

## **ACHIEVEMENTS TO DATE**

### **DAIRY DIVISION**

- Settled acquisitions of Kurleah and Pedra Branca farms.
- Re-opened UDP factory at Murray Bridge: renamed Beston Pure Dairies (BFC)
- 26 million litres milk processed in 3 months (versus budget of 25 million litres for the full 2015-16 year)
- Produced 2600 tonnes of cheese YTD (versus budget of 1400 tonnes for full year 2015-16)
- Re-opened Jervois dairy factory
- Produced 700 tonnes of whey powder YTD (versus budget of 270T)
- First shipment of 220 tonnes of cheese to Asia (in December)
- First orders received from Europe for 120 tonnes of cheese
- Restart of high value Lactoferrin plant
- Acquired A2 dairy herd for production of A2 milk
- Produced first batch of 50% low sodium (salt) cheese for trialling with health conscious consumers (an Australian First)

- Brought back former iconic 'Centenary' black waxed vintage Cheddar and former range of Murray Bridge cheeses (Gouda, Aussie Jack, Goshread).
- Superior infant formula developed in conjunction with NBI (Infant Formula, Follow-On Formula, Toddler Milk Drink)
- Contract processor secured to implement early go-to-market strategy, ahead of dedicated facilities planned for Jervois and Brunei
- Existing BPC assets to provide the base components for the infant formula (including whole powder, lactoferrin).

## **SEAFOOD DIVISION**

- Settled acquisition of Mori Seafood (Port Lincoln) and Five Star Seafood (Port MacDonnell)
- Increase lobster production from 128 tonnes pa to 380 tonnes pa (increase of 197%)
- Increased processing of Southern Blue Fin Tuna from 648 tonnes to 730 tonnes (increase of 13% on prior period production)
- First to market with Southern Blue Fin Tuna loins to China (Australian First)
- First BGFC shipment of Kingfish and Oysters to Shanghai customers
- Developed a new retail “Ferguson” range of seafoods to meet changing consumer markets

## **MEAT DIVISION**

- Settled acquisition of Scorpio Meats
- New plant and equipment purchased and installed to increase production
- Meat processing production increase from 2,000 tonnes to 2,500 tonnes (25% increase)
- Scorpio now has 98% market share of all meat used in Australian produced baby foods
- Launched a 'No Numbers' initiative - an 'Allergen Free' range of meat products (the products contain no artificial additives or preservatives which are normally shown as 'numbers' on food packaging)
- Signed agreement with leading food distributor for supply of Angus beef sliders to major Australian retail chain.
- New beef bacon product exported to Middle East
- Range of healthy, ready-to-eat meals introduced to the markets in Australia and overseas (under the 'Yarra Valley' brand).
- Orders obtained for export of cooked lamb shanks to Japan

## **HEALTH, NUTRITION AND WELLBEING DIVISION**

- Settled 20% investment in Neptune Bio Innovations Pty Ltd
- New HQ and product research facility established at Lidcombe Business Park in Sydney
- Long term contract signed with global customer for use of Lo-Sal salt replacement products
- Orders obtained for condensed milk replace product for export to India, Bangladesh and Pakistan
- Established Tropical Research Centre in Brunei (in partnership with Government of Brunei) to produce medicinal, pharmaceutical and health products from plants in the Brunei rainforest
- Development of BGFC Food Safe technology (OZIRIS) significantly progressed, with first version release in Q1 of 2016
- Range of new health-enhancing functional foods developed in conjunction with BGFC Dairy and Meat Divisions for release in 2016 (eg 'Heart Healthy' Milk)