

Dairy Australia Scholarship program Feb 2025



BURRA FOODS OVERVIEW

1. Who we are
2. What we do
3. Heritage
4. Categories and markets



BURRA FOODS – OUR JOURNEY

ABOUT BURRA FOODS





PARTNERING TO BRING THE BEST OF AUSTRALIAN DAIRY TO THE WORLD

For over 30 years, Burra Foods has been a leader in the global dairy market, known for its commitment to partnership, quality and innovation. Specializing in the manufacture of premium dairy ingredients, Burra Foods has established itself as a trusted name in the industry.



OUR HISTORY

1991

Grant and William Crothers founded Burra Foods in Korumburra, starting with a small butter factory and six employees.



2001-2009

Accelerated growth leading to Itochu Corporation becoming minority shareholder.



2014-2015

Infant formula wet mix commissioned allowing for production of Nutritional Milk Powders. Opening of HK office.



2017-2018

Significant capacity upgrade to Korumburra manufacturing site to meet increasing sales demand, particularly in food preparation.



2024

Cream Cheese expansion



2025



2000

Development of Japanese business and Tokyo office establishment.



2010

New spray dryer commissioned.



2016

International dairy company, Fuyuan becomes majority shareholder of Burra foods.



2022

Burra Foods introduces Cream Cheese product.

GIPPSLAND – AUSTRALIA’S PREMIUM DAIRY REGION

We proudly source 100% of our milk from dedicated farming families in Gippsland, where healthy dairy cows enjoy the freedom to graze on nutrient rich grass all year round.

We work closely with our famers to ensure every farm produces high quality milk and remains sustainable for future generations.

- 97% A Grade milk quality
- Gippsland 2.0BL milk stable supply
- 162 dedicated dairy farmers

Milk Quality Grade	Industry Average	Burra Foods
A	80%	97%
B	15%	3%
C	5%	-



LOCATED IN THE HEART OF GIPPSLAND

Gippsland's prominence in Australia's dairy industry, contributing 23% of the country's production, highlights its significant role in the sector.



Fertile land and favourable climate

Gippsland's rich soil and conducive weather create optimal conditions for growing high-quality forage. This supports robust dairy farming, as cows have access to nutritious grass year-round.

Premium supply of raw materials

The combination of high-quality milk and reliable production makes Gippsland an important source of premium raw materials for dairy processing. This ensures a consistent and top-notch supply for producing various dairy products.

Grass fed and outdoor grazing

Cows in Gippsland are grass-fed and graze outside throughout the year. This natural diet and lifestyle contribute to the high quality of milk produced, as grass-fed milk is often richer in nutrients and has a better flavour profile.

Low spores and high grade

The term "low spores, high grade" means that Gippsland's milk has a low level of bacterial spores, which reduces spoilage and contamination risks. This results in a higher quality product, both in terms of safety and taste. The low spore count is a sign of excellent handling and processing practices.

Experienced farmers and infrastructure

Gippsland's long history in dairy farming means that the region has developed a deep reservoir of expertise and a skilled workforce. The established infrastructure also supports efficient dairy operations, benefiting companies that tap into this local knowledge and resources.



QUALITY

Committed to our quality promise

We take great pride in the quality of our products, with 89% of our customers citing it as the primary reason they choose us. Our rigorous production standards, unwavering commitment to food safety, and dedication to innovation have allowed us to excel in the manufacture of specialised dairy ingredients.

INGENUITY

Innovative and unique solutions

We continue to innovate and earn our reputation for ingenuity. With renowned technical expertise, we pride ourselves on partnering with our customers with unique and tailored solutions.

Our wealth of experience and knowledge enables us to be flexible with our customers' requirements and agile in the ever-changing marketplace.

PARTNERSHIPS

Putting our customers at the heart of what we do

Burra Foods, a key player in the dairy industry, proudly holds a Net Promoter Score (NPS) of 61%. This score reflects a high level of customer satisfaction and loyalty, underscoring the company's commitment to delivering exceptional dairy products.

The strong NPS highlights Burra Foods' effective customer engagement and quality assurance, as well as signifies customers are not only satisfied but likely to recommend Burra Foods.

PRIDE IN WHAT WE DO AND HOW WE DO IT



Committed to our quality promise

Ideally situated in Australia's premium dairy region of Gippsland, we source the best quality milk from farms where cows enjoy the freedom to graze on lush green pastures all year round.



Innovative and unique solutions

We continue to innovate and earn our reputation for ingenuity. With renowned technical expertise, we pride ourselves on partnering with our customers with unique and tailored solutions.



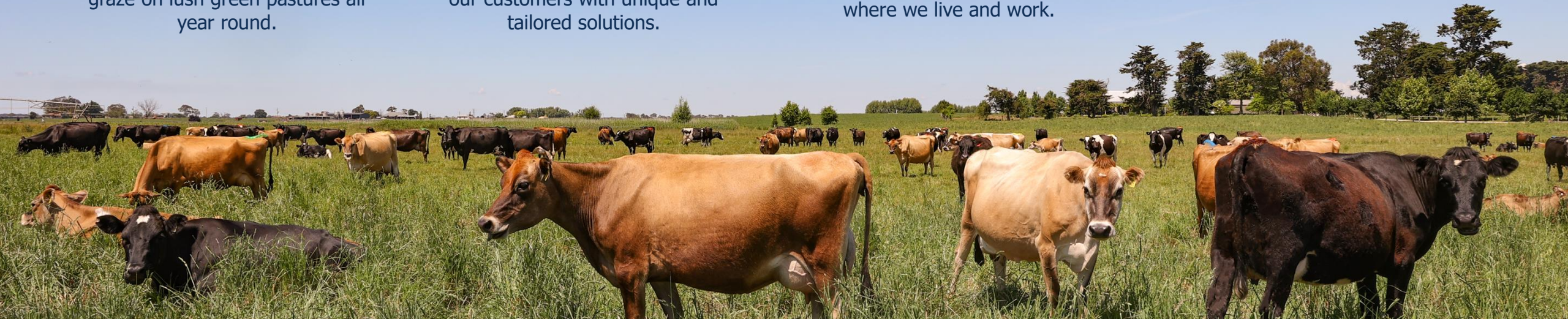
Valuing people and our community

For more than 30 years, we've been a valued part of our regional community. Nestled in the beautiful rolling hills of Gippsland, Australia, we love where we live and work.



Putting our customers at the heart of what we do

Customer partnerships are central to our business. We ask, listen and collaborate with our customers to make sure we deliver on our promise.



PARTNERSHIP
FARM MILK SUPPLY



Nurturing our farmer relationships

Farm milk supply partnerships are fundamental to our business. Based on integrity and transparency, these personal relationships reflect our local origins and trusted connections with local people. We genuinely value these partnerships, ensuring that we treat each of our farm suppliers with honesty, care and respect. We consider the success of our farmers to be the foundation of our success.



BURRA FOODS TODAY



\$431

AUD Revenue
(\$Millions)
2024



162

Farm Milk Supply
Partners 97% Grade A
Milk



B2B

**80% of our sales are
20% of customer
base**



300

Million litres of fresh
milk collected annually



170+

Employees

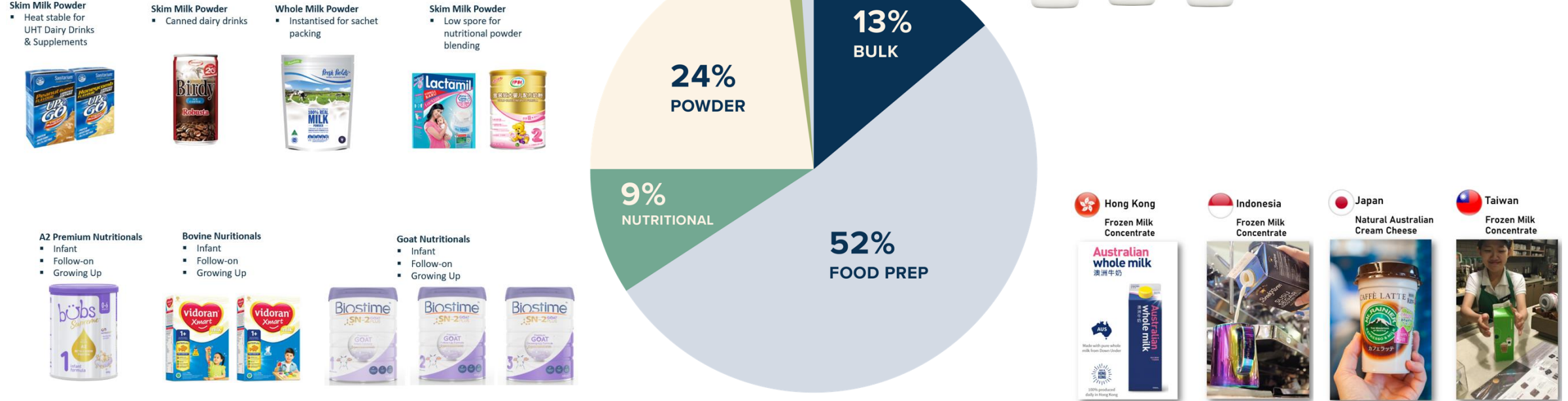


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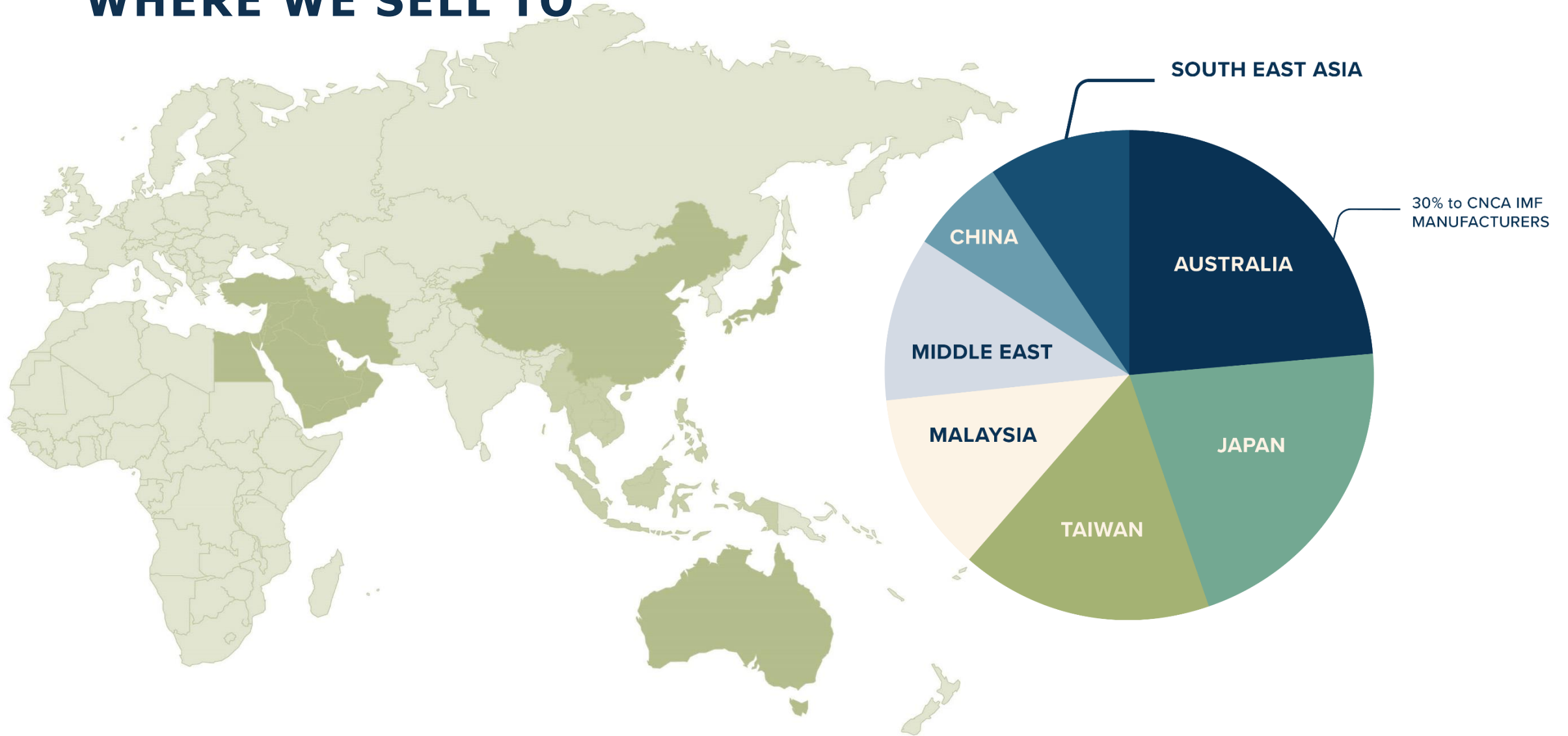
MT p/a produced at
Korumburra plant



DIVERSE PRODUCT MIX ACROSS 6 CORE CATEGORIES



WHERE WE SELL TO



OUR OPERATIONAL CAPABILITY

Korumburra site

- Peak season process over 1.3M litres / day
- Storage of 900,000 litres whole milk
- Cold-bowl separation
- 3-6 MT/Hour GEA (Niro) MSD Spray Dryer (product dependent)

Production capacity per category

We manufacture 70,000 MT's capacity of product per annum

- 10,000 MT nutritional milk powder
- 20,000 MT specialty milk powder
- 60,000 MT food preparations
- 30,000 MT milk and bulk ingredients
- 6,000 MT Cream Cheese



OUR PRODUCTS



FOOD PREPARATION

This range of products contains highly concentrated milk solids, at up to 70%.

Products include -

- Frozen Skim Milk Concentrate
- Frozen Cream
- Frozen Milk Concentrate
- Natural Australian Cream Cheese
- MCM
- UCM
- Cream Cheese



NUTRITIONAL POWDERS

Using the highest quality ingredients & state of the art wet-blending technology, Burra Foods is a market leader in specialised infant nutrition.

Products include –

- Burra Bovine Steps 1, 2 & 3
- Burra Bovine OPO Steps 1, 2 & 3
- Burra Goat Steps 1, 2 & 3
- Burra Bovine Standard
- Burra Bovine OPO
- Burra Goat



SPECIALTY MILK POWDERS

Burra Foods Specialty Milk Powders are gently spray dried from fresh milk for exceptional dairy flavour and functionality.

Products include -

- Instantized SMP & FCMP - Vitamin & Mineral Fortification
- High Heat/ High Stable
- Low & Medium Heat
- Low Spore, UHT Grade



BULK LIQUID INGREDIENTS

Burra Foods works collaboratively with our customers to develop products that meet their specific dairy ingredient needs.

Products include –

- Fresh Cream
- Fresh Milk
- Skim Milk Concentrate
- Whole Milk Concentrate



CREAM CHEESE

Burra Foods have developed a traditional, all-round versatile cream cheese for all your applications.

Products include -

- 20kg Cream Cheese

OUR QUALITY ASSURANCE

Burra Foods is an approved manufacturer with Certification & Accreditation Administration China (CNCA).
Burra Foods has FSSC 22000 certification.

DAIRY INDUSTRY
LICENCE

DAIRY MANUFACTURER

LICENCE NUMBER:

20233

THIS LICENCE IS ISSUED TO

Burra Foods Pty Ltd

47 Station Street
KORUMBURRA VIC 3950

under the provisions of the *Dairy Act 2000* and authorises the licence holder to undertake the activities described above at the address stated on this licence, subject to conditions appearing on the reverse of this licence.

1/01/2024 - 31/12/2024

For and on behalf of Dairy Food Safety Victoria

Andrew Wilson

Acting Chief Executive Officer

CERTIFICATE
OF REGISTRATION

intertek
SAI GLOBAL

This is to certify that:

Burra Foods Pty Ltd

ABN 58 007 133 904

47 Station Street Korumburra VIC 3950 AUSTRALIA

operates a

FOOD SAFETY MANAGEMENT SYSTEM

which has been assessed and determined to comply with the requirements of

Food Safety System Certification 22000 (FSSC 22000)

Certification scheme for food safety management systems consisting of the following elements: ISO 22000:2018, ISO/TS 22002-1:2009 and additional FSSC 22000 requirements (version 5.1)

for the following scope

The separation, homogenisation, pasteurisation of milk into skim milk, cream packed into bulk bags and freezing of cream cheese packed into polyethylene bags, the evaporation and spray drying of milk powder packed into multi-walled paper sacks and bulk bags for further processing and food service operations.

Food Chain Category: CI Processing of perishable animal products
CIV Processing of ambient stable products

Certificate Number:

FSM45001

Originally Certified:

20 May 2019

Current Certification:

2 January 2023

Issue Date:

9 January 2023

Expiry Date:

14 March 2026

ISO 22000

JAS-ANZ

FSSC 22000

www.sai-global.com/certificates

Calin Moldovean

President, Business Assurance

SAI Global Certification Services Pty. Ltd.
650 Lormer Street
Port Melbourne Victoria 3207
Australia

Registered by:

SAI Global Certification Services Pty Ltd (ACN 128 714 069) 650 Lormer Street Port Melbourne VIC 3207 Australia with SAI Global Pty Limited 650 Lormer Street Port Melbourne VIC 3207 Australia (714 069) and subject to the SAI Global Terms and Conditions for Certification. While all data are used and was reviewed in carrying out this assessment, SAI Global accepts responsibility only for proven negligence. This certificate remains the property of SAI Global and must be returned to SAI Global upon its request. To verify that this certificate is current please refer to SAI Global On-Line Certification register.

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CERTIFICATE
OF REGISTRATION

intertek
SAI GLOBAL

This is to certify that:

Burra Foods Pty Ltd

ABN 58 007 133 904

47 Station Street Korumburra VIC 3950 AUSTRALIA

operates a

FOOD SAFETY MANAGEMENT SYSTEM

which complies with the requirements of

CXC CODEX HACCP 2020: Good Hygiene Practices (GHPs) and the Hazard Analysis and Critical Control Point (HACCP)

for the following scope

The separation, homogenisation, pasteurisation of milk into skim milk, cream packed into bulk bags and freezing of cream cheese packed into polyethylene bags, the evaporation and spray drying of milk powder packed into multi-walled paper sacks and bulk bags for further processing and food service operations.

Certificate Number:

FSM45002

Originally Certified:

13 May 2019

Current Certification:

20 December 2022

Issue Date:

23 December 2022

Expiry Date:

2 March 2026

ISO 22000

JAS-ANZ

FSSC 22000

www.sai-global.com/certificates

Calin Moldovean


President, Business Assurance

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BURRA
FOODS AUSTRALIA

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ISLAMIC CO-ORDINATING COUNCIL OF VICTORIA P/L I.C.C.V

شهادة حلال HALAL CERTIFICATE

Company name:

Burra Foods Australia

ABN:

58 007 119 904

Plant Address:

**47 Station Street,
Korumburra VIC 3950**

Scope:

Food Processing

This certificate requires continual adherence to the following standards, which the aforementioned company has demonstrated compliance for the listed products below:

- GSO 2055.1 / 2015
- SIPH 2023
- MS 1500-2009
- ICCV Halal Certification Scheme

Whole Milk	Dairy Based Nutritional Powder Step 1
Fat Free Cream Milk Powder	Dairy Based Nutritional Powder Step 3
Skim Milk Powder Instant	Skim Milk
Natural Australian Cream Cheese	Skim Milk Powder
Whole Milk Concentrate	Skim Milk Concentrate
Unsweetened Concentrate Milk	Traditional Burra Macapstone
Frozen Whole Milk Concentrate IMC3833	Frozen Whole Milk Concentrate IMC45
Cream	Modified Cream Mixture
Frozen Cream 69%	Frozen Cream
Korlat Milk Powder	Instant Full Cream Milk Powder

This certificate is not issued to Burra Foods Australia and cannot be used and displayed by any other party.

This certificate is not an export document

Certificate No: D0778FAU1204

Issue Date: 25 July 2024

Expiry Date: 24 July 2027

Muhammed Hussein
Shariah Advisor

ICCV Organizational Seal

ICCPR
Islamic Consultative Panel

ICCPR Organizational Seal

ICCPR
Islamic Consultative Panel


ICCPR Organizational Seal

ICCV is proudly accredited and recognised by:

JAKIM MUIS GAC EFDA MOFAT SIPH

TRUSTEE FOR THE HALAL BOARD OF AUSTRALIA TRUST

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P: +61 3 9380 5487 F: +61 3 9380 6145 W: www.iccv.com.au E: office@iccv.com.au



KOSHER AUSTRALIA PTY LTD
ועד לענייני כשרות דאוסטרליא

☎ 410432 - 1
15 Menachem Av, 5783
August 2, 2023


Burra Foods Pty Ltd
80 Dorcas Street
South Melbourne, VIC 3205 AUSTRALIA
phone: +613 8416 0300 fax: +613 8416 0322
www.burrafoods.com.au

The following products sold by Burra Foods Pty Ltd are certified Kosher with the listed restrictions.


Name	K-ID	Status	Restriction	Size
200000 Raw Farm Milk	ZND-VGFC	Dairy	חלב כחם	No Marking Required
200001 Cream Pasteurised	FPV-BBLM	Dairy	חלב כחם	Bulk
200002 Cream	ZGW-DMXJ	Dairy	חלב כחם	No Marking Required
200002 Cream Raw	BFW-BKVH	Dairy	חלב כחם	Bulk
200003 Skim Milk (Bulk)	RHD-RSRP	Dairy	חלב כחם	Bulk
<i>Note: Tanker Deliveries only approved in dedicated milk transports</i>				
200043 Bulk Skim Concentrate 35%	GLD-QHWL	Dairy	חלב כחם	Bulk
200044 Bulk Skim Concentrate 35%	VRM-VQSW	Dairy	חלב כחם	Bulk
200050, 200051, 200052 Frozen Cream 44%	CSC-SLGX	Dairy	חלב כחם	No Marking Required
200057, 200058, 200059, Frozen Cream 69	BDH-KMJJC	Dairy	חלב כחם	No Marking Required
200064, 200065 FMC45 Frozen Milk Concentrate	SKL-CHRW	Dairy	חלב כחם	No Marking Required
200066 Whole Milk Concentrate 45 WM C45	MRJ-NDGB	Dairy	חלב כחם	No Marking Required
200080, 081, 082, 083, 084, 085, 086 Natural Australian Cream Cheese	LDM-MDTT	Dairy	חלב כחם	No Marking Required
200091, 200092 SMC47 Frozen Skim Milk Concentrate	DCD-FFHH	Dairy	חלב כחם	No Marking Required
200106, 200107 Unsweetened Concentrated Milk	JNL-SMSZ	Dairy	חלב כחם	No Marking Required

23.437 Tanker deliveries only approved in dedicated milk transports.

This certificate is VALID UNTIL September 1, 2024



Verify authenticity by entering K-ID at
www.digitalkosher.com



Rabbi Mordechai Gutnick, Rabbinic Administrator

Product Not Approved for Pesach/Passover Unless Otherwise Stated

Kosher Australia Pty Ltd (ABN 20 41 523 980) 15 Menachem Road Caulfield VIC 3161 Australia Phone: +613 8337 2500 Fax: +613 9527 5665 Web: www.kosher.org.au
Kosher Australia Pty Ltd is a member of the [Association of Kashushs Organisations](http://www.associationofkashushs.org), www.associationofkashushs.org

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