



Food and Drink

Taking the time to **understand your challenges**

From COVID and Brexit to increasing regulation, changing consumer trends, and now skills shortages – on top of the day-to-day challenges that all businesses face. The need for the right advice has never been greater.

What **our clients** are telling us

The conversations we're having with clients reveal some significant issues facing this sector:

Supply chains

- Financial and logistical implications of moving product outside UK borders – importing or exporting – with costs scaling up quickly, and product loss through port delays
- Global commodity fluctuations caused by climate change mean a more volatile input cost-base
- The ethical agenda placing greater onus on manufacturers to account for (and if required, address) potentially harmful practices up-stream

Labour market

- Dependence on the EU migrant labour force: COVID forced them home, Brexit means they are not coming back.
- Skills shortages from drivers to warehouse operatives to production line staff, costs are likely to rise
- Staff retention - simply finding and keeping good people and keeping production up
- Automation as a solution can require significant investment (see below), but also introduces a slew of additional risks and considerations around IT infrastructure and security

Debt in the System

- Revenue at the leisure & hospitality end of the chain was turned off overnight and for the best part of a year
- Certain wholesalers and food service companies withholding payments to suppliers with minimal negotiation
- Cash flow difficulties and deteriorating financial profile impacting access to finance or attracting investors

Opportunities

In challenging times there are always opportunities. Businesses able to respond to the ever-changing environment will be able to capitalise on those opportunities and emerge stronger than before.

Building flexibility and resilience into your operation requires:

- **Insight to inform your short, medium and long-term strategy**
- **Planning for and stress-testing multiple scenarios**
- **Advice to de-risk your operation based upon:**
 - o Appreciation of commercial drivers in your sector
 - o Understanding of the specifics of your business
 - o Consideration of your personal appetite for risk

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Working in partnership with you, with insurers and with our wider ecosystem partners ensuring we add real value and the right advice for you.
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The Partners& difference

We believe insurance broking has lost its way. All too often, the traditional focus on placement and pricing leaves critical gaps in the fundamental basics of the typical general insurance contracts, and insufficient focus on the wider threats to the 21st century food & drink business.

Partners& has been designed from the ground up to be the best advisory business in the UK to confront these issues head-on. We've brought together the best risk protection advisers in the insurance industry, and together with an extensive ecosystem of specialist partners, we go further to understand your business, diagnose your risks, and stand shoulder-to-shoulder with you across all areas of threat when it really matters.

Who we work with:

- Food & drink producers, processors & manufacturers
- Food service operations
- Wholesalers & distributors
- Retailers

Talk to us

We are always keen to build on our current understanding of the sector and we would be delighted to discuss opportunities to collaborate on an individual basis.

- How do these issues resonate with you?
- What are you doing to face into them?



To find out how we can enable your business to succeed in the face of these challenges, please feel free to contact us. Help us understand your unique perspective and we can outline how a true advisory partnership can work for you.

Advice that makes a difference.

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