



# British Sugar TOPSOIL

Sampling, analysis & Questions to ask a supplier

# Presentation

ABF / AB Sugar / British Sugar

British Sugar TOPSOIL





# Associated British Foods & British Sugar

Background

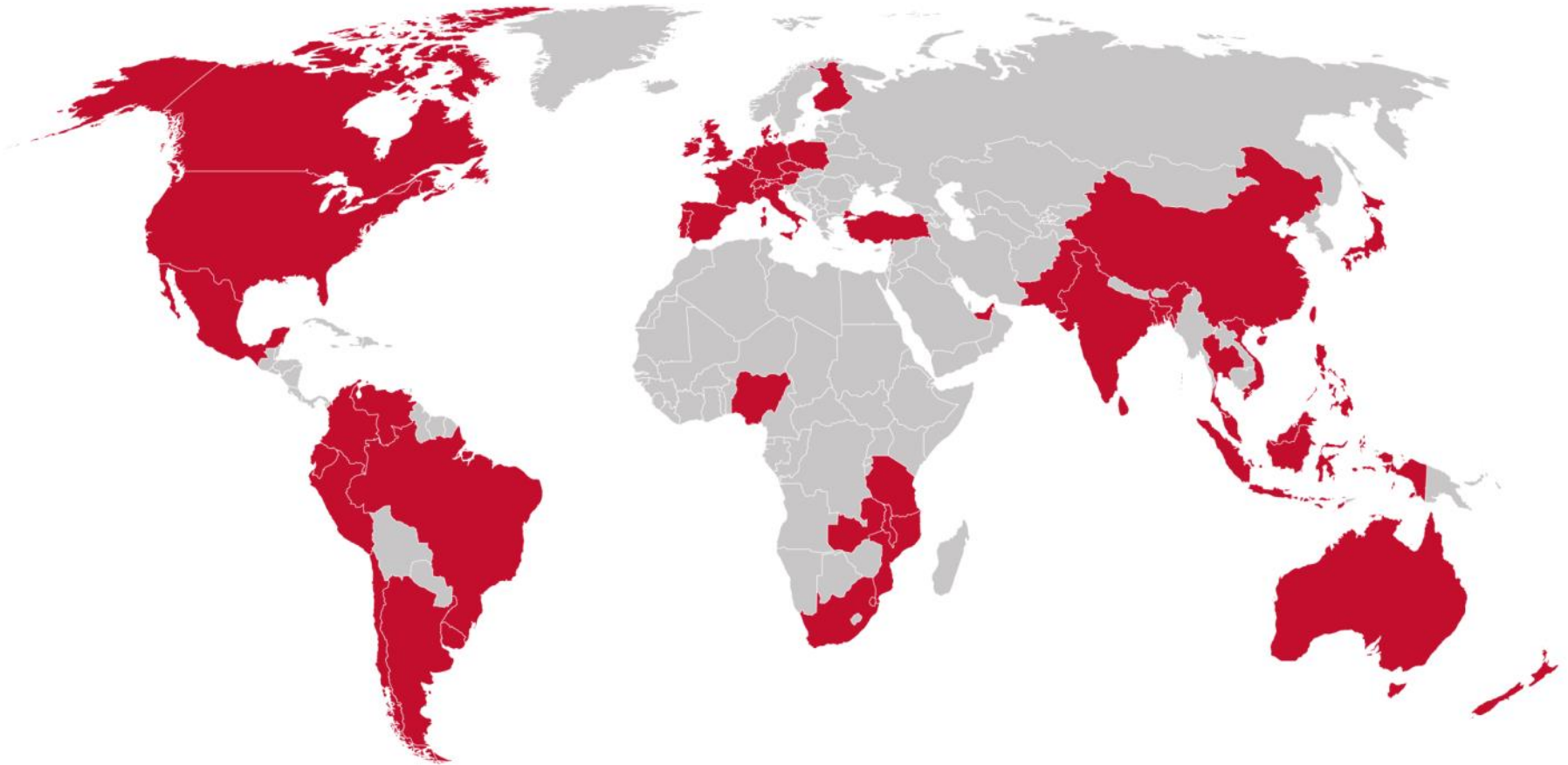


**BritishSugar**

An AB Sugar company

Andy Spetch  
National TOPSOIL Manager

# Associated British Foods (ABF) Global Presence



ABF sells into more than 100 countries worldwide with operations in 50 countries across Europe, southern Africa, the Americas, Asia and Australia.

# Financial Highlights

<b>Group revenue</b>	£15.4bn
<b>Adjusted operating profit</b>	£1,363m
<b>Adjusted profit before tax</b>	£1,310m
<b>Adjusted earnings per share</b>	127.1p
<b>Dividends per share</b>	41.0p
<b>Gross investment</b>	£945m
<b>Net cash</b>	£673m





# ABF Group at a glance

GROCERY	SUGAR	AGRICULTURE	INGREDIENTS	RETAIL
				
<p>Grocery comprises consumer-facing businesses that manufacture and market a variety of well-known brands both nationally and internationally. Products include hot beverages, sugar and sweeteners, meat, vegetable oils, bread, baked goods and cereals and world foods.</p>	<p>A leading multinational in the expanding international markets for sugar and sugar-derived co-products, with operations in the UK, Spain, southern Africa and China.</p>	<p>AB Agri occupies a unique position across the agri-food supply chain. Its focus is to add value and drive profit for partners all along that chain by improving the sustainability of food production.</p>	<p>Yeast and bakery ingredients production supporting and enabling the world's bakers, both large and small, across craft/artisan and industrial as well as high-value ingredients for food and non-food applications.</p>	<p>Primark is a major retail group employing 73,000 people. It operates over 345 stores in the UK, Ireland, Spain, Portugal, Germany, the Netherlands, Belgium, Austria, France, Italy and the US. It offers customers quality, up-to-the-minute fashion at value for money prices.</p>

# A clear operating structure



# AB Sugar A diverse geographic footprint



4.5 mtpa



PRODUCTION  
CAPACITY



600 mlpa

ETHANOL  
PRODUCED

24



PLANTS



2,000  
GWh

POWER  
GENERATED



# British Sugar at a glance

- **Four advanced manufacturing plants processing sugar beet in the UK**

- Bury, Cantley, Newark and Wissington and head office in Peterborough
- Over 3,000 growers
- Lowest cost sugar processor in the EU

- **A major contributor to UK economy, especially in East Midlands and East Anglia**

- In 2015 farmers received ~£320m in receipts from British Sugar
- Total spend on goods and services was in excess of £600m
- Paid more than £200m in corporation tax in past five years
- Support a further 9,500 jobs in the UK economy

- **More than simply sugar**

- Power generation for a city the size of Peterborough
- Fuel ethanol, animal feed, topsoil, pharmaceuticals, betaine...

- **A valuable part of UK agriculture**

- Profitable, reliable part of arable rotation
- Aids soil health, pest and weed control
- Positive sustainability story



# Our Sites

## Newark

### Details

- Circa.200 permanent and seasonal employees
- 700 growers supply 1.6 million tonnes of sugar beet every year

## Wissington

### Details

- Circa. 320 permanent and seasonal employees
- 1,000 UK growers supply over three million tonnes of sugar beet every year
- Largest beet sugar factory in the world

## Cantley

### Details

- Circa.160 permanent and seasonal employees
- Over 700 growers supply over 1.3 million tonnes of sugar beet every year
- Cantley was the first sugar factory built in the UK in 1912

## Bury St Edmunds

### Details

- Circa. 320 permanent and seasonal employees
- Over 700 growers supply over two million tonnes of sugar beet every year
- Bagged sugar packaging facility

## Peterborough

Head Office  
Circa. 250  
permanent  
employees

# The benefits of sugar beet on the farm

- A valuable crop within arable rotation and complements cereals and other combinable crops, providing an effective way of managing cultivation, weed control and nutrients on the farm
- It can significantly reduce the pest and disease levels and improve the organic matter of soils on the farm
- Farm labour can be spread evenly over the year, as the drilling and harvesting periods for sugar beet complement the workload of other arable crops
- Sugar beet fields create important resources for wildlife, in particular rare species of bird such as pink footed geese which feed on remaining beet tops
- Sugar beet is 96% rain fed which means little or no irrigation is required, saving on valuable water resources



*‘Sugar beet provides birdlife with cereal stubbles in the winter, and a nesting ground in the spring’.*



# Innovation is at our heart

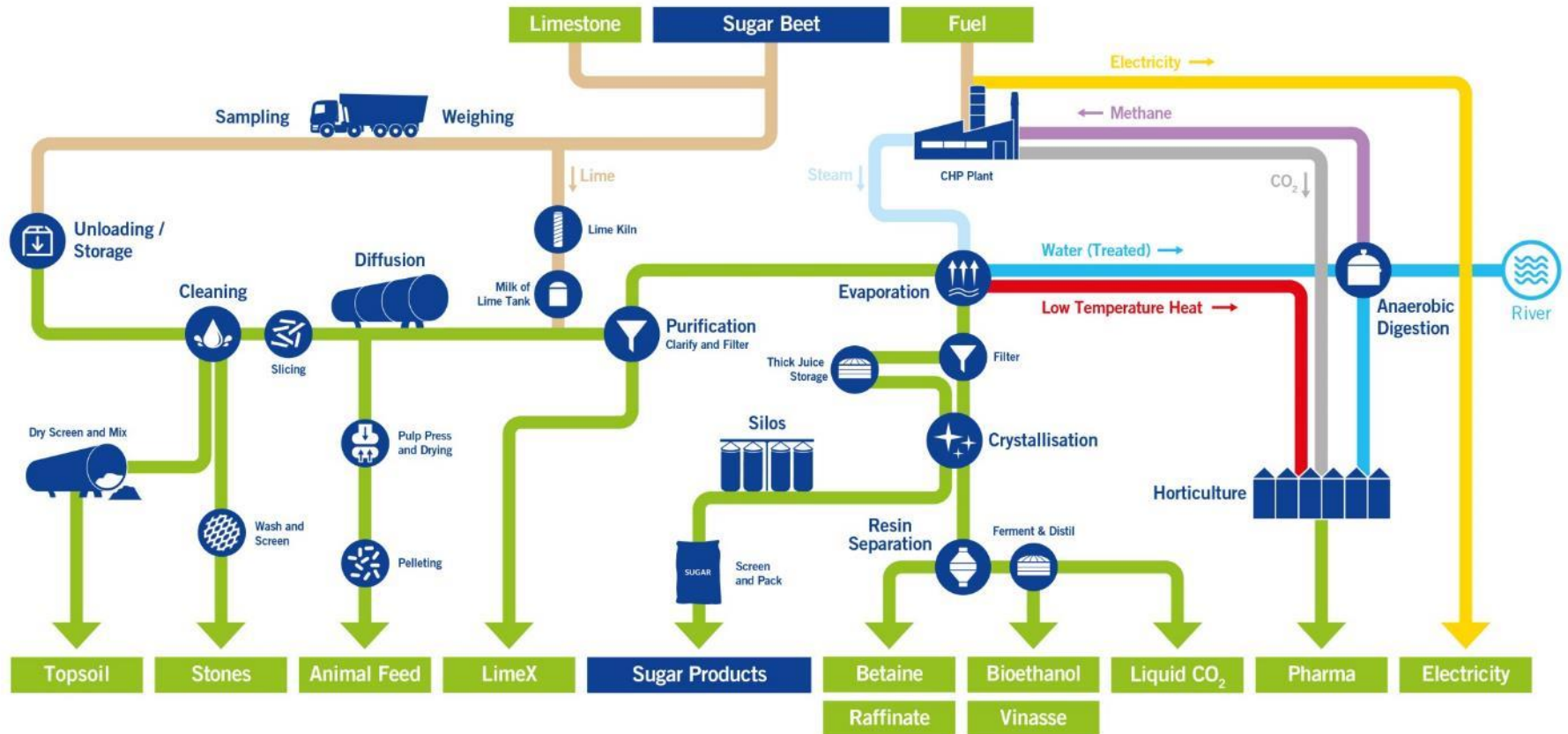
## Top facts

- We employ 1,400 people directly at our facilities and support up to 9,500 UK jobs in the wider economy
- We employ apprentices, graduates and experienced professionals for roles across the business and throughout the supply chain including engineers, accountants and project managers
- Over past 10 years, we have recruited and trained over 100 graduates and 90 apprentices
- Over the past twenty years, we have invested over £1bn in our four advanced manufacturing plants
- Jointly, with our growers, we fund the British Beet Research Organisation, investing over £2 million a year in its programme of focused, near-market research.



*‘British Sugar is the leading supplier of sugar to the UK and Irish food & beverage markets’*

# How our factories operate



# #BackBritishSugar

Creating a level playing field for the British beet sugar industry

- Buy homegrown British Sugar - look out for the Silver Spoon brand



- Show your support for a great British industry on Twitter (@BritishSugar)
- or Instagram (@BackBritishSugar) using #BackBritishSugar







*Annually we purchase 7.5MT of Sugar Beet from 3.6K growers between September to February*



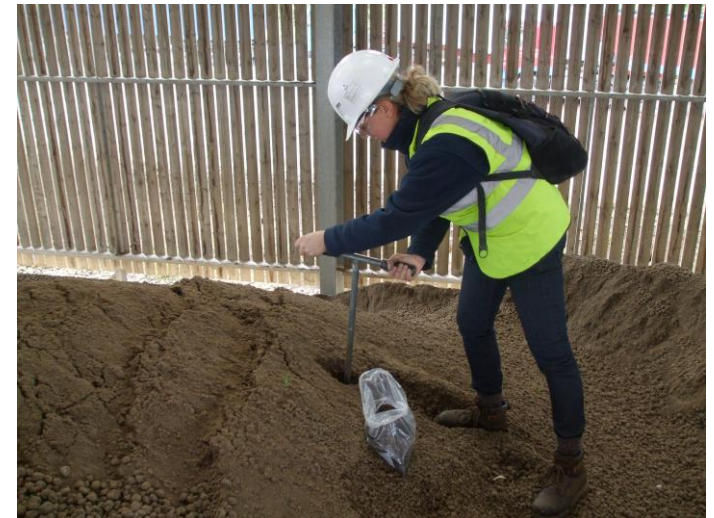
*The topsoil is excavated, dried and blended over 2 years*





# *Sampling & Analysis: Ensure a representative sample is taken*

- Samples are taken in accordance at least to BS3882:2015 every 5,000m<sup>3</sup> (8KT)
- 25 sub samples are taken to ensure the bulk sample is representative
- We analyse our products over 30 times each year
- Laboratory analysis is undertaken at a UKAS and MCERT accredited laboratory
- Tim O'Hare Associates report includes
  - Declaration of compliance BS3882:2015
  - Analytical schedule
  - Results of analysis
  - Conclusion
  - Recommendations
  - Certificate of Analysis



# British Sugar TOPSOIL Product Range

## **Landscape** **20**

**Landscape20** is a fully-analysed and compliant to BS3882:2015, sandy loam, TOPSOIL. It is ideal for general landscaping projects such as seeding and turfing .

## **Hort** **Loam**

**HortLoam** is a BS3882:2015 compliant planting topsoil. With optimum reserves of organic matter and nutrients, HortLoam is ideal for planting rootball trees, shrub bed, retained planters and vegetable planting projects.

## **Sports** **& Turf**

**Sports & Turf** is a dressing that is ideal for use on soil based winter sports pitches, golf approaches and lawns.

A blend of 80% medium to coarse sub angular sand with 20% British Sugar TOPSOIL providing the optimum environment for seed establishment and growth..

# *British Sugar TOPSOIL is used in Landscaping & Amenity*





*Visit our production facility and find out more about quality topsoil*

To arrange a visit or for more information on TOPSOIL products call 0870 240 2314  
or visit our web site [www.bstopsoil.co.uk](http://www.bstopsoil.co.uk)



**PlantNetwork**



**TIM O'HARE ASSOCIATES**  
SOIL & LANDSCAPE CONSULTANCY

