

SF&D YEAR IN NUMBERS



Over **120 COMPANIES** supported by SF&D's UK Market Intelligence service

170 BUSINESS LEADERS attended SF&D Leadership Forum dinners



65 MEMBER BENEFITS available which can save our members thousands of pounds



Estimated **£5 MILLION** incremental sales for products supported through the UK Market Intelligence service



800 guests celebrated the best of the industry at the Scotland Food & Drink Excellence Awards

The UK Market Intelligence service have supported the launch of over **30 NEW PRODUCTS** to market

New Business Development Managers recruited for **the North East and Highlands and Islands**

THANK YOU



Over the last decade, Scotland's food and drink story has gone from strength to strength. It is now an industry we should all be very proud of. All of this is possible because of our partners and the member businesses which are at the heart of Scotland Food & Drink.

This document highlights just some of the successes and progress over the last year. As we drive to make our sector Scotland's most valuable, a model of collaboration and a world leader in responsible, profitable growth, this activity is an amazing foundation to build from.

Thanks for all your ongoing support for Scotland Food & Drink. The last 10 years would not have happened without you!

Here's to the next decade and the opportunities in front of us.

Best wishes,



James Withers and all the team at Scotland Food & Drink

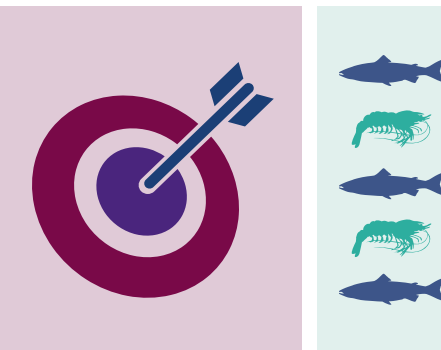
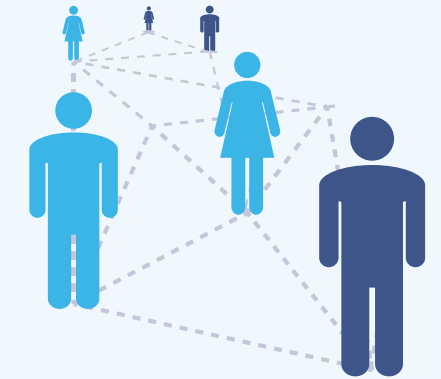


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SCOTLAND OF FOOD & DRINK

SUCCESS IN NUMBERS



SF&D UK MARKET WORK



Over **2,250** trade introductions facilitated by the UK Market Development team

240

individual businesses supported through the UK Market programme

5

SHOWCASING
Scotland regional events planned over the next two years across the country

£31.8M

estimated UK sales over the next three years following Showcasing Scotland 2017



We work with Scottish food and drink's biggest customers. Here are just some of retail and food service members and partners



UK market programme partnered with

35

UK retail and foodservice businesses to deliver opportunities for producers

AMBITION 2030 PROGRESS



38 PROJECTS DELIVERED

or underway through the Market Driven Supply Chains project generating over **£20M** of efficiency gains and added value sales growth in UK and international markets



119,000

people employed in the industry

£14bn

food and drink industry, up from £10 billion in 2007



Ambition 2030 launched with ambitious **£30 BILLION** by 2030 target



MAKE INNOVATION HAPPEN

service launched providing innovation support to Scottish food and drink businesses

79

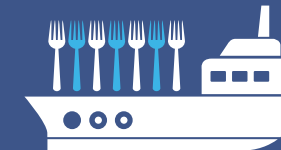
ASSISTED TRADING introductions facilitated by Connect Local



Ambition 2030 is delivered by the Scotland Food & Drink Partnership



EXPORT



In-market specialists in **12 COUNTRIES**



£6 BILLION value of food and drink exports

10 INTERNATIONAL exhibitions attended by Scottish food and drink businesses



Scottish food exported to **105 COUNTRIES**



Scotch Whisky exported to **200 COUNTRIES**

Scottish companies and products present at **MAJOR EVENTS** in Brussels, LA, New York, Hong Kong, Bangkok and Cologne