

IN THE AUSTRALIAN COMPETITION TRIBUNAL

of 2013

MURRAY GOULBURN CO-OPERATIVE CO LIMITED

**RE: PROPOSED ACQUISITION OF WARRNAMBOOL CHEESE
AND BUTTER FACTORY COMPANY HOLDINGS LIMITED**

Certificate identifying annexure

This is the annexure marked **MB21** now produced and shown to Maldwyn Beniston at the time of signing his statement on 28 November 2013.

Annexure MB21

Extracts from Fonterra website regarding location of offices

Filed on behalf of Murray Goulburn Co-Operative Co Limited

Prepared by:

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Europe

FONTERRA IN EUROPE

In Europe we provide a diverse range of dairy products and solutions to our customers including butter, cheese and proteins as well as premium whey products for medical and nutritional applications.

We do this from our base in Amsterdam, and we also have teams working in France, Russia and the United Kingdom.

Amsterdam is also home to our European Customer Technical Centre which works closely with the **Fonterra Research Centre** in New Zealand. From here we offer a range of speciality ingredients such as hydrolysates, probiotics and lipids for paediatric formulations.

We have formed strong partnerships across Europe. For example, **DFE Pharma**, a joint venture between Fonterra and Royal Friesland Campina, is the world's leading provider of pharmaceutical grade inhalation lactose.

Another is Fast Forward, a joint venture between Fonterra and First Milk in England, producing premium whey protein concentrate products.

In 2012, we signed a Memorandum of Understanding with the Netherlands-based A-Ware Food Group to establish a new cheese and dairy ingredients factory. Under the agreement, A-ware will operate a cheese plant and Fonterra will operate a dairy ingredients plant alongside it.

OFFICES (5)	SITES (0)	TECHNICAL CENTRES (2)
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FONTERRA (CIS) LTD

FONTERRA (EUROPE) CO-OP

FONTERRA (FRANCE) SAS

FONTERRA (UK) LONDON

FONTERRA (UK) SWINDON



Asia

FONTERRA IN ASIA

Asia is a cornerstone of our global business. We have more than 2,500 staff working in 13 offices, four manufacturing sites and distribution partners across the region.

Our business in Asia focuses on dairy ingredients, consumer brands and foodservice.

Many of the region's leading food manufacturers choose our dairy ingredients and people across Asia love and trust our brands, relying on them to provide top quality dairy nutrition for all stages of life.

Commercial kitchens across the region rely on our foodservice teams to provide them with top quality dairy products and ingredients and our world-class chefs work alongside our foodservice customers to help them develop products that meet the changing needs of the region's population.

Everyday across Asia millions of people are eating Fonterra dairy products or nutritious meals made with our dairy ingredients. The region is central to our global strategy and with Asia's dairy appetite continuing to grow at a rapid pace; it is a key area of focus.

OFFICES (15)

SITES (4)

**TECHNICAL
CENTRES** (0)

FONTERRA (ING.) LTD TAIWAN BRANCH

FONTERRA (JAPAN) LIMITED

FONTERRA (PHILIPPINES) PASIG CITY

FONTERRA (SEA) SINGAPORE

FONTERRA (THAILAND) BANGKOK

FON TERRA (THAILAND) BANGKOK

FON TERRA ASIA LTD KOREA BRANCH

FON TERRA BRANDS (THAILAND) BANGKOK

**FON TERRA BRANDS ASIA HOLDINGS
SINGAPORE**

FON TERRA BRANDS INDONESIA

FON TERRA BRANDS LANKA

FON TERRA BRANDS MALAYSIA

FON TERRA BRANDS PHILIPPINES

FON TERRA BRANDS TAIPEI

FON TERRA BRANDS VIETNAM

NEW YOUNG NORTH



Latin America

FONTERRA IN LATIN AMERICA

Latin America is an important market for Fonterra and one in which we have strong foundations with leading company Soprole in Chile and our joint venture, Dairy Partners Americas, with Nestlé.

Through our legacy companies, we've been providing milk powder and ingredients to customers throughout the continent for decades.

We collect nearly half a billion litres of milk in Chile through **Soprole**, representing a quarter of the country's milk production. Elsewhere, **Dairy Partners Americas** sources about 2.6 billion litres of milk a year.

OFFICES (5)

SITES (1)

**TECHNICAL
CENTRES** (0)

FONTERRA (BRASIL) LTDA

FONTERRA BRAZIL FARM FAZENDA MIH LTDA

FONTERRA MIH HOLDINGS LTDA

FONTERRA MEXICO

FONTERRA VENEZUELA, S.A.



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OFFICES (15)

SITES (4)

**TECHNICAL
CENTRES** (0)

BIYAGAMA LIQUID PLANT

Processing almost half a million cups of yoghurt every day, Fonterra's Biyagama Yoghurt Plant is the largest and most sophisticated yoghurt processing facility in Sri Lanka.

[Find Out More](#)

BIYAGAMA POWDER PLANT

A centre for milk powder blending and packing in Sri Lanka, our Biyagama Powder Plant employs more than 250 local Sri Lankan staff and packs about 475,000 packs of milk powder every day.

milk powder every day.

Find Out More

DAIRYMAS

Fonterra's DairyMas site, located in Shah Alam, Malaysia, was built in 1999 to help cater to Malaysia's growing appetite for yoghurt and UHT dairy products.

Find Out More

SUSUMAS

Fonterra's Susumas site, located in Shah Alam, Malaysia, was built in 1992 to meet the growing demand for Fonterra products across the region.

Find Out More





Middle E...

FONTERRA IN THE MIDDLE EAST AND AFRICA

Fonterra has been operating in the Middle East and North Africa (MENA) for more than 30 years. Since then, the rising demand for dairy nutrition has seen our business grow strongly in the region.

Our MENA headquarters are in Dubai, and we operate in 28 countries across the region.

Along with a strong consumer business that includes the brands Anchor and Anlene, we also run a value-adding ingredients business and are the largest foodservice provider in the Middle East. Our foodservice division includes all five dairy categories – cheese, milk, butter, cream, yoghurt and bakery products.

Our Saudi New Zealand Milk Products site in Dammam, Saudi Arabia, has five processing lines, packing Anchor and Anlene milk powders, producing processed cheese and recombined feta-style white cheese, and cutting natural cheddar cheeses. The site is one of the largest multi-product dairy processing sites in Saudi Arabia.

Our wide range of products from jar cheese to fortified milk enables us to provide wholesome dairy nutrition to people of all ages with various needs. Everyone – from young children to breastfeeding mothers to the over-50's – can enjoy the goodness of dairy across this rich and diverse region.

OFFICES (8)

SITES (1)

TECHNICAL CENTRES (0)

CLOVER FONTERRA INGREDIENTS (PTY) LTD

FONTERRA (ALGERIA) ALGER

FONTERRA (MIDDLE EAST) BAHRAIN

FONTERRA (MIDDLE EAST) LIMITED

FONTERRA BRANDS (MIDDLE EAST) LLC DUBAI

FONTERRA MEA (EGYPT) CAIRO

FONTERRA MENA

SAUDI NEW ZEALAND MILK PRODUCTS

Fonterra's Saudi New Zealand Milk Products (SNZMP) site in Dammam, Saudi Arabia, produces five different product types which are supplied to 30 countries across the region.

[Find Out More](#)



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OFFICES (8)

SITES (1)

TECHNICAL CENTRES (0)

SAUDI NEW ZEALAND MILK



Latin Am...

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OFFICES (5)

SITES (1)

**TECHNICAL
CENTRES** (0)

FONTERRA BRAZIL FAZENDA MIH LTDA



North America

FONTERRA IN NORTH AMERICA

In North America, we've built strong partnerships with local co-operatives which enable us to deliver innovative dairy solutions to our customers.

We supply commercial customers throughout the USA with dairy ingredients, both from New Zealand and manufactured locally through our **joint ventures**. Our foodservices business supplies dairy products to commercial kitchens across the country.

Headquartered in Rosemont, Illinois, with 10 joint venture manufacturing sites across the USA, we manufacture a range of cheese products and functional dairy ingredients.

Our Customer Technical Centre in Chicago is the only one of its kind in the USA. It is fully equipped with an R&D lab, culinary kitchen, pilot plant, and education centre. Our customers work with our researchers to create groundbreaking new products through the unique functionality of our dairy proteins.

OFFICES (3)	SITES (0)	TECHNICAL CENTRES (1)
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DAIRY AMERICA

FONTERRA (CANADA) INC

FONTERRA (USA) INC (ROSEMONT)