



Tesco

Introduction to Sofina Foods

20th October 2022





Sofina Overview

- Who are Sofina Foods?
- Our Leadership Team
- Our History
- Manufacturing Sites & Capabilities
- Our Trusted Brands
- Our Category Approach
- ESG



Who are Sofina Foods?

- We are a **unique MFP supplier** – Chilled & Frozen, Brand & Own Label right across the seafood & pork categories
- We can take a **holistic MFP approach**, based on strong market & consumer insights, with an aspiration to grow the whole MFP category by **inspiring people to love fish & meat more often**
- With a **proven track record of successful innovation**, we are perfectly placed to achieve this aspiration
- Our goal is to foster **strong partnerships with our key suppliers, NGOs & Governments** to ensure we deliver the highest quality and best value end-to-end supply chains for our customers and consumers
- Our **exceptional technical & factory standards** are supported by a culture of openness, transparency & trust
- We now have **Solid Manufacturing Contingencies** across the UK and Europe ensuring security of supply
- Our **unrivalled passion**, is supported by exceptional, committed & experienced teams right across our business





Our Leadership Team

Michael Latifi
Founder, Chairman
& CEO

Simon Smith
Vice Chairman
Sofina Europe

Steve Ellis
Strategic
Advisor

Paul Craft
Chief Commercial
Officer

Andy Rutherford
Chief Finance
Officer

Greg Rule
Business Performance,
Procurement & Agriculture

William Duncanson
Chief Operations Officer
Seafood

Ken Hallahan
Chief Operations Officer
Pork

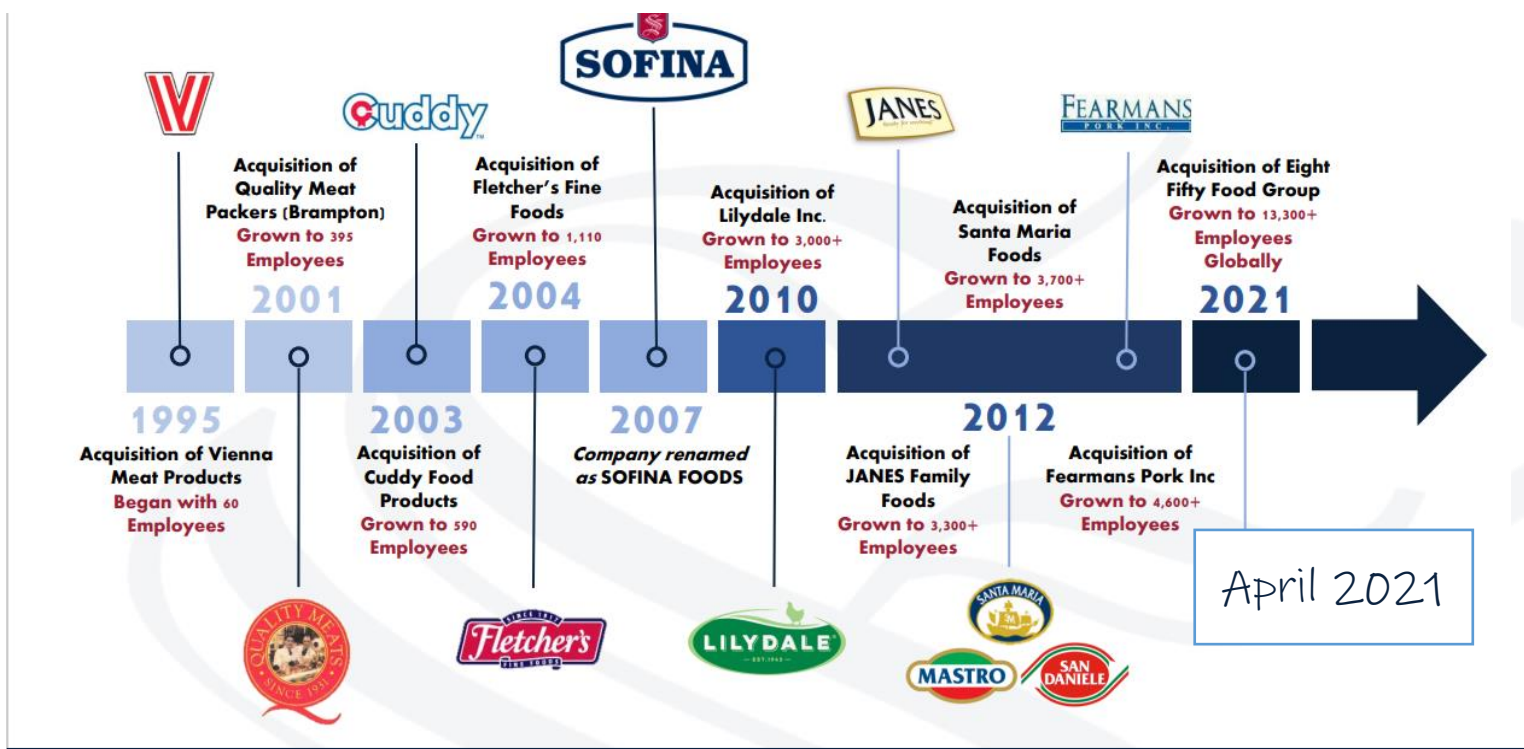
Dominic Kerrigan
Group
HR Director

Scott Johnston
Group Technical & CSR
Director





Our History



Our Vision

To be the most successful food company in the world



£ 4.0bn
Global Turnover

Our Mission

Driven by a relentless focus to deliver

Operational Excellence in every corner of the company to meet and exceed our commitment to all stakeholders we serve



c. 13,000
Colleagues

Our Core Values

- Integrity
- Respect
- Accountability



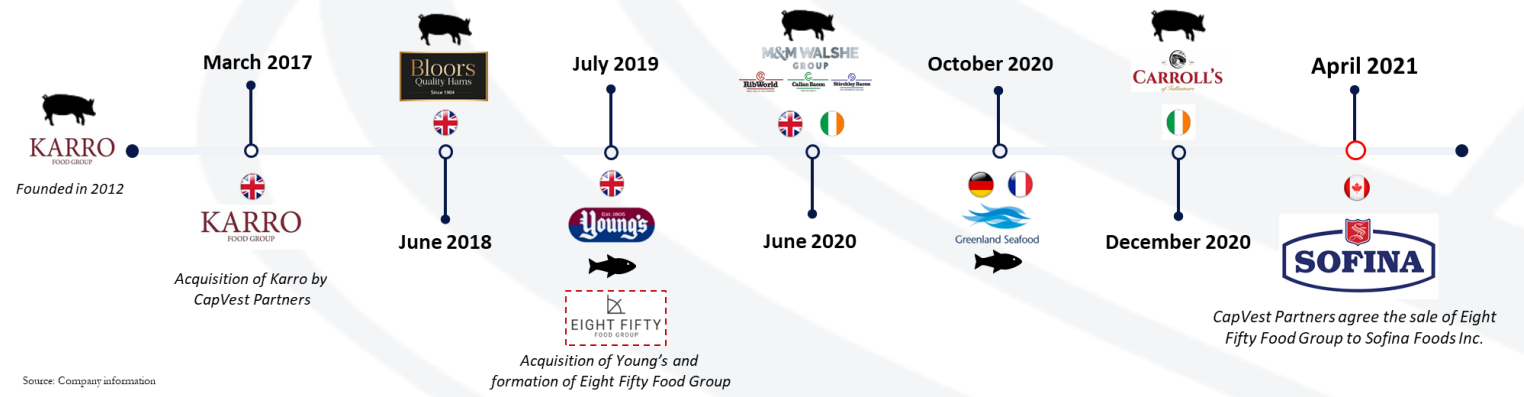
Farming Operation & 48 Production Sites

Guiding Principles

- Entrepreneurial Spirit
- Family Values In Business
- Disciplined Approach to Business
- Social Responsibility



Sofina Manufacturing
Canada, UK, ROI, France, Germany



Source: Company information



Pork Manufacturing Footprint & Site Overviews

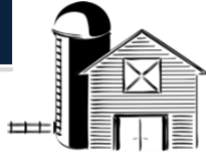
- A Brydock**
Own outdoor-bred, high welfare pigs from farms in Brydock, Scotland
- B Cookstown**
Largest pig processing plant in Northern Ireland, with 23k pigs processed per week
- C Malton**
Malton kills, butchers, cures, processes and packs c. 30k pigs per week, to offer a wide range of pork products
- D Scunthorpe**
Dedicated bacon slicing facility with capacity to deliver 1000+ tonnes of bacon per week
- E Hull**
Produces frozen value added products including sausages, burgers, stuffing and others
- L Callan Bacon**
Produces bacon & pork, supplying retail, foodservice & B2B customers
- M Ribworld**
Leading supplier of sous-vide meat to retail, foodservice & manufacturing customers.



BRYDOCK FARMS

Breeding

Brydock Farms throughout Scotland



Nursery

Borders & Northumberland



Finishers

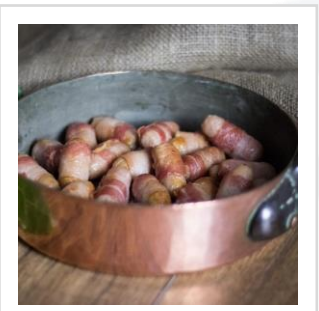
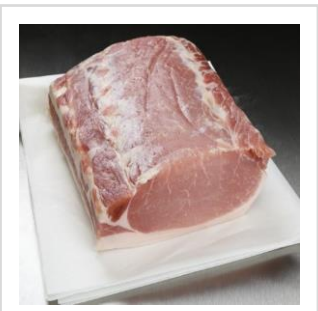
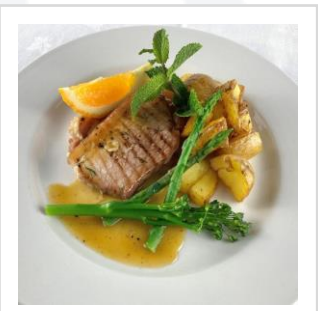
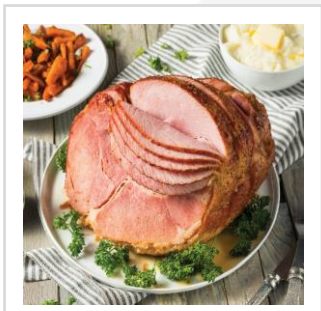
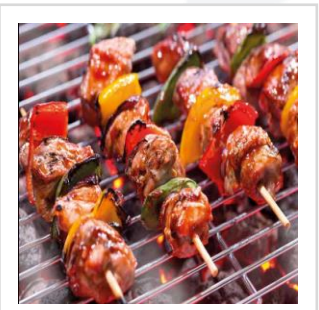
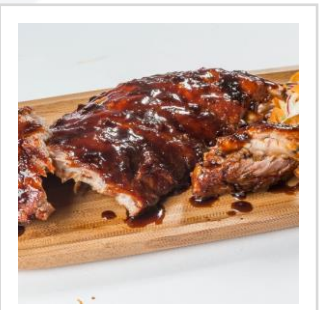
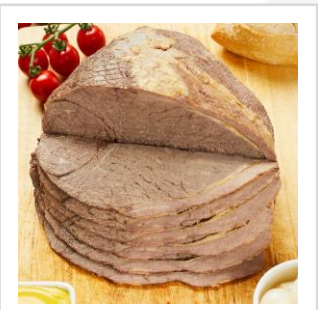
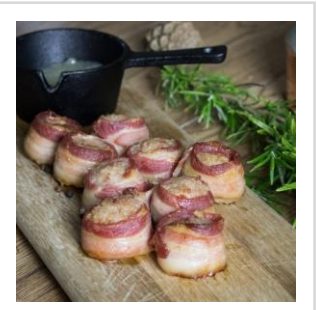
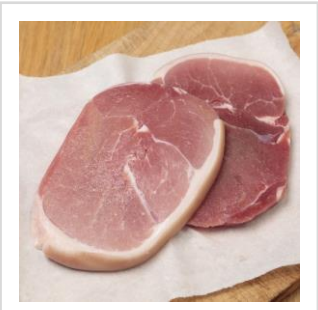
Northumberland, Cumbria, Durham, Yorkshire & Midlands



- F Haverhill**
Cooked meats facility, supplying a wide range of cured and uncured products in a variety of formats
- G Stoke**
Halal approved facility producing Burgers, Kofta's, meatballs, etc.
- H McGees**
Butcher's counter solution for retailers
- I TS Bloor & Sons**
Traditional cooked ham business acquired in June 2018
- J FJG Logistics**
Karro cold storage and logistics hub
- K Stirchley Bacon**
Produces bacon primarily for the foodservice sector
- N Carroll Cuisine**
Leading brand within Ireland across Cooked Meats and Ready Meals.

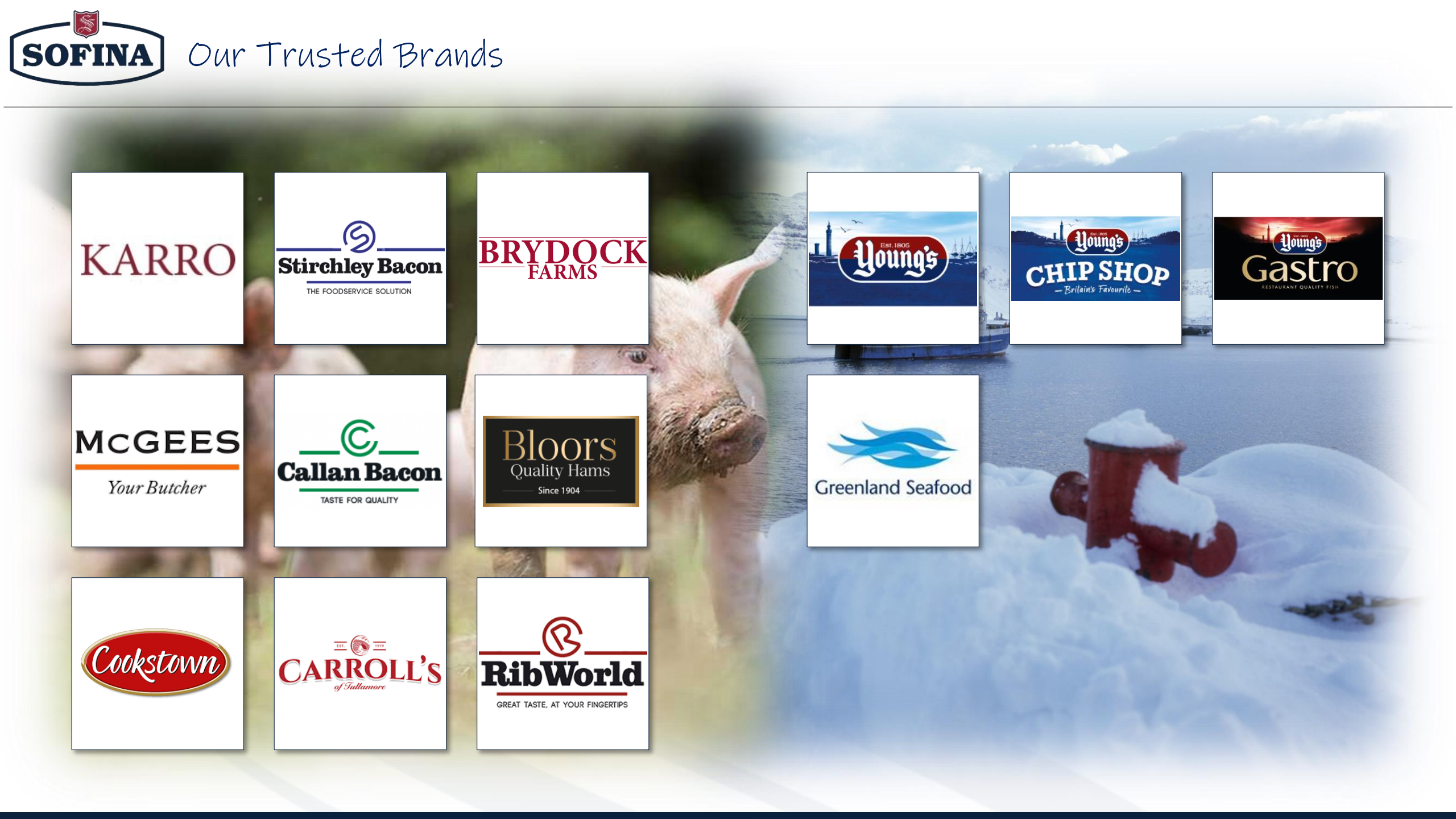
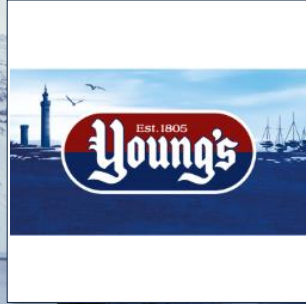
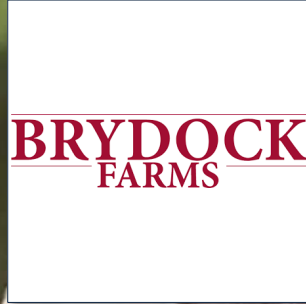


What we do...



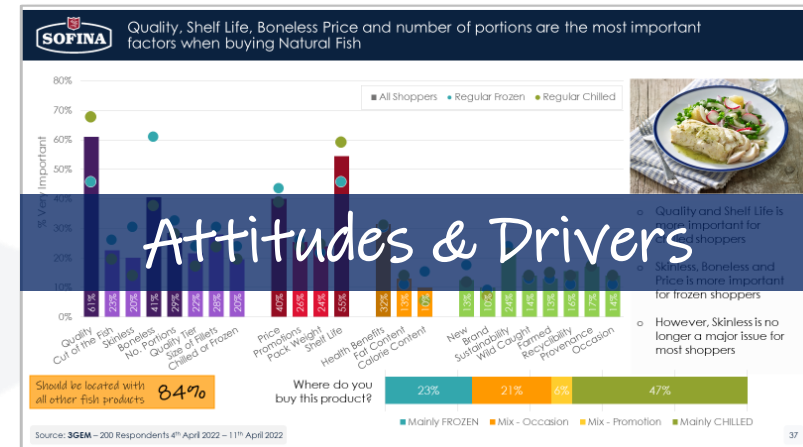
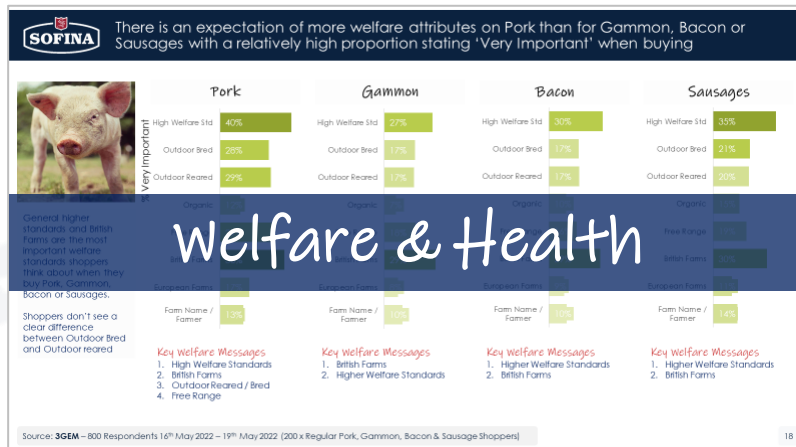
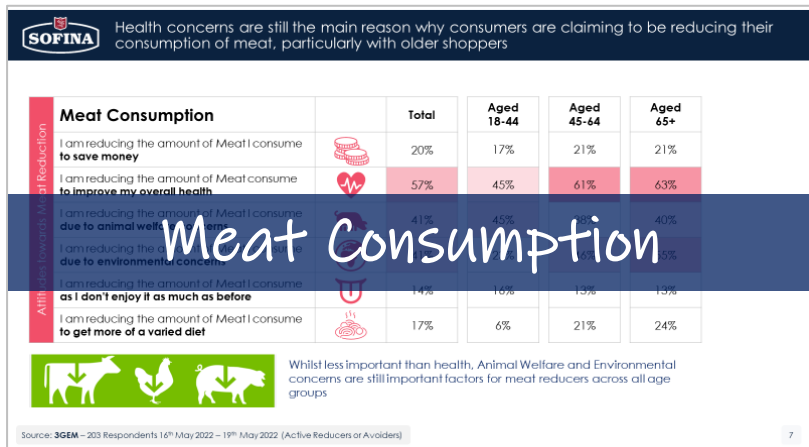


Our Trusted Brands



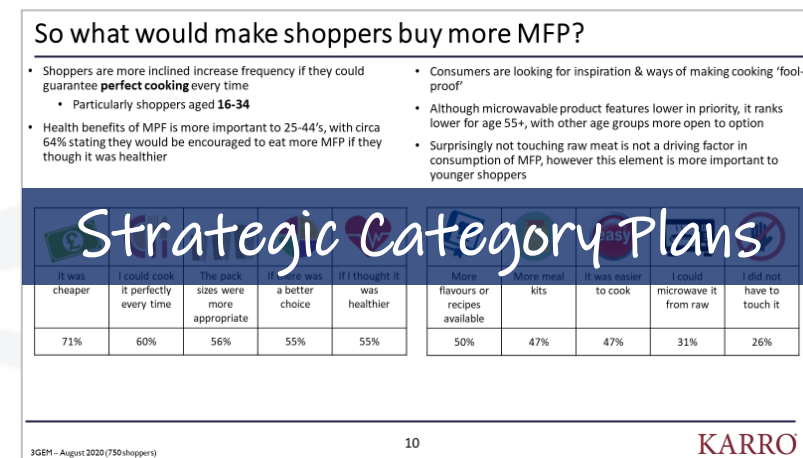


Our category strategies & recommendations are all rooted in strong shopper insights & food trends



Pork Retailer Range Overview 2020

	2017	2018	2019	2020	Comments
TESCO	9 Sku's (4 New)	6 sku's seen so far (no newness)	6 sku's (no newness)	6 sku's (1 new)	ODB French Trimmed Pork Cracking Loin Rack with Garlic & Truffle - available on FTO and dropped into stores weekend before Christmas.
Sainsbury's	5 Sku's (1 New)	6 sku's seen so far (3k new - 2 Fixed weight joints, 1 FTO)	6 sku's inc AYR (1 newness)	6 sku's (1 new)	ODB Pork Porchetta - available FTO
MORRISON'S	8 Sku's (4 New)	9 sku's so far (4 new)	7 sku's (2 newness)	8 sku's (2 newness)	British Bone in Pork Leg (whole or half) & British Three Pork Roast - both on FTO
ASDA	6 Sku's (3 New)	6 Sku's so far (1 new - Rib Roast)	8 sku's (3 newness inc 2 newness in 2018)	7 sku's (2 newness)	Repeat from last year
ALDI	3 Sku's (1 New)	3 sku's so far (1 new - with stuffing)	3 sku's (no newness)	2 sku's (Nothing new)	Repeat from last year
LIDL	1 Sku's (0 New)	2 sku's (1 new Porchetta joint)	2 sku's (seen Basted Loin Joint)	2 Sku's (1 new)	Pork Hog Roast dropped into stores 1 st December.
RR	1 Sku's (0 New)	1 new sku so far - Winter Fruit Stuffed	None seen yet	1 new sku	Trimmed Pork Rack with Cornish Sea Salt, Rosemary & Thyme
WALGREENS	11 Sku's (2 New)	7 sku's seen so far 3 new	4 sku's (no newness)	11 Sku including AYR (1 new)	Porchetta available in FTO
M&S	2 Sku (1 New)	3 so far (1 new)	1 sku's (no newness)	3 sku's (2 new)	Collection French Trimmed Pork Rib Rack & Collection Slow Cooked Pork Belly Feast - both instore and FTO.
Iceland	3 Sku (1 New)	2 new large joints - Loin & Leg, 2 AYR Joints	5 sku's inc AYR	6 sku's including AYR Nothing new	AYR range



We have long standing relationships with some of the UKs leading data and research agencies



SOFINA Traceability, Transparency & Collaboration






2 NO HUNGER 	8 GOOD JOBS AND ECONOMIC GROWTH 	12 RESPONSIBLE CONSUMPTION 	14 LIFE BELOW WATER 	15 LIFE ON LAND
Food Safety	Modern Day Slavery	Carbon Emissions	Seafood Procurement	Zero Deforestation & Conversion
Food Redistribution	Gender Pay Gap	Waste to Landfill	Fishery Improvement Projects	Commodities Procurement
Alternative Proteins	Charitable Causes & Communities	Food Waste	Marine Plastics & Ghost Gear	Soil Health
Product Labelling	Employee Wellbeing	Water	Animal Welfare & AMR	Animal Welfare & AMR
Health & Nutrition	Diversity & Inclusion	Sustainable Packaging	Animal Feed Basket	Animal Feed Basket

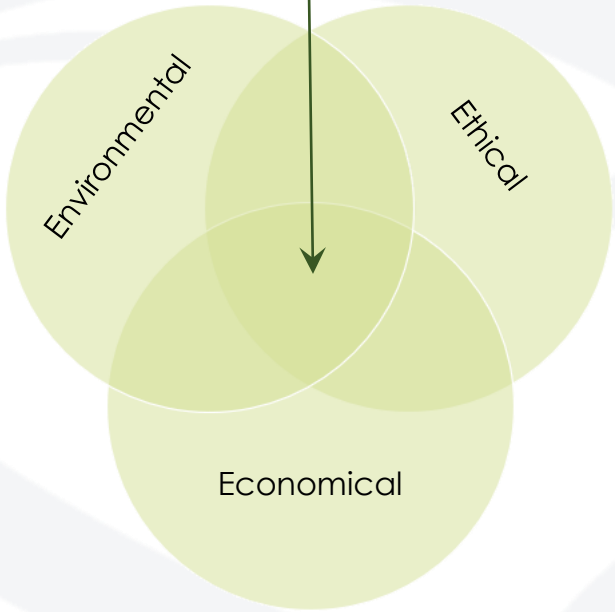
- Full business strategy bringing all functions and business activities into one plan.
- Aligned strategic priorities against industry recognised SDGs
- Provides a simpler framework to deliver our CSR agenda at business and group level



High Welfare, Zero Impact
Responsible AB & Affordable

Environmental Impact

- Plastic Usage 
- C(e) emissions neutral pork supply at scale 
- Zero food waste 100% recyclable / biodegradable 
- Reduce our water usage by 25% 
- Biodiversity 



Great value to the customer & consumer


Profitability which enables investment


 Soya reduction
Zero Deforestation & Conversion

 Global Leaders in responsible use of antibiotics/ AMR

 Optimised Animal Welfare

 Health, Safety & Wellbeing

 A work place where people feel they belong

 Employee volunteering to tackle food poverty

Responsible Resources

Health, Welfare & Quality

People & Skills

2021

- Sofina carbon task force introduced ‘‘Making Food For Life’’
- Multidisciplinary workgroup with senior leadership commitment, focussing in key areas:
 - Climate change and energy usage & emissions reduction
 - Consistent data capture methodology and target setting, continuous improvement planned energy efficiency
 - Carbon risks and opportunities identified across business
- Environmental data disclosed via CDP - 2021 CDP score – Karro B - / Young’s B
- On-going work within Brydock Farms to ‘lighten’ the agricultural carbon footprint through genetics, pig efficiency and nutrition

2022

- CSR team focused on Pork & Seafood activities. One approach across business
- Aligning Sofina Carbon targets with customers’ public committed targets
- Revised business targets to be published and shared with customers
- Reviews scheduled with customer sustainability teams to ensure alignment
- Scope 1, 2 & 3 emission reporting in place SECR across key areas of supply base - Pork Seafood, Cereals, Transport & Packaging
- CSR plans aligned with the UN Sustainability Development Goals
- Food Waste Reduction Roadmap reporting in place – CI plans in place across sites
- Dedicated Sofina packaging team in place lead projects to minimise packaging, reduce plastic and optimise recyclability
- Environmental data disclosed via CDP

Beyond

- Establishing Science based business targets
- Further development of Scope 3 emissions and development of supply base action plans
- Working with industry bodies to establish sound calculation tools for seafood and pork environmental impact
- Establishing renewable energy sources across manufacturing estate
- Innovation & investment – reducing emissions through the introduction of better ways of working
- Continued focus by Brydock on improving pig efficiency and nutrition – alternative proteins to soya to reduce carbon footprint. KT to disseminate learnings and successes to wider supply base



Thank you & Next steps