



Growing our Farming Future

Oonagh Chesney
Group Company Secretary

Introduction

About Fane Valley Co-operative

Fane Valley Co-operative was formed in 1903, and now 123 years later remains 100% farmer owned by 1,000 shareholders, all of whom are actively trading with the Society.



Our Purpose

To advance the interests of farmers and the agricultural industry through the development of growth orientated agri-food businesses and the promotion of best agricultural practice.

Our Values

TRUST

Trusting each other and earning the trust of others

RESPECT

Treat others as we would wish to be treated ourselves

TEAMWORK

Together we are more effective

EXCELLENCE

We aim to exceed expectations and always strive to be better

Group Summary



315.9m

↓ 8%

Group turnover



11.1m

↑ 9.9%

PBT



154.1m

↓ 8%

Group Net Assets



9.6m

Total Cap Ex.



New partnership
With Ready Egg



£45k

Committed to local agri shows



1,151

Total number of
employees



100%

Renewable electricity



£17k

Invested into future
generation programmes

Development Through the Decades

1903

Co-op founded to
market butter

1903-1970s

Primary focus on
milk processing

1980-2000

Animal feed milling

Farm requisites
retailing

Investment in oat
milling

Red meat
processing

2000-2020

Ceased liquid milk
processing

Exited dairy entirely

Expansion of animal
feed business into
Republic of Ireland

Exited Red meat

Investment in duck
production and
processing

2020-2025

Investment in Egg
Processing

Further expansion
of agri retail / grain
trading in Republic
of Ireland

Food Division – Key Facts



30m
Eggs Per
Week



4.5m
Ducks
Produced
Per Year

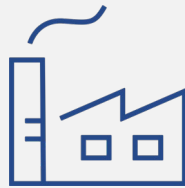


30k
Tonnes
of Oats
Per Year



12k
Tonnes of
Beef
Dripping
Per Year

Agriculture Division – Key Facts



4
Animal
feed
mills



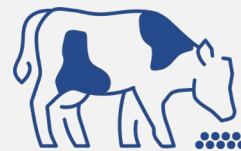
23
Retail
locations



1m
Tonnes
of cargo
per year



100k
Tonnes
of native
grains
per year



500k
Tonnes of
animal
feed per
year



3m+
Pullets
reared
per year



Soil & Plant Health

20 Agronomists

Animal Nutrition

20 Technical sales representatives

4 Animal nutrition specialists

Animal Health

66 Registered Animal Medicine
Advisors (RAMA)



Our People: The Strength of the Co-op

People:

1000+ employed across Northern Ireland and Republic of Ireland.

Career Opportunities across the Group:

- Agricultural retail & customer service
- Animal feed manufacturing & nutrition
- Agronomy & forage advisory roles
- Food production & processing (duck, cereals, oats)
- Engineering, transport & operations
- Finance, HR, IT, marketing & business support



Why Consider Strategy?

A strategy clarifies:

- What the business exists to do
- Who it serves
- What success looks like
- How decisions will be made

It's the difference between reacting to the market and shaping your place in it.



Why Governance Matters in Co-Ops

- Protecting members' Interests – upholding co-op values
- Accountability & transparency – regulatory & compliance
- Managing risk across a diverse group – sustainable & strategic growth



Governance in Fane Valley

Fane Valley Main Board

7 Member Directors

3 Non-member Directors

Committees to support the Board

Audit & Risk Its primary purpose is to ensure the integrity of the Company's financial reporting.

Nomination Maintaining an appropriate balance of skills, experience, and diversity on the Board to support the strategic objectives of the Company.

Remuneration Development, implementation, and oversight of a fair, transparent, and effective remuneration policy.

Why do Board Committees Strengthen Board Decision Making?

1. Deeper focus on complex issues
2. Better use of expertise
3. More efficient board meetings
4. Stronger risk management & compliance
5. Improved strategic oversight
6. Supports good co-operative governance
7. Enhances board-management interaction



Locations

● Fane Valley Stores

- Altnamachin
- Armagh
- Augher
- Ballycastle
- Ballymena Livestock Mart
- Ballymena Seven Towers
- Banbridge
- Claudy
- Coagh
- Dungannon
- Eleven Lane Ends
- Limavady
- Lisbane
- Markethill Livestock Mart
- Omagh
- Portadown
- Rathfriland

Smyths Daleside

Burke Shipping

Duncrue Food Processors

Fane Valley Head Office

● Fane Valley Feeds (Omagh & Newry)

White's Oats

● Drummonds

- Ardee
- Clonee
- Drogheda
- Dromone
- Knockbridge
- Lusk
- Mullingar
- Navan
- Rathcoffey

Skea Eggs

Ready Egg

Silver Hill

Summary

How has Fane Valley grown new markets:

- Whole-farm solutions
- Diversification across agri-food
- Vertical integration
- Targeted acquisitions
- Innovation & sustainability focus





Questions?