

SCOTLAND FOOD & DRINK



Our year in review

Scotland Food & Drink

The road to 2030

Industry turnover is
£14.8 billion,
a 6% increase year-on-year



The FPMC has awarded **113 projects**
so far in the FPMC 2014-2020
scheme, with a value of
£47.5m



Local food
and drink is worth
an estimated
£1.3 billion

The value of Scotland's
overseas food and drink
is now valued at around
£6.3 billion,
up nearly
5% from
2017



Seafood Scotland
have delivered
25 projects
and events in
10 countries and
18 cities across the globe,
supported **147** companies through
export and **192** companies across
Scotland in the last 12 months



FDF Scotland's Reformulation Project
Manager has engaged with over
**600 food and
drink businesses**
and there's been over
200,000 downloads of their
careers initiative – A Future in Food

£250,000

Regional Food Fund
launched with
59 collaborative
projects awarded
grants in the first
three rounds

The growth of food manufacturing turnover in Scotland between 2008- 2017 is **43%**, almost **twice** the rate of growth as experienced in England for the sector

141 fishing, farming, food and drink leaders have been supported through the Rural Leadership Programme 2016-2019

SAOS's agri and food co-op members have a combined turnover of nearly **£1.5 billion** and **25,000** farmer members. The co-ops provide well over **1200** jobs, making them vital employers in rural Scotland



Scottish Government are spending more than **£25m** on food and drink related research in 2019-20



£600m Health & Wellness market opportunity targeted and partnership action plan developed by Scottish Enterprise



Scotland Food & Drink Our Year

We are here to nurture, support and champion the people and products of Scotland's food and drink industry to help deliver continued and growing success.



198 business
leaders attended **7**
Leadership Dinners



453
members

15 Market
Intelligence events
delivered to a
combined total of
700
delegates

45 companies
received 1-1 market
intelligence support, realising
new UK-wide opportunities
and multiple listings



3 sector
category reports
have been issued to 96 member
organisations, with more reports
to come in 2019-20



Excellence Awards

22
companies
won awards at
the Scotland
Food & Drink
Excellence Awards



58 companies recognised
for excellence, with over
800 people celebrating
on the night

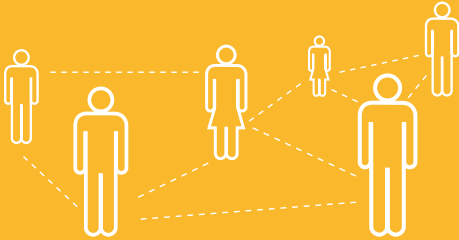


323 entries

37 influential judges

And we are here to guide our members to unlock new markets and maximise opportunities.

95 buyers met with
125 businesses at two
Showcasing Scotland Regional events



3 national trade
exhibitions
supported
40 companies
to reach buyers
in new UK
markets

320



companies supported
through UK Market
Development activity

1099



new market opportunities
delivered through UK
Market Development activity

10



meet the buyer
events held in the
last 12 months

Last year's Scottish
Food & Drink Fortnight
reached an audience of
2.6 million



2 Supplier Development
programmes launched,
delivering 7 workshops
and 160 one-to-one
mentoring sessions

We are the only body which facilitates and enables government and industry to work side by side. The Scotland Food & Drink Partnership consists of **10** industry bodies, **5** public sector organisations and **1** research collaboration.

UK Market
Development
Strategy
launched



150 businesses
registered to meet with
150 UK & international
buyers at Showcasing
Scotland 2019

In-market specialists have supported **340**
individual Scottish companies, generating an
increase in direct export sales of **£67m** since 2014



Joint industry
and Scottish
Government
investment of
£4.5m
in overseas staff
from 2019-2024

Team of
15 specialists
in **10 markets** building
relationships with key
customers overseas, driving
awareness of Scotland and our
food and drink offer





Food and Drink Federation
Scotland have engaged over
6500 pupils
in food and drink careers
programme activities,
involving over **650 teachers**

Recruitment &
Retention **Toolkit**
developed and
launched by the
Scotland Food &
Drink Partnership
People & Skills Board

Over the last **12 months**
for the food & drink sector
Interface has coordinated:

- **85** introductions for Food & Drink Businesses with Academia
- **47** industry led collaborative projects
- **27** Innovation Vouchers
- **2** Research Council Grants
- **2** Knowledge Transfer Partnerships



New Brewing Modern Apprenticeship



developed in response to
industry demand, with
a Distilling Modern
Apprenticeship expected in 2020

SEFARI

scientists involved
in more than

350 active research collaborations
with over **180** Scottish partner
organisations



New sector
strategies
launched for
seafood and brewing



933 businesses have engaged with
Make Innovation Happen service at
events with **158** innovation articles
and reports delivered since launch

£17.3m total sales and efficiencies gained from Phase 2
of the Market Driven Supply Chains project, with **19 new** export
markets entered

Thanks from all at **Scotland Food & Drink**

Scotland's food and drink is a national success story. Our unique collaboration between industry and government has been critical to this and Scotland Food & Drink is proud to be at the heart of our industry's development, underpinned by a partnership of industry organisations, government and our 450 member businesses.

The prolonged attempt to negotiate Brexit has overshadowed all corners of our industry over the last year. But despite a climate of uncertainty, we have pushed on. Amongst a huge amount of activity, we have launched an ambitious UK Market Development Strategy and agreed the second phase of our export plan backed by £4.5 million of funding from the Scottish Government, from Scottish Development International and from industry.

Our continued, collaborative effort is focussed on a single goal: to make Scotland's food and drink industry a world leader in responsible, profitable growth and a sector worth £30bn by 2030.

The road to 2030 will have bumps along it, however I believe the journey will also be defined by opportunity. And our work together will ensure we grasp it.

Thank you for all your ongoing support and we look forward to working with you in the year ahead,

The Board and staff of Scotland Food & Drink



**SCOTLAND
FOOD & DRINK**

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