

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 RAP32 now produced and shown to Robert Arthur Poole at the time of signing his statement on 28 November 2013.

Annexure RAP32

Extracts from Fonterra website regarding Australian operations

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Filed on behalf of Murray Goulburn Co-Operative Co Limited

Prepared by:

**Herbert Smith Freehills**

Tel: +61 3 9288 1234

Email: [chris.jose@hsf.com](mailto:chris.jose@hsf.com)

**Address for service**

Level 43, 101 Collins Street

MELBOURNE VIC 3000

Fax: +61 3 9288 1567

Ref: CJ:ALM:82230139



**Australia**

## **FONTERRA IN AUSTRALIA**

Our Australian operations form part of one of Fonterra's largest international business units.

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We produce great-tasting dairy foods, ingredients for local and global food companies, and products for restaurants, cafes, and commercial kitchens across the country.

Our dairy expertise, manufacturing capability and commitment to sustainability help us grow the volume and value of our products to deliver on Fonterra's vision.

We operate 10 manufacturing sites across Australia where we annually process 1.7 billion litres of Australian milk – the equivalent of almost 700 Olympic swimming pools.

This milk is turned into whole, skim and nutritional milk powders; cream; milk and whey proteins; and our iconic, award-winning cheeses, spreads, yoghurts and dairy desserts brands.

<b>OFFICES</b> (3)	<b>SITES</b> (10)	<b>TECHNICAL CENTRES</b> (1)
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**FONTERRA AUSTRALIA ADELAIDE**

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**FONTERRA AUSTRALIA CORPORATE CENTRE**

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**FONTERRA PERTH**

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## COMPANY OVERVIEW

Fonterra is a global, co-operatively-owned company with its roots firmly planted in New Zealand's rich land, working to unlock every drop of goodness from the 22 billion litres of milk we collect each year and sharing it with the world.



Our business is based on sourcing secure, high quality milk and unlocking its natural goodness in ways that add real value to our customers and consumers around the world.

Dairy sets the gold standard for nutrition and we see a growing global population wanting the best of what we can offer.

### IT STARTS HERE

Our story starts with our farmer shareholders who, over the last 140 years, have built up their Co-operative to be a world leader in dairy excellence. These strong and independent farmers are the heart of Fonterra. They stand together as one, united in their focus on excellence and quality.

### A STRONG TEAM

Supporting our farmers, we have 16,000 passionate people in New Zealand and around the world working to make dairy available to millions of consumers in 140 countries every day.

Together with our Shareholders, the Fonterra team produces more

than two million tonnes of dairy ingredients, specialty ingredients and consumer products each year and 95 per cent of these are exported to a world wanting more and more of the nutritional benefits we offer.

## EXPERIENCE COUNTS

With generations of expertise behind us, we've grown to be at the forefront of dairy innovation providing more value to consumers and we will be for the generations to come.

Our name says it all. Fonterra means 'spring from the land' which is where it all begins and where our future lies.

## FUTURE NUTRITION

Our story doesn't end here. Dairy is a pure and natural product with unlimited potential and nutritional possibilities we've yet to explore.

## FONTERRA IN AUSTRALIA

Our Australian business is one of our largest and operates 10 **manufacturing sites** with 2,000 employees providing Australians the great-tasting dairy **brands** they know and love.

In Australia, we are a leading dairy consumer business and our vision is to be the natural source of dairy nutrition for all Australians.

We collect almost 1.8 billion litres of milk annually from our 1400 farmer suppliers and their 300,000 dairy cows.

We process this milk into the many Fonterra dairy foods that generations of Australians have grown up with and love. Today, these everyday products include our great tasting cheeses, yoghurts, dairy desserts, fresh milks and spreads.

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

## RELATED

**Read about Our Vision and Values**

**Find out about our Strategy Refresh**

**Where did we come from?**



**Global Dairy Industry**



**New Zealand Dairy Industry**



**Our Business**