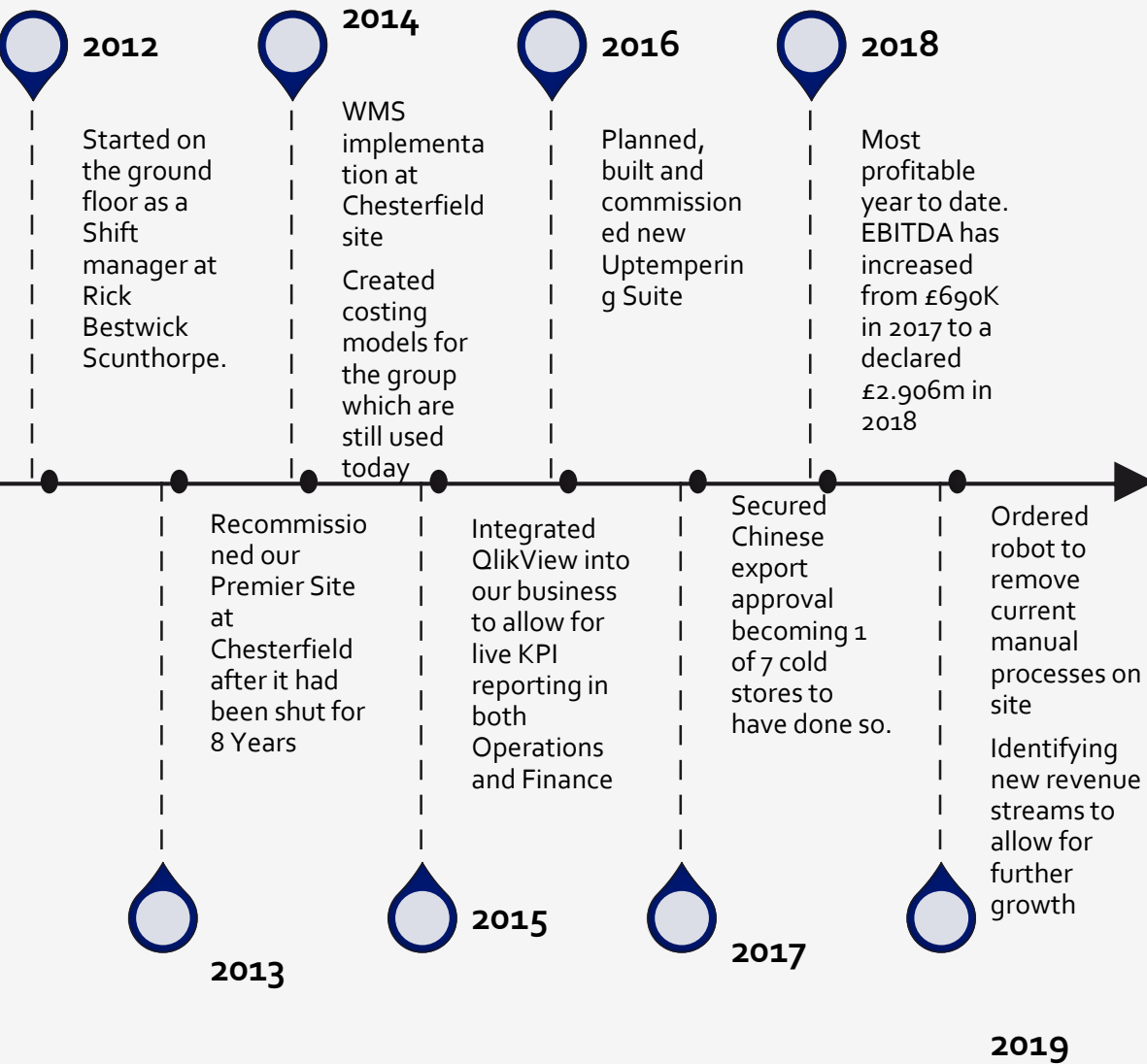


GCCA FUTURE LEADERS



A Presentation by Andrew Lawrence,
Site Director of Rick Bestwick Chesterfield



*7 Years
with Rick
Bestwick.*

Refocusing Business Objectives

- 1) To move away from simple storage and distribution and expand Rick Bestwick's service offering with the additional of added-value services.
- 2) Create investment projects to payback within 2 years to achieve our planned revenue growth.
- 3) To restrict and reduce dependence on short term seasonal operations by acquiring long term customer contracts with little to no seasonal variance in stock level or processing output.

The goal of these business objectives was, and is, to develop an increasingly profitable company with a consistent and stable revenue stream.

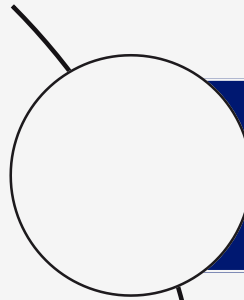
In 2016 we realised that our current Up-tempering solution was inefficient and coming to end of life. I identified that there was large opportunity of rather than just replacing the current process for a like for like solution that we would benefit in changing the solution all together. We travelled to trade shows and ultimately state of the art technology from the US. By doing so we managed the below

- Increased Capacity from 500 Tonnes per week to over 1500 tonnes
- Reduced costs by £5K per week increasing EBITDA Margin by 8%
- Tempering times reduced by 48 hours
- Reduced our customers yield loss by 3%



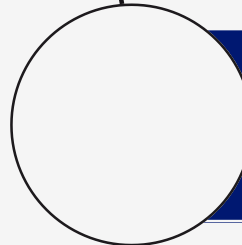
*Europe's
largest and
most
advanced
up-
tempering
Suite*

Further Expansion



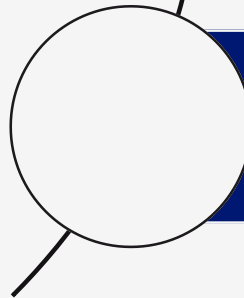
Blast Freezing

- In 2017 my team and I embarked on a campaign to expand our freezing capacity in order to service the rapid growth of demand in the market.
- We've managed to more than double our capacity and become the largest provider of blast freezing in the UK.



Date-Coding and Labelling

- We've installed entirely new automated date-coding and labelling lines into our Chesterfield facility.
- We're already on-boarding new customers excited to use a company that can serve all their requirements in-house.
- In hand with tempering this can offer significant cost savings to our customers



Automation

- We have recently invested into Robotics to remove inefficient manual processes from the operation. Due to the success of this robot in reducing cost we have already purchased more for other group sites.
- Proving payback for this project along with securing funding from the bank has been vital to enable this project to happen.

- In December 2017 we were awarded our Chinese export license .
- This allowed us to tender for new export contracts which previously we were unable to do so.
- I led the tender along with all contract negotiations, successfully securing a 5 year contract.
- We now export near 35,000 tonnes of pork annually and this has been one of the main driving forces to our successful 2018 and our promising start to 2019.

*Chinese
Export,
Pork and a
multi-
million
pound
contract*

Results and the Future

Increase in site revenue
of £3.7m in 2018
compared to 2017

Increase in EBITDA
from £690K to
£2.906m

Supporting Magnavale
group growth from
£1.580m to £5.2m

Driven strategy into
the added value
market. With a clear
strategy in automation
to drive this.

On the design team to
build the UK's first
Superhub

*THANK YOU FOR
YOUR TIME AND
CONSIDERATION*
