

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 RAP11 now produced and shown to Robert Arthur Poole at the time of signing his statement on 28 November 2013.

Annexure RAP11
Flyer explaining the Next Generation Dairy Rebate

Filed on behalf of Murray Goulburn Co-Operative Co Limited
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Next Generation Dairy Rebate

Helping new entrants, young farmers and farming families get ahead

Through the Next Generation Dairy Rebate, the Murray Goulburn Co-operative Co. Ltd (MG) is offering significant financial support in the form of an investment rebate for young farmers, farming families and new entrants seeking to grow their business or enter the dairy industry.

Purpose

MG supplier-shareholders have told us they need a meaningful response to the challenges associated with young and new entrants establishing themselves in the industry, and for farming families seeking to grow their business.

Those suppliers investing more than \$100,000 may apply for an investment rebate to assist in the purchase of dairy land, permanent water or a dairy herd.

The investment rebate will depend on a number of factors including the size of the supplier-shareholder investment and the expected milk production the investment will return. The support is applied for up to three years, supporting suppliers through the difficult phase of business succession or new entry.

How it works

- Young farmers, farming families or new entrants invest more than \$100,000 in land, water or a dairy herd.
- Suppliers work with their local Field Services Manager to discuss their investment and submit their application.
- The application is assessed, and if they meet the required conditions, the investment rebate is applied.
- The investment rebate is conditional on a commitment to supply MG.
- The investment rebate will be paid as an alternative to the MG Growth Incentive.

Who it will help

The investment rebate will assist new entrants and young farmers who are in the process of the following:

- Purchasing a dairy farm, dairy herd or permanent water.
- Starting their own farming business.
- Expanding their current farming business.
- Entering into a farming partnership.

The investment rebate will also help MG and the dairy industry more generally in reducing barriers to dairy farm sustainability and supporting the next generation to get established and grow their milk supply.

Next Generation Dairy Rebate

The fine print

The investment rebate requires increased milk production from the applicant's farm. To receive the investment rebate applicants must work with the relevant Field Services Manager to complete an application. The application must include proof of investment, cash-flow budget, including milk flow prediction and an assets and liabilities balance sheet

position. Successful applicants will be ineligible to receive the MG Growth Incentive payment. Funds are limited and conditions apply.

About the Next Generation Package

The Next Generation package is a suite of initiatives to assist new and established MG suppliers to tackle key challenges and make the most of

business opportunities.

Next Generation will help MG supplier-shareholders realise their goals, from getting established as a dairy operator and developing their workforce through to managing a sustainable business and succession of the family farm.

Who to contact

COBRAM – TEL: (03) 5871 0222

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KIEWA – TEL: (02) 6027 9200

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(Field Services Manager - Koroit West Region)
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(Field Services Manager - Koroit East Region)
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