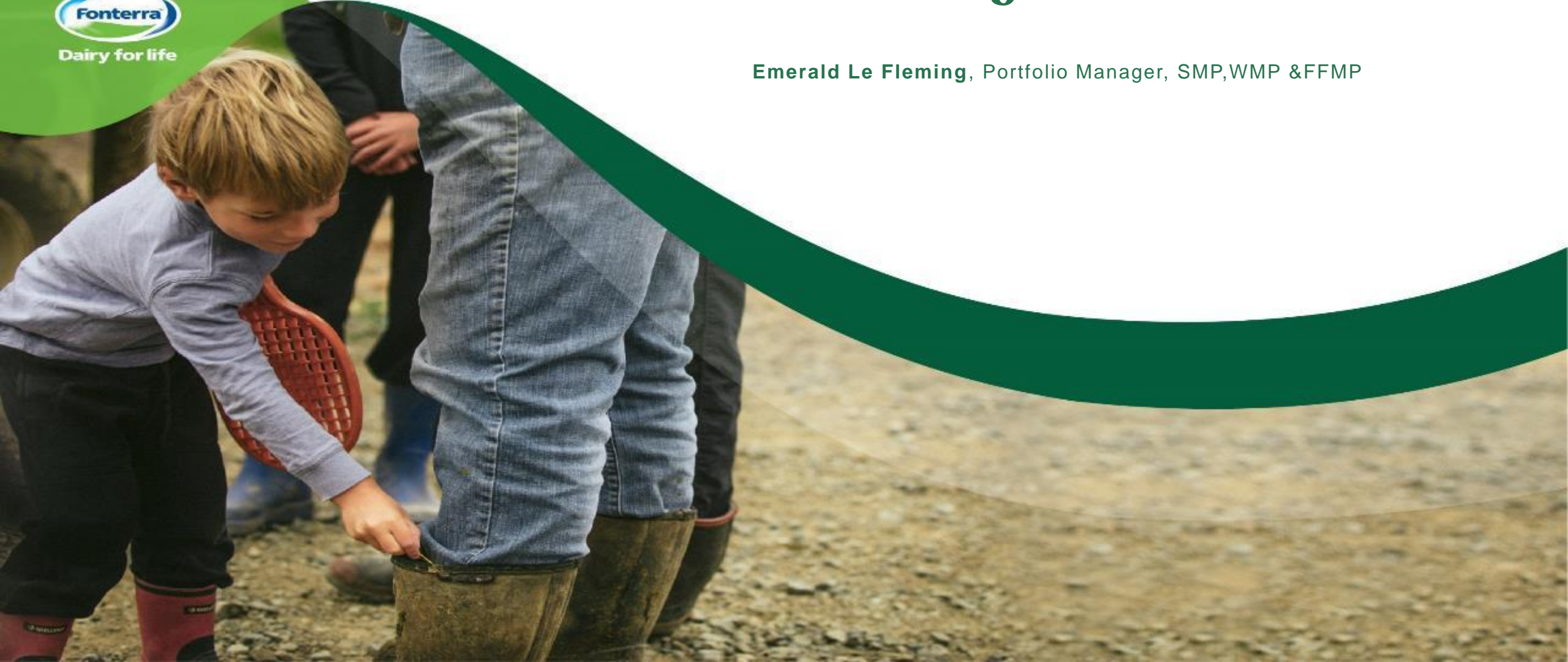




Introducing Fonterra in Australia

Emerald Le Fleming, Portfolio Manager, SMP,WMP &FFMP



Agenda

- Site Tour – Newcold
- Fonterra Co-operative
- Fonterra in Australia
- NZMP Australia Product Portfolio



Our Co-operative

We are a Co-operative created and owned by Aotearoa New Zealand dairy farmers.

Our rich history was founded on farming families working together to share the natural goodness of our land with the world. Today we honour the legacy through the passion of our farmers and employees, our commitment to sustainable farming, care for the land, our animals and developing the unique qualities of our milk.

Our Co-operative spirit is what drives our farmers, our employees and our communities to continue to create goodness for generations.

It inspires our partners across the world to create future success together and delights consumers around the world to help them live healthy lives.



Dairy for life



Fonterra in Australia



With a long history in dairy, we harness our global dairy expertise and local knowledge to support our farmers, partners and people.

In Australia, the milk we collect from our farmers is made into the many dairy foods that generations of Australians have grown up with and love, including Perfect Italiano™, Mainland™, Western Star™, and Bega™.

We also sell dairy ingredients to many of the world's leading food companies and operate dedicated sales channel for the foodservice industry, providing a full range of dairy products specifically designed for commercial kitchens.



Our Australian manufacturing



Dairy for life



8 manufacturing sites

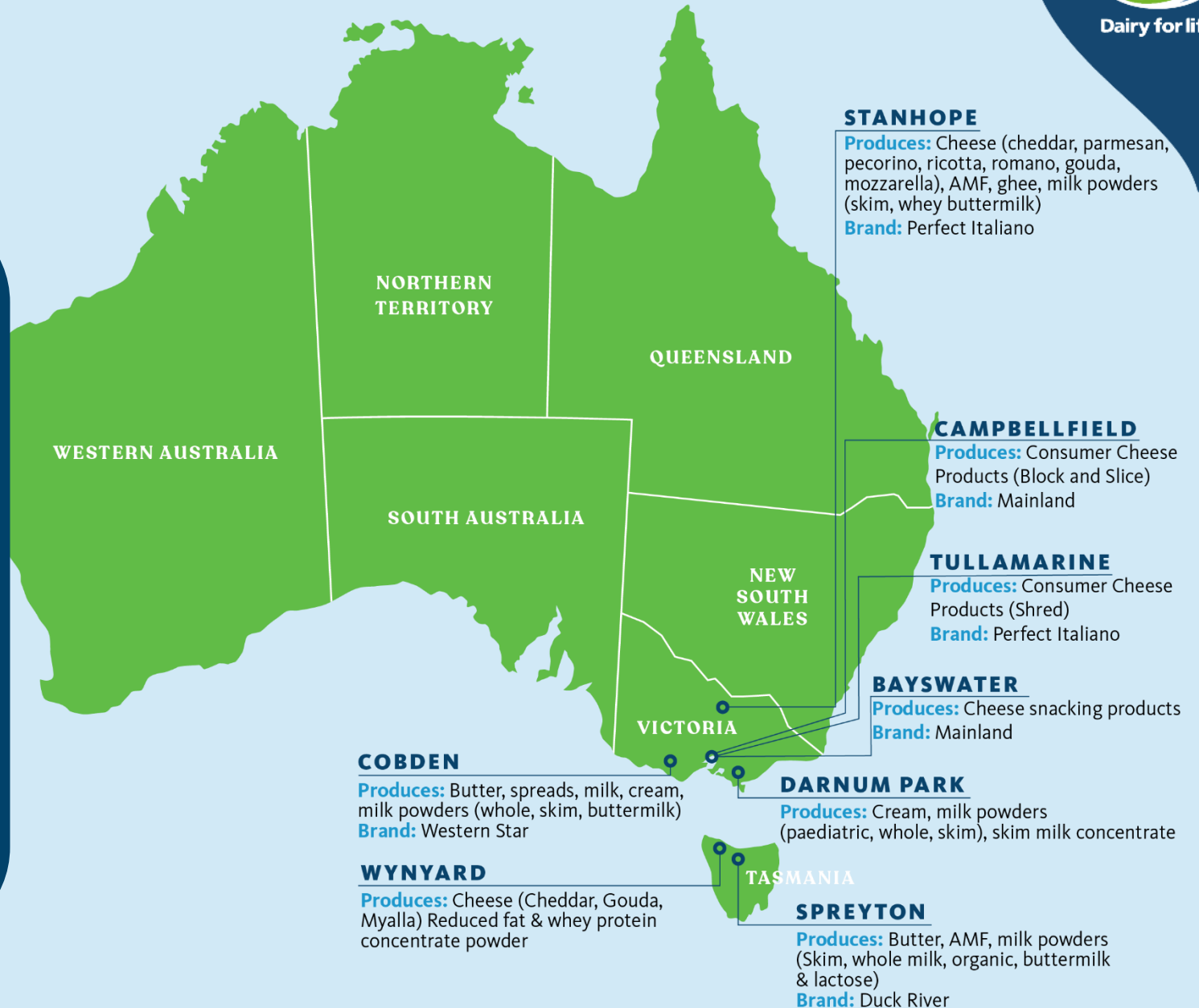
4 sales offices



1.4 billion litres
milk collection



1,600
passionate people



We're a grass to glass business



We source
raw milk
from our
farmers



Which is turned into
great dairy foods at
our sites



For people to enjoy
right across the
country and around
the world



Selling dairy to three distinct channels



Consumer

We're home to some of Australia's favourite dairy brands. Our four hero products include Western Star, Bega, Perfect Italiano and Mainland.



Foodservice

We provide functional dairy products to tens of thousands of pubs, cafes, restaurants and quick service restaurants in Australia, as well as export markets.



Ingredients

We partner with customers to provide Paediatrics, Sports and Active and Medical and Ageing ingredients. We also sell high quality milk powders, butter and cheese sourced from both Australia and New Zealand.

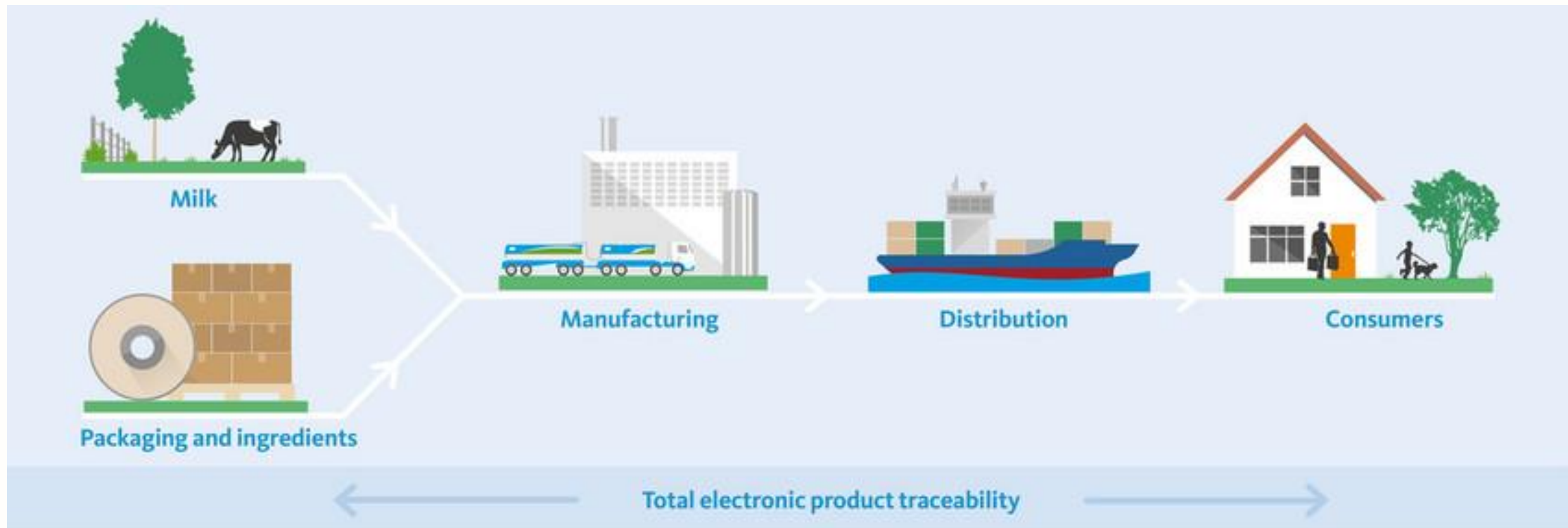


Food safety is our top priority

- Food safety is critical to keep our customers safe and well
- Fonterra's appetite for food safety risk is zero
- There is no compromise; product is either 100% safe or not
- Quality certifications include:
 - Food Standards Australia New Zealand (FSANZ)
 - Australian Government - Department of Agriculture
 - Dairy Food Safety of Victoria (DFSVM)
 - Importing Country Food Safety Requirements & Standards
 - Customer Quality System Audits
 - Third Party accreditation for FSSC 22000, Kosher and Halal



Total supply chain traceability



Delivering on sustainability



What is delivered is what matters most, not just promises. We're bringing sustainability to the heart of everything we do – to respect and safeguard the wellbeing of our people, our communities, our farmers and their animals, and to make our environment better than yesterday.

Seaweed supplement
trial to more than

1,000

cows to reduce methane
emissions



Achieved over

30 %

reduction in Scope 1 & 2
emissions since 2018. Our 2030
target has reset to 50%

Water use is down by

13 %

Our 2030 target is
15% reduction from
2018



100%

of palm oil is
RSPO Certified

Donate



150k litres

of milk, plus other dairy foods
to Foodbank each year

170



Farm Environment Plans
completed

Grass fed cows

90%



of the diet of the average
Australia cow is grass



87%

of our packaging is
recyclable



Globally ranked

25 of 350

food companies in the 2023 World
Benchmarking Alliance for Sustainability



NZMP Australia Product Portfolio



Confidential to Fonterra Co-operative Group

Ingredients by



Fonterra Ingredients in Australia offers standard & custom-made dairy solutions



MILK POWDERS

- WMP
- IWMP
- SMP, PSMP
- Fat Filled Milk Powder
- Buttermilk Powder



DAIRY FATS

- Bulk Cream
- Butter
- Anhydrous Milk Fat



CHEESE

- Cheddar
- Mozzarella
- Parmesan
- Gouda



WHEY

- WPC 80
- Sweet Whey Powder
- Lactose



SPECIALITY

- Nutritional base powders
- Nutritional finished products
- Tailored milk-based powders

2022 International Cheese and Dairy Awards

NZMP received 14 awards including four for Australian cheese



Trophies

- **ICDA Champion Asia-Australasia Cheese Trophy** – NZMP Mild Cheddar Cheese (AUS)

Medals

GOLD x 7

- **NZMP Mozzarella (NZ)**– Block Mozzarella Open to UK and Non-UK Producers
- **NZMP Mild Organic Cheddar** – Best Organic Cheese Cheddar Open to Non-UK Producers
- **NZMP Mild Cheddar Cheese** – Best Australian Mild Cheddar
- **NZMP Tasty Cheddar Cheese** – Best Australian Mature Cheddar
- **NZMP Extra Tasty Cheddar Cheese** – Best Australian Ex Mature/Vintage Cheddar
- **NZMP Epicure** – Best New Zealand Ex Mature/Vintage Cheddar
- **NZMP Noble** – Cheese on Toast Open to UK and Non-UK Producers

SILVER x 4

- **NZMP Mature Organic Cheddar** – Best Organic Cheese Cheddar Open to Non-UK Producers
- **NZMP Mature Cheddar** – Best New Zealand Mature Cheddar
- **NZMP Medium Cheddar** – Best New Zealand Medium Cheddar
- **NZMP Mild Cheddar** – Best New Zealand Mild Cheddar

BRONZE x 2

- **NZMP Mozzarella (40%FDM) NZ**– Block Mozzarella Open to UK and Non-UK Producers
- **NZMP Vintage** – Best New Zealand Vintage Cheese



Iconic Australian brands and carefully curated imports.

- Our world-class dairy products are fit for purpose and specially designed to perform in foodservice kitchens.



Proud to be a Chef 2025



25 YEARS OF MENTORING
FUTURE CULINARY STARS



4 DAY CULINARY
ADVENTURE
AND EXPERIENCES

32 APPRENTICE
CHEFS FROM ACROSS AUSTRALIA

3 INDUSTRY-LEADING
MENTORS



1 CULINARY SCHOLARSHIP WORTH
\$7,500



proudtobeacheff.com



proudtobeacheff@fonterra.com

Apply at proudtobeacheff.com by **31st October 2024**

Thank you



The background features decorative green curved shapes in the corners. A large, dark green curved shape is in the top right corner, and a smaller, lighter green curved shape is in the bottom left corner. The text "Site tour" is positioned in the middle left area of the slide.

Site tour