



**Wincanton**

# WINCANTON PLC

IFRS 8 Operating segments update – September 2020

# STRATEGIC RATIONALE



## Great people delivering sustainable supply chain value

### Background

- In line with the new strategy announced in June 2020, a new organisation structure was introduced in Q1 FY20/21
- This unified the operating segments under a single Chief Operating Officer and reduced the 6 business sectors to 5
- As a result, the reporting of operating segments will change in FY20/21 to a single operating segment but with ongoing elective disclosure of revenue for each of the 5 sectors

### New organisation structure – strategic rationale

- Focus on growth markets such as eFulfilment, Public Sector and Infrastructure.
- Single operating model to drive collaboration and a unified culture across the entire sector structure, underpinning continued growth in our core markets
- Prioritise digital innovation to be deployed across the business
- Sustainability embedded in the new operations structure

# OUR SECTORS

Positioning the business for growth



## Digital & eFulfilment

Technology focused sector to support the growing eCommerce market.



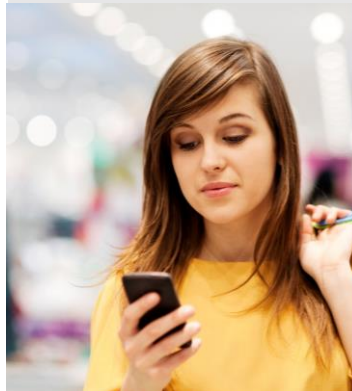
## Grocery & Consumer

Food focused sector creating a logical connection in one of the UK's most critical supply chains.



## General Merchandise

Retail focused sector to meet the evolving needs of major multi-channel customers



## Public & Industrial

Services focused sector for customers in Construction, Infrastructure, Defence, Energy and the Public Sector



## Specialist Services

Specialist sector for container transportation and fleet maintenance



# SECTOR REVENUES

FY19/20 FY revenues – restated



Revenue £m	Retail General Merchandise	Retail Grocery	Consumer Products	Retail & Consumer	Transport Services	Construction	Other	Industrial & Transport	Total
Digital & eFulfilment	110.6	-	-	110.6	4.7	-	-	4.7	115.3
General Merchandise	300.4	-	-	300.4	-	-	-	-	300.4
Grocery & Consumer	37.2	227.8	106.3	371.3	53.7	-	-	53.7	425.0
Public & Industrial	-	-	-	-	-	138.2	130.0	268.2	268.2
Specialist Services	-	-	-	-	92.2	-	0.1	92.3	92.3
<b>Total</b>	<b>448.2</b>	<b>227.8</b>	<b>106.3</b>	<b>782.3</b>	<b>150.6</b>	<b>138.2</b>	<b>130.1</b>	<b>418.9</b>	<b>1,201.2</b>

# SECTOR REVENUES

FY19/20 H1 revenues restated



Revenue £m	Retail General Merchandise	Retail Grocery	Consumer Products	Retail & Consumer	Transport Services	Construction	Other	Industrial & Transport	Total
Digital & eFulfilment	53.7	-	-	53.7	2.5	-	-	2.5	56.2
General Merchandise	146.6	-	-	146.6	-	-	-	-	146.6
Grocery & Consumer	18.6	104.2	55.2	178.0	27.8	-	-	27.8	205.8
Public & Industrial	-	-	-	-	0.1	73.7	63.4	137.2	137.2
Specialist Services	-	-	-	-	47.1	-	-	47.1	47.1
<b>Total</b>	<b>218.9</b>	<b>104.2</b>	<b>55.2</b>	<b>378.3</b>	<b>77.5</b>	<b>73.7</b>	<b>63.4</b>	<b>214.6</b>	<b>592.9</b>