



WattleHealth[®]

**CREDIT SUISSE
DAIRY DAY**

3rd 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

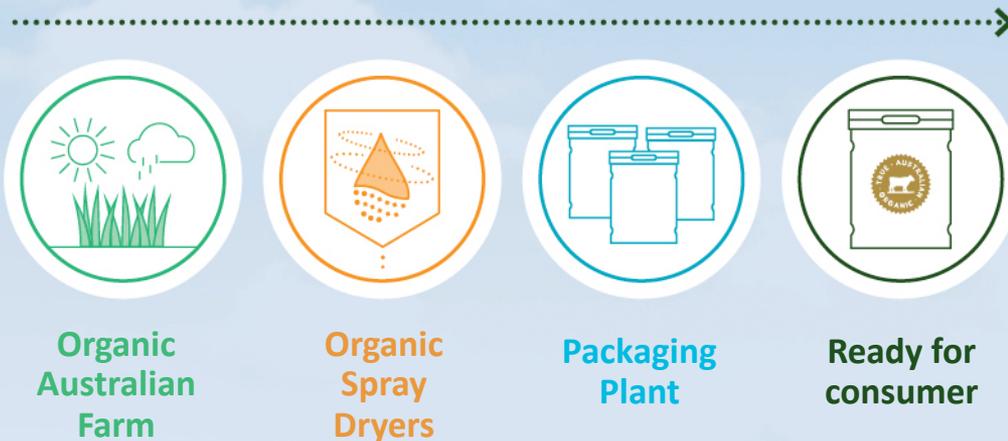
- Account for circa 75% of Australia's organic milk production.
- 100% co-operative owned by 50+ Australian organic dairy farmers.
- Committed to increase value of organic milk at the farm gate.
- Manufacturer of a wide range of certified organic dairy products.
- Support farmers through the 3-year journey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

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**THANK
YOU**

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