

Brexit toolkit – Keelings

Presentation to:

IACT Breakfast Briefing

Presented by: Robert Harrington

Date: 18th April 2018

RETAIL

FARM FRESH

MARKET

INTERNATIONAL

SOLUTIONS



What I plan to cover

- Introduction to the company
 - Keelings History
 - Business structure
- How Brexit may affect Keelings
- Brexit impacts and mitigations
 - Route to Market
 - Supply Chain
 - Customs & Excise
 - Trade
 - People
 - Currency
- How we will look to manage Brexit's impacts



RETAIL

FARM FRESH

MARKET

INTERNATIONAL

SOLUTIONS

Keelings®
OUR PASSION
DELIVERS

Keelings History



1937
Begin to grow Strawberries



1949
Begin to grow Apples

1973
Open in Dublin Wholesale Market



1988 UK
Banana Ripening



1930s
Began grow fruit



2007 IVG White
Joins the group



1998
Create Logistics Solutions

2006 New
Glasshouse Development -
Soft Fruit and Peppers



2000
Reinvested in Farming. £30m
Over 12 years

2005
Expanded Food Services Sector

2012
Enter Asian Market

2015 Merged the International Division

2010
Brand Launch



2011
Keelings set up Keelings Information Systems



2012
Sold Food Service division to Sysco



2013
Brand Evolution

2013
Set Up company



RETAIL

FARM FRESH

MARKET

INTERNATIONAL

SOLUTIONS

Keelings®
OUR PASSION
DELIVERS

Keelings Structure



How Brexit may impact Keelings

- Route to market
- Supply chain
- Customs and Excise
- Trade
- People
- Currency

RETAIL

FARM FRESH

MARKET

INTERNATIONAL

SOLUTIONS

Keelings®
OUR PASSION
DELIVERS

Brexit impacts and mitigations

- Route to market
 - Reaction of UK customers
- Supply chain
 - Shelf life
 - Routing (supply chain partners)
 - Volumes (depending on impact on business)
 - Cost structure

RETAIL

FARM FRESH

MARKET

INTERNATIONAL

SOLUTIONS

Keelings®
OUR PASSION
DELIVERS

Brexit impacts and mitigations

- Customs and excise
 - Customs clearance
 - Excise taxes
- Trade
 - Sales to UK
 - UK sourced product

RETAIL

FARM FRESH

MARKET

INTERNATIONAL

SOLUTIONS

Keelings[®]
OUR PASSION
DELIVERS

Brexit impacts and mitigations

■ People

- Moving people between EU and UK
- Seasonal labour
- Possible changes to free movement of people within EU

■ Currency

- Identification and management of risks
 - Larger businesses review hedge levels on weekly basis
 - Longer term contracts hedged as soon as negotiated
 - Monthly calls with businesses on reported Currency exposure schedules
- Hedging for Brexit vote

How we will look to manage Brexit's impacts

- Route to market
- Supply chain
- Customs and Excise
- Trade
- People
- Currency

RETAIL

FARM FRESH

MARKET

INTERNATIONAL

SOLUTIONS

Keelings®
OUR PASSION
DELIVERS

Any Questions?

RETAIL

FARM FRESH

MARKET

INTERNATIONAL

SOLUTIONS

Keelings®
OUR PASSION
DELIVERS