BUSINESS MODEL

DEVRO SELLS PREMIUM COLLAGEN PRODUCTS BOTH DIRECTLY TO FOOD MANUFACTURERS AND, IN SOME MARKETS, THROUGH LOCAL DISTRIBUTORS. WE SUPPLY COLLAGEN CASING, GEL AND FILM TO OVER 1,000 CUSTOMERS IN MORE THAN 100 COUNTRIES

OUR MARKET POSITION
Devro is one of a few significant producers of collagen casing with a global footprint/reach. Approximately one-third of Devro’s sales are in emerging markets and two-thirds are in developed markets. Devro has a No.1 market position in many countries.

KEY DIFFERENTIATORS

CUSTOMER INTIMACY
Having pioneered the conversion from gut to edible collagen casing, Devro has established intimate customer relationships both directly and through our global distributor network.

OUR PEOPLE
Devro employs nearly 2,000 people, with skills and knowledge ranging from chemical and electrical engineering to food technology, meat science and environmental health. Over 100 Devro employees work in customer-facing operations as sales and technical advisers.

GLOBAL REACH
Devro has plants on four continents. This enables us to provide class-leading service to our global customer base.

TECHNOLOGY
Over the past 10 years we have made significant investments to upgrade our manufacturing facilities.

EXTRACTING COLLAGEN
Collagen used for casing and gel is taken from the hides of carefully selected animals.

APPLIED TECHNOLOGY
The production of collagen casing is a complex technological process. Devro combines over 85 years of expertise and innovation to produce edible casings that allow our customers to offer a variety of sausages that are adapted to local consumer needs.

MANUFACTURE
Devro is a world leader in the manufacturing technology of a highly sophisticated process. Our edible casings are consistent and reliable to suit the needs of both sausage manufacturers and consumer preferences.

SALES, MARKETING AND DISTRIBUTION
Devro products are sold in over 100 countries across all continents. We sell directly to food manufacturers and via distributors.

CUSTOMER PRODUCTS TO CONSUMERS
Devro’s innovation and casing performance allow our customers to produce differentiated sausage products for the consumer. Our casing consistently scores highly for appearance, colour, bite and overall acceptance in independent research and consumer testing.

REINVESTING IN OUR BUSINESS
Devro invests in applied research and development and in a phased and disciplined capital programme, supporting the growth ambition.

INNOVATE

REINVEST

SELL

ADDING VALUE

INVESTORS
Devro is well placed to benefit from underlying market growth potential of 2-4% globally. We are highly cash generative which allows us to offer investors an attractive dividend.

CUSTOMERS
We deliver value to our customers by offering them innovation, efficient processing and cost savings and by helping them to supply products with great consumer appeal.

SUPPLIERS
The long-term relationships we have built with many of our key suppliers is underpinned by the commitment in our business conduct policy to act professionally, fairly and with integrity in all our business dealings wherever we operate.

COMMUNITIES
We employ almost 2,000 people globally and we do our best to make Devro a safe and fulfilling place to work. We have a long-standing presence in many of the communities in which our employees are located, where we aim to maintain the trust of all those affected by what we do, mindful, in particular, of the importance of reducing our environmental impact.