalents

Bank Borrowings

**Net Bank Debt** 

Lease Liabilities

Net Debt – including Lease Liabilities

	H1 2022										
ex IFRS 16	Impact of IFRS 16	Reported									
£'000	£'000	£000's									
96,893	-	96,893									
(317,849)	-	(317,849)									
(220,956)	-	(220,956)									
(697)	(248,152)	(248,849)									
(221,653)	(248,152)	(469,805)									

	H1 2021										
ex IFRS 16	Impact of IFRS 16	Reported									
£'000	£'000	£000's									
96,126	-	96,126									
(230,982)	-	(230,982)									
(134,856)	-	(134,856)									
(999)	(235,765)	(236,764)									
(135,855)	(235,765)	(371,620)									



### **Cashflow – Reconciliation**

	H1 2022	IFRS 16	Cash	H1 2022	H1 2021	IFRS 16	H1 2021
£m	Adjusted	Reclass	Exceptionals	Statutory	Adjusted	Reclass	Statutory
Cash generated from operations	23.2	11.8	(7.0)	28.0	43.2	5.4	48.6
Tax and interest paid	(15.2)	(4.4)	-	(19.6)	(16.0)	(4.3) <sup>2</sup>	(20.3)
Net cash from operating activities	8.0	7.4	(7.0)	8.4	27.2	1.1	28.3
Maintenance capex	(9.0)	-	-	(9.0)	(5.9)	-	(5.9)
Underlying free cashflow	(1.0)	-	-	(0.6)	21.3	1.1	22.4
Expansionary capex	(17.0)	-	-	(17.0)	(21.1)	-	(21.1)
Acquisitions/JV Investment	(83.0)	-	-	(83.0)	(2.5)	-	(2.5)
Free cashflow – pre minorities	(101.0)	7.4	(7.0)	(100.6)	(2.3)	1.1	(1.2)
Payment of lease liabilities	-	(7.7)	-	(7.7)	-	(1.3)	(1.3)
Share issues	-	-	-	-	1.7	-	1.7
Own shares purchased	-	-	-	-	(2.3)	-	(2.3)
Dividends paid	(20.3)	-	-	(20.3)	(16.8)	-	(16.8)
Dividends from JV	-	-	-	-	1.8	-	1.8
Other	(15.0)	-	7.0	(8.0)	5.4	-	5.4
Change in net debt	(136.3)	(0.3)	-	(136.6)	(12.5)	(0.2)	(12.7)
Opening net debt	(85.4)	1.0	-	(84.4)	(123.4)	1.2	(122.2)
Closing net debt	(221.7)	0.7	-	(221.0)	(135.9)	1.0	(134.9)



### **P&L Reconciliation : Adjusted to Statutory**

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H1 2022											
Amort. of			IFRS 16	Statutory P&L							
HFG - Underlying	arn	Exceptional item	Statutory P & L Ex IFRS 16	Add back IAS 17 lease costs	IFRS 16- Deprn. & Interest						

H1 2021											
	Amort. of		Statutory P		impact	Statutory P&L					
HFG - Underlying	ard	Exceptiona I item	& L Ex IFRS 16	Add back IAS	IFRS 16-Deprn. & Interest						

Operating profit – excl. exceptional items	41,190	(5,308)	-	35,882	8,414	(10,314)	33,982	39,022	(1,318)	-	37,704	8,764	(7,587)	38,881
Exceptional items	-	-	(3,183)	(3,183)	-	-	(3,183)	-	-	(7,461)	(7,461)	-	(2,260)	(9,721)
Operating profit	41,190	(5,308)	(3,183)	32,699	8,414	(10,314)	30,799	39,022	(1,318)	(7,461)	30,243	8,764	(9,847)	29,160
Net finance costs	(6,800)	-	(75)	(6,875)		(4,372)	(11,247)	(3,221)	-	-	(3,221)		(4,287)	(7,508)
Profit Before Tax	34,390	(5,308)	(3,258)	25,824	8,414	(14,686)	19,552	35,801	(1,318)	(7)	27,022	8,764	(14,134)	21,652
Net Income	24,960	(4,142)	(1,756)	19,062	8,414	(14,021)	13,455	26,541	(1,067)	(5,596)	19,878	8,764	(12,566)	16,076

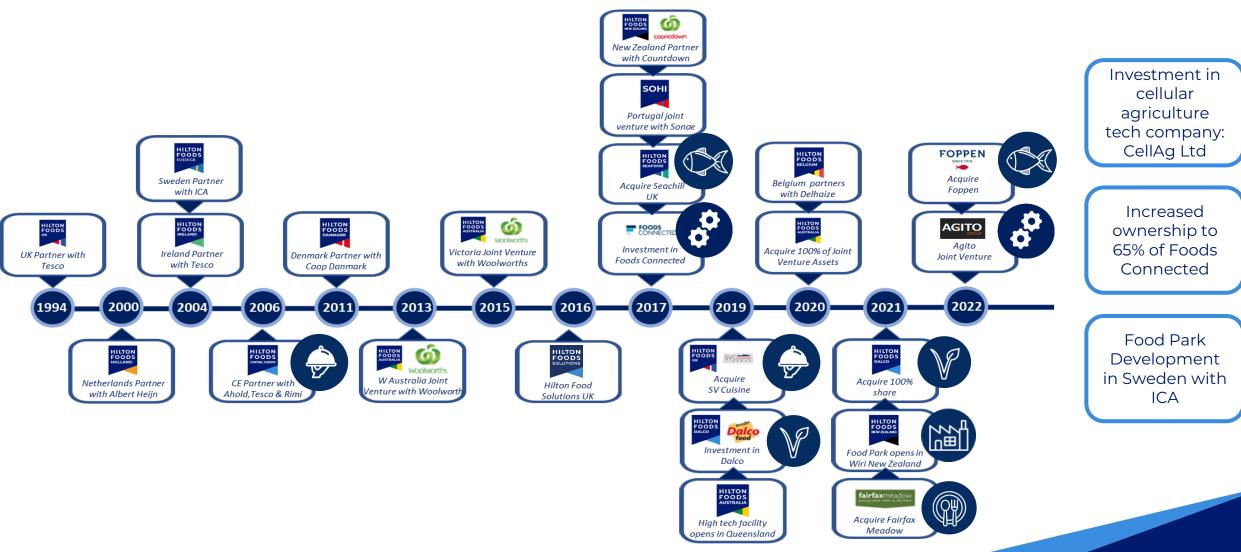


### **Hilton Today**

- Leading international, technology-led supply chain partner
- Serving retailers and food service businesses across the world with high quality protein – across meat, seafood, vegan and vegetarian foods and easier meals
- Over 6,000 employees, operating from 24 technologically advanced facilities, packing and logistics facilities operating across 13 markets
- For almost thirty years, the business has been built on long term partnerships with both customers and suppliers. Together we target long-term, sustainable growth and shared value

### A business to serve a growing protein, channel and supply chain service market with long term growth



















# Foods Connected: A software platform with real time data for improved, agile decision making

- A software platform that gives users a digital transformation of the supply chain and access to real time data
- The end to end transparency that the Foods Connected software platform delivers of the supply chain enables people and businesses to make more effective and more agile decisions
- This enables cost and opportunity optimisation, risk mitigation, business and supplier management as well as transparency to traceability of products
- Foods Connected brings a 360 degree view across seven different functional areas including traceability, supplier compliance, procurement, CSR and NPD
- Trusted software platform of choice by 8 of the largest leading global retailers, with over 40,000 users from over 12,000 suppliers which is continuing to grow and develop





# Agito Group: Developing and delivering a more sustainable automated supply chain

- Industry leading expertise in supply chain automation, from warehouse logistics through to production and distribution
- Agito Group work collaboratively with their partners to design insight led hardware and software solutions from conception to integration
- Solutions developed enable improvements to safety, connectivity, efficiency, productivity, cost of ownership, data management, traceability and system communications
- Agito Group are specialist integrators and innovators who work across the supply chain to transform data and work flows into technology and automation opportunities
- Trusted by leading brands and businesses across multiple categories including food and drinks manufacture and processing, retailers, logistics and courier specialists



### **Hilton Foods Sustainable Protein Plan**





#### **People**

#### **Valuing People**

Being a fair, safe and inclusive employer by engaging and empowering our people while supporting our local communities

#### **Protecting Human Rights**

Safeguarding the welfare and just treatment of all people and communities engaged with our business and supply chains

#### **Developing Potential**

Growing and developing our people to be the best they can be, ensuring our business is ready for the future

#### **Planet**

#### **Reducing Emissions**

Going further than addressing our footprint by achieving Net Negative emissions across our sites and value chains

#### **Enhancing Animal Wellbeing**

Driving standards and innovation in the care of animals that enhances their lives and reduces antibiotic use

#### **Nature Positive**

Collaborating to improve our stewardship of land and sea; promoting biodiversity, addressing deforestation, and protecting water and soils

#### **Product**

#### **Balanced Healthy Diets**

Efficient regenerative food systems producing more accessible and nutritious proteins

#### **Circular Packaging**

Developing a circular economy for packaging and actively bringing waste materials back into use across our full value chain

#### **Resource Efficiency**

Reducing food waste and optimising use of energy and water across sites, supply chains, and in consumers' homes

Driving transparency with our partners to enable consumers to make informed choices

UNGC Participants
SBTi approved
Science Based Targets