



**WattleHealth<sup>®</sup>**

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**CREDIT SUISSE  
DAIRY DAY**

**3<sup>rd</sup> April 2019**

At Wattle Health our ultimate aim is to make the sustainable Australian goodness of certified organic health and wellness products affordable and widely available to families around the globe.





**NUTRITION  
THAT'S SECOND  
TO NONE**



**The world's purest  
source of nutritionally  
superior dairy products**

- Pristine provenance
- Certified Organic
- High quality Australian products

# BUILDING AUSTRALIA'S LEADING ORGANIC DAIRY DEMAND CHAIN

## FY 18 – Laying the foundations

- Investment in leading CNCA certified manufacturer - Blend and Pack
- Corio Bay Dairy Group JV with Organic Dairy Farmers of Australia (ODFA) – capital for dedicated nutritional organic milk spray dryer

## FY 19 – Designing the consumer experience

- Premium organic brand created – Uganic
- Agreement to purchase 51% of Blend and Pack
- Secured supply of Organic A2 Fresh Milk

## FY 20 – Filling the consumer channels

- Suite of organic products launched in Q1







# uganic

The ultimate global benchmark of nutritionally superior, grass fed organic purity.

Pregnancy

Infants

Students

Sports

Vitality



## ORGANIC GROWTH

- Global demand for organic has almost doubled since 2012.
- Dairy is the largest organic category in packaged foods.
- Dairy predicted to be the fastest growth category 2016 to 2021.
- Dairy sales in China predicted to grow by \$1.8 billion (USD) by 2021 – driven by infant formula.

# ORGANIC DAIRY FARMERS OF AUSTRALIA (ODFA)

## Australia's largest producer of certified organic milk

- Account for circa 75% of Australia's organic milk production.
- 100% co-operative owned by 50+ Australian organic dairy farmers.
- Committed to increase value of organic milk at the farm gate.
- Manufacturer of a wide range of certified organic dairy products.
- Support farmers through the 3-year journey to become certified organic.

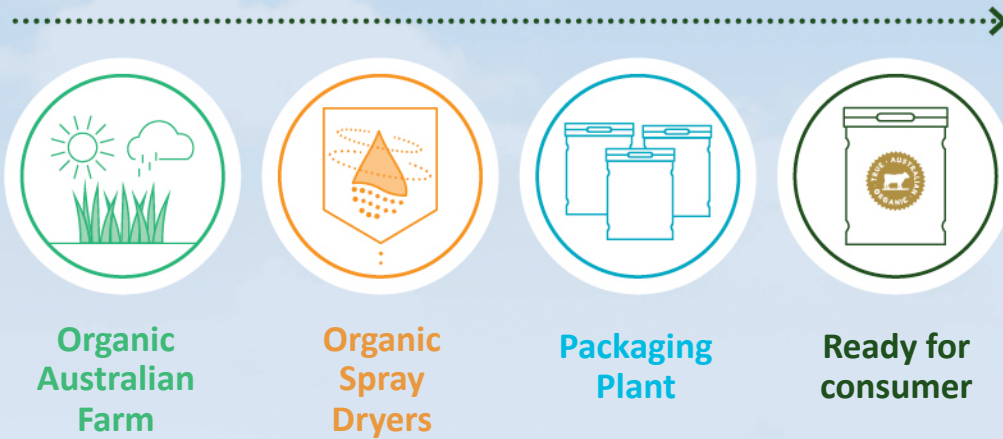
Family farms, Healthy Soil,  
Happy Cows... Remarkable Milk

True  Organic®





# VERTICAL INTEGRATED STRENGTH



- Guaranteed supply chain
- Essential traceability needed for export certification
- Diverse revenue streams
- Increases Wattle Health's product and services offering
- Underpins superior provenance assurance



# CORIO BAY DAIRY GROUP (CBDG)



Australia's first dedicated nutritional organic milk spray dryer

Enable full utilisation of ODFA outputs, year-round

Wattle Health has first rights to organic products

Construction commenced Q1 FY19

# GREAT NEWS FOR AUSTRALIAN DAIRY FARMERS



- Higher farm gate prices for farmers.
- Dedicated dryer underpins year-round demand.
- Extends organic milk shelf life from 17 days to 2 years.
- ODFA co-op owners share profits from CBDG.



# GREAT NEWS FOR AUSTRALIA

## Sustaining the natural purity of our precious farmlands

- Organic, grass fed milk production is truly sustainable.
- Productivity increases in the long term.
- Farmers and consumers enjoy better health outcomes.
- Welfare of the organic dairy herd is assured.







## AND NOW, ORGANIC A2 FRESH MILK

- ODFA farms to supply commercial quantities of Organic A2 fresh milk to CBDG.
- Organic A2 powder available exclusively to Wattle Health.
- Strengthens ultra-premium Uganic offer in key global markets.



**WattleHealth<sup>®</sup>**

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**THANK  
YOU**

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