# OUR YEAR IN THE MAKING



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# STRATEGIC UPDATE

LEON CLEMENT CHIEF EXECUTIVE OFFICER



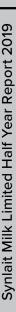


# INTERIM RESULTS UPDATE

LEON CLEMENT CHIEF EXECUTIVE OFFICER

- Half year net profit of \$37.3 million compared to
  \$41.3 million for the same period last year (HY18)
- Re-confirm guidance for canned infant formula volumes of 41,000 - 45,000 MT and that profitability is expected to increase in FY19, but not at the same rate as FY18
- Key growth projects, the Advanced Liquid Dairy Packaging Facility at Dunsandel and our second infant-capable facility at Pokeno, remain on schedule and on budget
- Continue to develop new growth opportunities with the investments in liquid milk, Talbot Forest Cheese, and doubling our lactoferrin capacity
- Efficiencies achieved in manufacturing have supported improved sales volumes across our ingredients, powders and cream, and lactoferrin businesses
- Our new purpose 'Doing Milk Differently for a Healthier World' established





### STATED OBJECTIVES

### **GROWTH:**

#### DEEPER AND BROADER = CHASE PROFIT POOLS

- Deepen relationships with existing customers and build into new categories
- Broaden customer base in core categories
- Accelerate development of new profit pools with new customers and categories

### CAPABILITIES:

#### LEAPFROG = CREATE LONG TERM VALUE

- 4. Research and development+ innovation
  - Sustainability as a purpose-led differentiator
  - World class quality
  - Low-cost manufacture (IWS)
  - Continue to differentiate milk supply
  - Great place to grow engagement, talent, strategic capabilities

### **PROGRESS TO DATE**

### **GROWTH:**

VS

#### DEEPER AND BROADER = CHASE PROFIT POOLS

- Continue to meet customer demands through strategic partnerships and supply chain responsiveness
- Major investments in Everyday Dairy category through the Advanced Liquid Dairy Packaging Facility and conditional acquisition of Talbot Forest Cheese
- Doubled lactoferrin manufacturing capacity, enabling a significant expected uplift in production and sales volume in FY19

### CAPABILITIES:

#### LEAPFROG = CREATE LONG TERM VALUE

- Increased R&D investment in Infant Nutrition and Everyday Dairy categories
  - 12.4% increase in milk processed as a result of realising significant manufacturing efficiencies
  - Lead with Pride<sup>™</sup> certified farms increased to over 60
  - Commenced a number of climate change, water degradation, circular economy, and environmental and animal welfare initiatives







# **DOING MILK DIFFERENTLY FOR A HEALTHIER WORLD**



### **Being Different**

Our company was born disruptive. It is this spirit that has driven our success. To do things differently than we did yesterday, to try things that haven't been done before, is at our core.



The milk nutrition products we manufacture provide genuine benefits for human health and wellbeing for millions of people throughout the world.



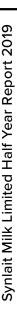
### **Essential Nutrition**



### **Sustainability**

People and planet underpin all we do. Sustainability isn't a catchphrase for us. It's at the core of what we're doing everyday – all of us.







### **OUR AMBITION**

When we look back...

**"WE WILL FEEL PROUD OF THE BOLD STANCE** WE HAVE TAKEN, THE GLOBAL DIFFERENCE WE HAVE MADE AND THE SUSTAINABLE **DIVERSIFIED COMPANY** WE HAVE BUILT TOGETHER"

### **OUR STRATEGY**

#### **DOING MILK DIFFERENTLY**

**OUR CATEGORIES** 









**Infant Nutrition** 

**Everyday Dairy** 

Ingredients

**Adult Nutrition** 

### FOR A HEALTHIER WORLD

OUR SUSTAINABLE VALUE CHAIN





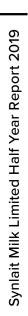


Environment

People

Enterprise





### **INFANT NUTRITION UPDATE**

#### Infant Nutrition business continues to grow

- Continue to build on our strong partnership with The a2 Milk Company<sup>™</sup>
- Other brands are taking longer than expected to achieve regulatory approval in China and the United States
- Building capacity to support future anticipated growth
- Remain on track to deliver FY19 canned infant formula volume guidance of 41,000 45,000 MT





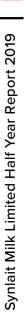
**Infant Nutrition** 

### Second infant-capable processing site at Pokeno remains on track to be commissioned for the 2019 / 2020 milk season

- Second site provides geographical diversification and the ability to optimise production across our two sites
- The Pokeno plant is expected to have its MPI sign-off received early FY20
- Start-up product mix is expected to be a mixture of ingredients and infant formula base powder

### Milk supply development remains on track for the start of the 2019 / 2020 milk season

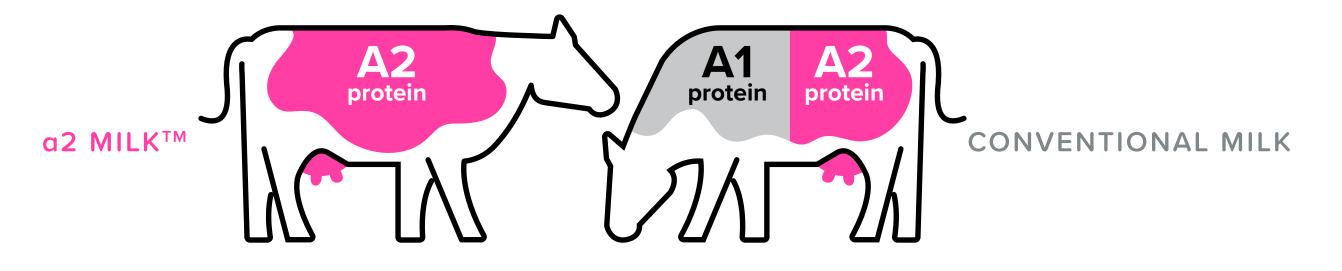




### THE a2 MILK COMPANY

# Synlait has exclusive supply rights for The a2 Milk Company's<sup>™</sup> canned infant formula products for the Australia / New Zealand (ANZ) and China markets

- Exclusive supply partnership for infant nutrition in ANZ and China
- Announced 5 year minimum supply agreement in July 2018
- The a2 Milk Company is a 17.4% shareholder in Synlait
- The two companies continue to work closely together to grow our respective businesses
- The a2 Milk Company<sup>™</sup> is currently the largest New Zealand company on the NZX by market capitalisation\*, and grew revenue from \$111 million in FY14 to \$923 million in FY18





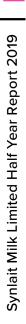
**Infant Nutrition** 

Synlait maintains an A1 protein-free milk pool, allowing it to create products for The a2 Milk Company<sup>™</sup>

The a2 Milk Company continues to build a strong market position in the China infant formula market through its broad range of distribution channels

- 35.7% market share in Australian grocery and pharmacy<sup>(1)</sup>
- Kantar IF consumption value share of 5.7% for Tier 1 and Key A cities in China<sup>(1)</sup>
- ~12,250 MBS stores in China<sup>(1)</sup>
- Strong cross border e-commerce (CBEC) presence in China





## PORTFOLIO OF INFANT FORMULA CUSTOMER PARTNERSHIPS

#### **REGULATORY UPDATE**

- Most functions of the former AQSIQ and CFDA have merged into SAMR and the remaining functions of AQSIQ have moved to GACC which includes overseas factory registrations
- Obtained registration renewal of our
  Dunsandel plant with the GACC (previously
  CNCA) in January allowing Synlait to
  continue to export canned infant formula
  to China
- Auckland plant has achieved GACC dairy registration and is progressing with the GACC infant formula milk powder process

- Five year minimum supply agreement signed in July 2018
- Exclusive supply rights for The a2 Milk Company's<sup>™</sup> infant formula products to China and Australia / New Zealand markets





- Agreement to supply Munchkin's Grass Fed<sup>™</sup> infant formula
- Sold in Australia and New Zealand
- Currently selling Stage 2 Grass
  Fed<sup>™</sup> formula in United States and resubmitting USFDA for Stage 1



**Infant Nutrition** 

- Five-year supply agreement signed in February 2018
- SAMR registration application submitted, anticipate approval in 2019





- Five-year supply agreement signed in August 2017
- SAMR registration application submitted for Akara and e-Akara. Anticipate Akara approval in 2019, and e-Akara approval at a later date





#### Advanced Liquid Dairy Packaging Facility is currently being commissioned

- In parallel the plant will be going through all the required export registrations for the China market
- Product development across all categories is progressing well

#### Talbot Forest Cheese business is executing to plan, with the investment expected to be completed on 1 August 2019

- The acquisition supports our growth strategy and will help us to optimise our value chain
- Allows manufacturing of a variety of cheese products that complement our existing product portfolio, optimisation of manufacturing assets during peak seasonal flows and accessing of new profit pools
- The acquisition is aligned with our approach to run high-quality, flexible dairy manufacturing capabilities that can be tailored to meet customer needs



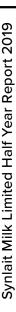
### **EVERYDAY DAIRY**

In addition to other liquid milk opportunities, Synlait is currently evaluating a number of options to target high-returning, fast-growing pasteurised and long-life dairy beverages, including:

- UHT cream for foodservice
- Ambient drinking yoghurt -
- Functional beverages -
- Ready-to-drink infant formula products are also being evaluated for the plant





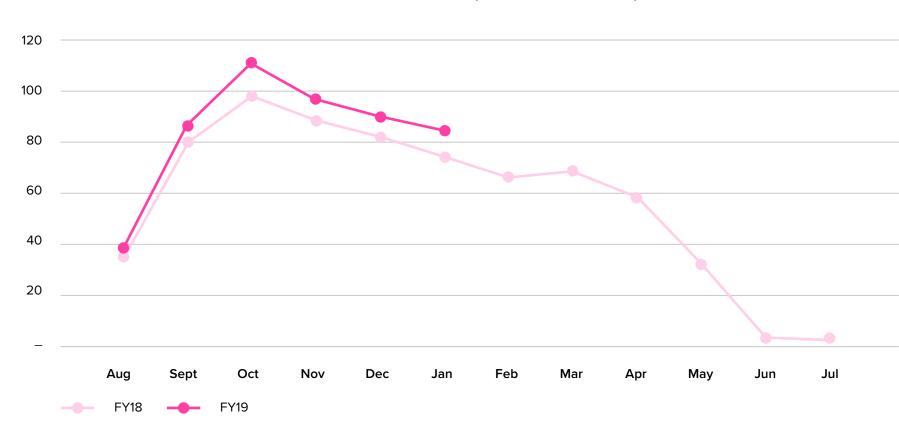


## **INGREDIENTS + LACTOFERRIN**

Synlait has experienced a strong HY19 in the ingredients business, supported by a significant realisation of manufacturing efficiencies

- Milk processed for HY19 has grown from 38.3m kgMS to 43.1m kgMS,
  12.4% higher than HY18
- Contracted milk supply up from 41.4m kgMS to 41.7m kgMS
- Net purchases of milk of 1.4m kgMS
- Ingredients production up from 59,873 MT in HY18 to 72,484 MT in HY19, a 21% increase

Increases in capacity have been enabled by a 6% improvement in Overall Equipment Effectiveness (OEE)



#### Milk Processed (millions of litres)



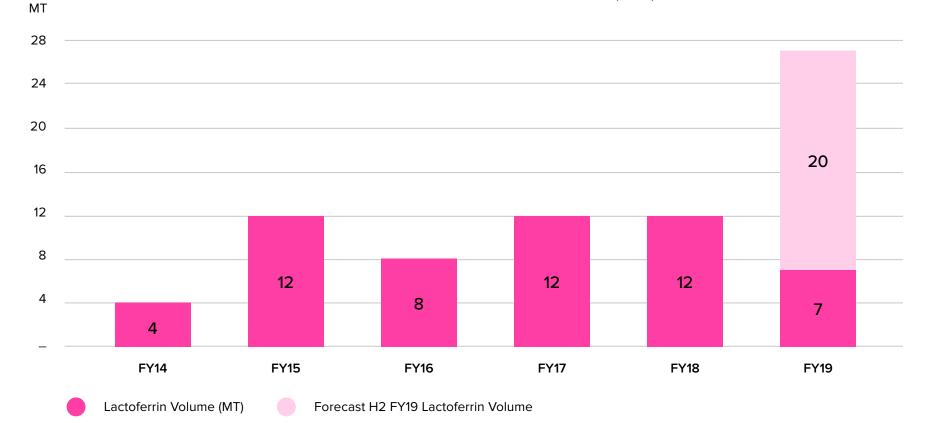
Ingredients

Synlait has a strong and growing customer base for lactoferrin, primarily for use in the premium infant formula market

- Synlait doubled its lactoferrin manufacturing capacity effective from November 2018
- The investment in additional capacity was underpinned by a multiyear agreement for infant formula-grade lactoferrin signed with a multinational customer for approximately half of Synlait's capacity

#### Synlait has developed world leading lactoferrin manufacturing technology to enable production of infant grade product which is attracting significant market demand

- Synlait produced 7 MT of lactoferrin in HY19 and sold 6 MT at a gross margin of \$397,938 per MT
- Expect to produce circa 20 MT in H2 FY19



#### Lactoferrin Production Volume (MT)









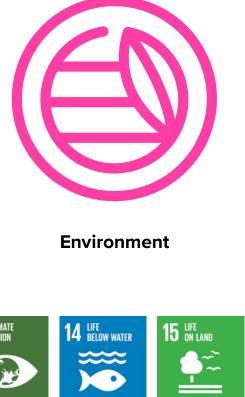
#### Lead agriculture's response to climate change

- Greenhouse gas reduction targets: -35% on-farm; -50% off-farm per kgMS
- 32 initiatives underway. Two main focus areas
  - 1. On-farm methane reduction. Piloting inhibitor late 2019
  - 2. Decarbonising manufacturing energy. Electrode boiler live in March



#### Minimise water use and eliminate water degradation

- Targets: -20% per kgMS; -45% N loss; +20% waste water quality
- Deploying best on-farm practices that address water degradation
- Collaborating on emerging technology to improve waste water quality







SUSTAINABLE DEVELOPMENT GOALS



#### Pioneer the circular economy system in **New Zealand**

- Targets: Zero waste to landfill -
- Eliminating single use plastics
- Pioneering circular economy -





#### Lead stewardship for animals, biodiversity + soil

- Advancing our system for maximum animal health + wellbeing
- Restore biodiversity, enhancing our farming system -
- Enhance soil health to build farm performance and resilience

**Energy Plant Solutions'** 3D model of Synlait's electrode boiler.









#### Health, Safety and Wellness

- Total Recordable Injury Frequency Rate (TRIFR) decreased from 18.1 to 15.8 per million hours worked in HY19, a **13% improvement**
- Critical Risk Projects are progressing with engineering controls supporting the risk reduction
- Launched wellness programme, with mental health and physical health assessments offered to all employees



#### **Attraction and Engagement**

Gallup Q12 employee engagement score improved from **31st to 61st** percentile of peer group

### PEOPLE



People





#### Diversity

- Training leaders to remove conscious and unconscious biases from their decision making
- Accelerating development of women and Maori who \_ are underrepresented in leadership positions
- Building a diverse and inclusive culture
- Introducing flexible working to support people managing multiple roles in their everyday life







#### Lead the food industry for transparency + accountability

- On-track for B Corp certification by 30 June 2019
- Committed to Science Based Targets initiative
- Climate Change impact to be reported through CDP by 30 April 2019
- ESG risk rating performance received with commitment to improve



#### Uphold highest food safety and quality standards, the cornerstone of Synlait's business

- Synlait secured GACC registration renewal for the Dunsandel site
- Focus on food safety and quality systems and processes, and quality performance culture through IWS frameworks









#### Investing in innovation to establish a world class value chain

- Strengthened innovation capability and capacity across core disciplines and categories to drive strategy execution
- Successfully building ambient stable liquids and Infant Nutrition NPD pipeline
- Delivered significant efficiency, yield and quality gains across manufacturing processes





#### Partnering with farmers and customers who share our sustainable supply philosophy

- Increased Lead With Pride<sup>™</sup> accredited farmers to over 60
- New agreements signed with key suppliers incorporating sustainability requirements







# OUR FINANCIAL RESULTS

NIGEL GREENWOOD CHIEF FINANCIAL OFFICER





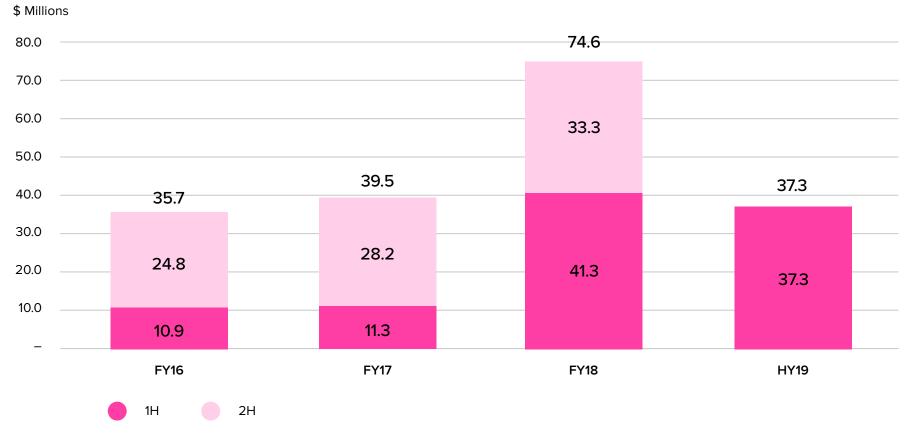
#### NPAT: \$37.3 million in HY19 vs. \$41.3 million in HY18

- Significant increase in manufacturing efficiencies enabled 12.4% more milk to be processed in HY19
- Powders and cream sales in HY19, increased to 56,116 MT from -44,435 MT in HY18, a 26% increase
- While canned infant formula volumes were up 5% on HY18 to -17,684 MT these were at lower margins
- Significant investments in headcount and consultancy costs to support growth: Everyday Dairy category, technical (R&D), and capacity at Pokeno

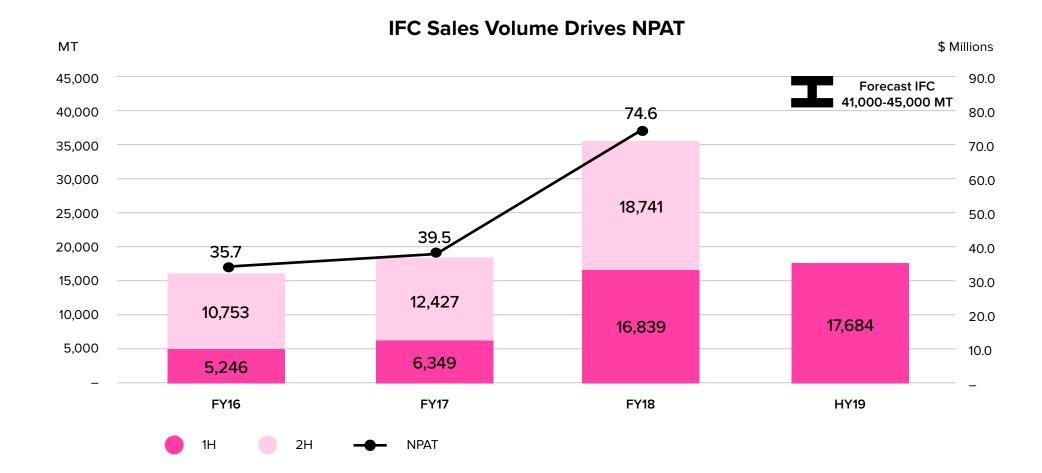
#### **Earnings Summary**

NZ\$ Millions	HY19	HY18
EBITDA	\$70.2	\$74.1
EBIT	\$56.5	\$62.1
Earnings Per Share (basic and diluted)	) 20.82 cents	23.05 cents

### **OVERVIEW**











## SALES VOLUME AND INVENTORY

#### HY19 powders and cream volumes increased 26% on prior year, due to 12.4% more milk being processed than in HY18

- This was enabled by improved manufacturing efficiencies as a result of our IWS programme

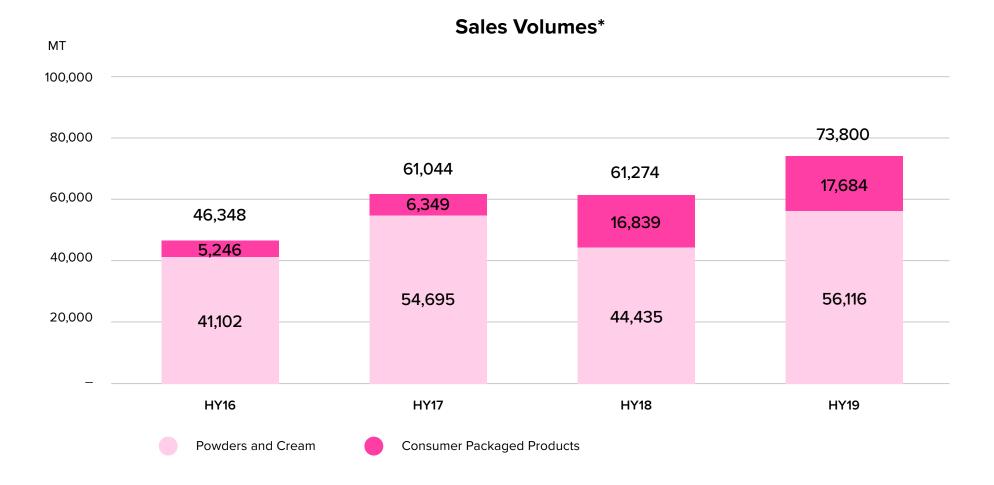
### Canned infant sales volumes slightly ahead of HY18. Second half sales volumes will represent a higher proportion of total sales than in FY18

### Finished goods inventory of 44,344 MT was 27% higher than HY18, reflecting the increase in milk processed in HY19

- Includes ingredients, bulk infant formula, and finished canned infant formula
- Raw materials inventory also well up on HY18 to support second half infant formula production

#### Sales of lactoferrin increased to 6 MT from 4 MT in HY18

- Lactoferrin sales exclude volume used internally





**Finished Goods Inventory** 

\*Sales volumes for specialty ingredients are not shown on the graph.



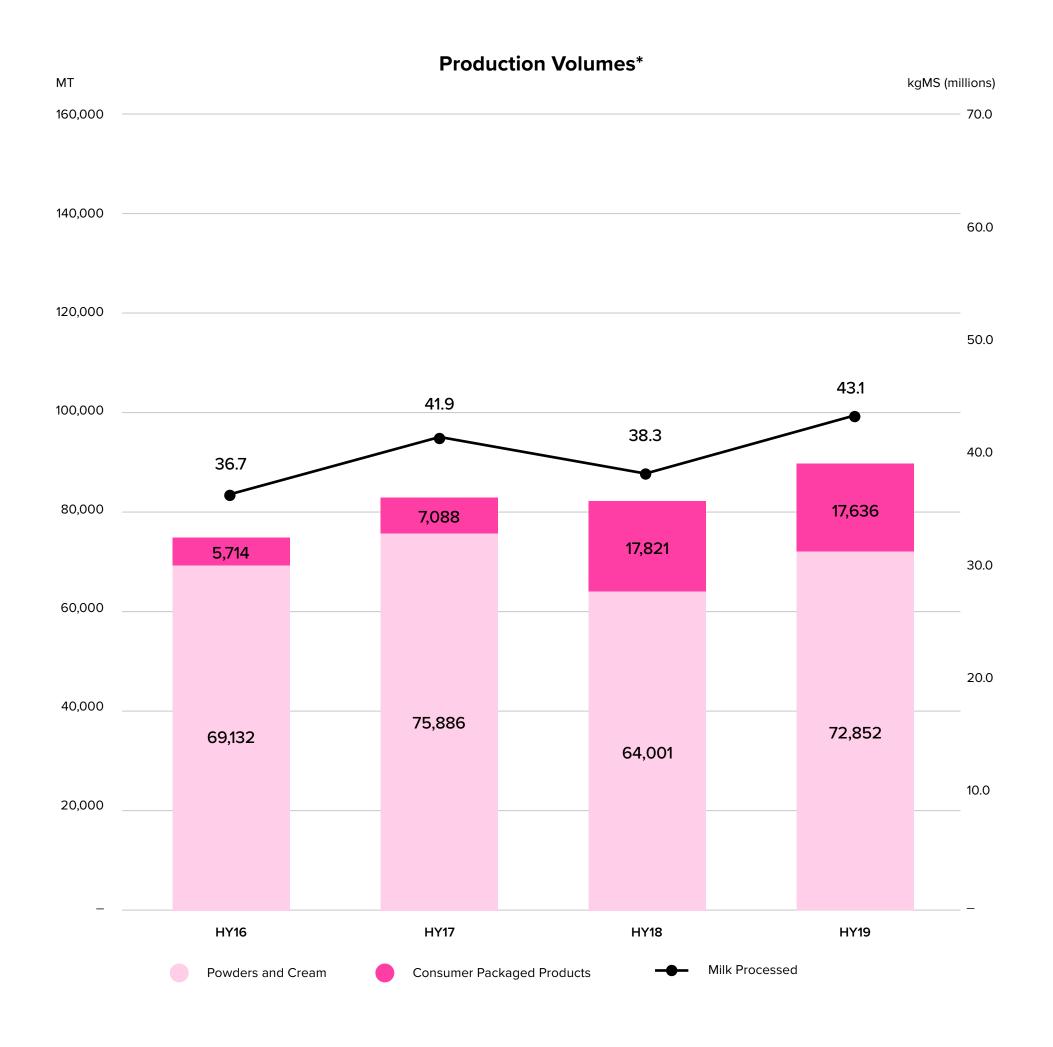


### **PRODUCTION VOLUME**

#### First half milk processed up 12.4% on HY18 at 43.1 million kgMS

- Total production increased by 10.5% to 90,495 MT in HY19 vs 81,828 MT in HY18, with production volumes up on HY18 primarily in powders and cream
- Product mix shifted to powders and cream (81% in HY19 vs. 78% in HY18), a result of increased manufacturing efficiency

#### Production of lactoferrin increased from 3 MT in HY18 to 7 MT in HY19



\*Production volumes for specialty ingredients are not shown on the graph.





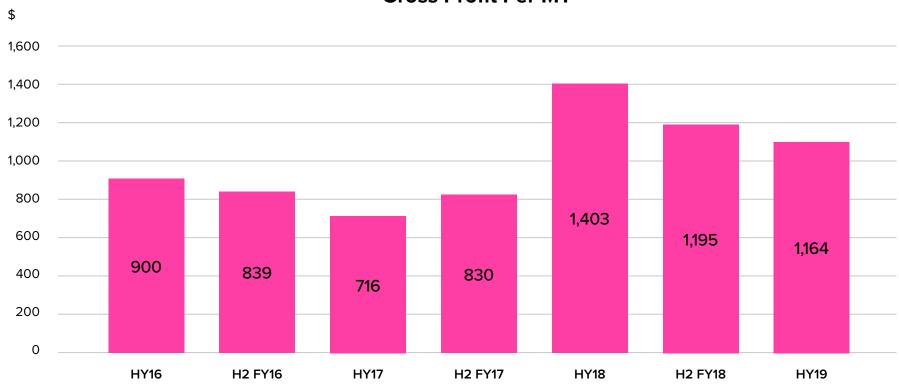
### **GROSS PROFIT PERFORMANCE**

Gross profit per MT was lower than HY18, primarily due to a product mix shift towards lower margin powders and cream

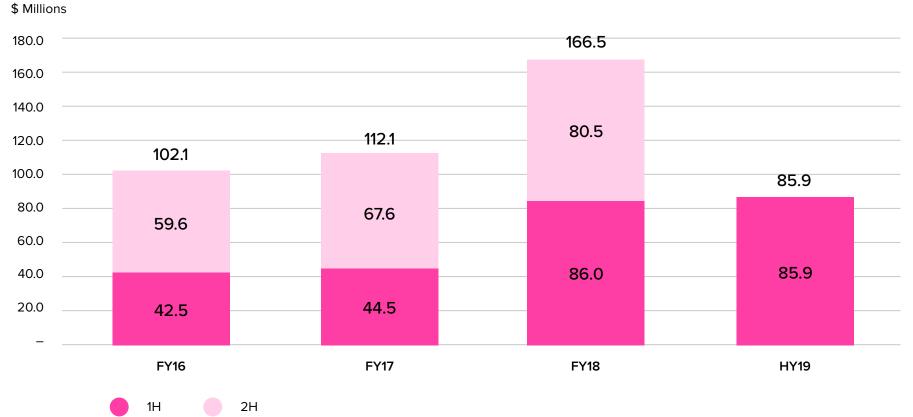
However, the lower margin per MT on canned infant formula sales also impacted margin

Expect gross profit per MT to expand in H2 FY19, with canned infant formula sales increasing as a share of total sales

Whilst gross profit per MT has declined, overall gross profit has been maintained as Synlait experiences the benefits of scale



**Gross Profit Per MT** 



**Gross Profit** 

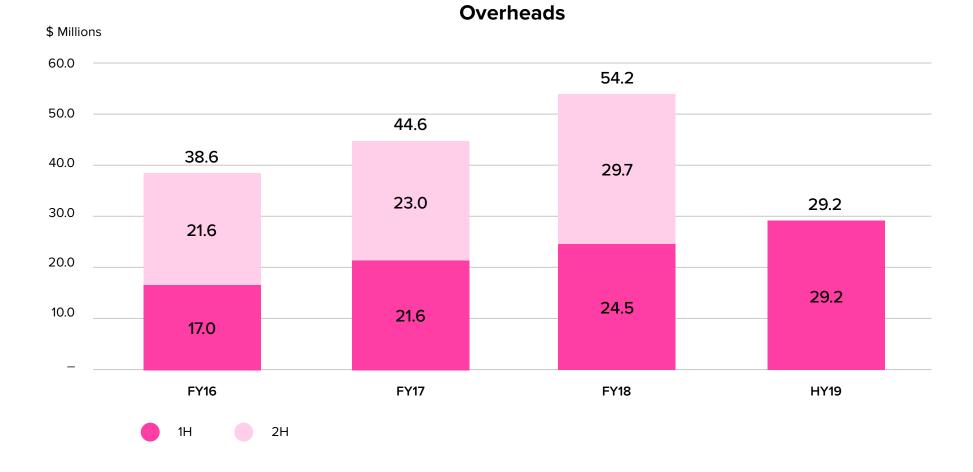




## **OVERHEADS**

#### Increase in overheads reflective of headcount investment to support growth in Everyday Dairy category, Technical (R&D) and capacity at Pokeno

- Net overheads have increased by \$4.7 million or 19.2% from HY18 to \$29.2 million
- Overheads are broadly in line with H2 FY18
- Largest driver of the increase is employee and consultancy costs, which reflects the continued investment into capability for research and development, business development and leadership to support continuing growth of the existing business, and development of new opportunities



\$ Millions 35.0 29.2 2.9 30.0 0.1 1.7 24.5 25.0 20.0 15.0 10.0 5.0 HY19 Other HY18 Employee Costs Consultancy

**Overheads** 



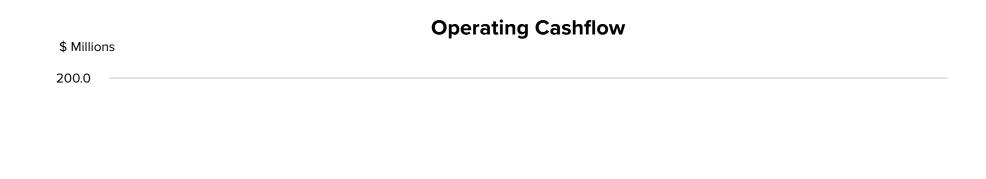


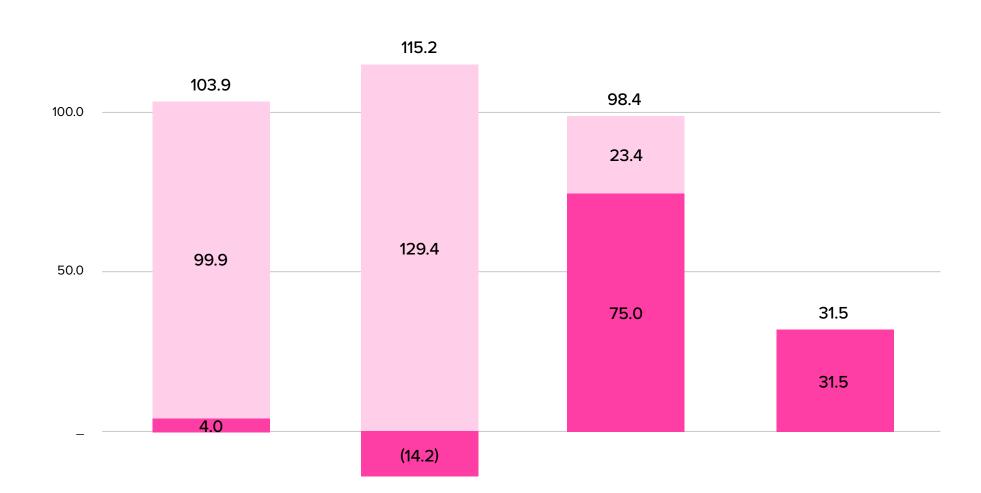
### **OPERATING CASH FLOW**

150.0

### Synlait typically experiences weak cash flows in H1 due to the milk production curve

- Operating cashflow has reduced in HY19 to \$31.5 million, down from
  \$75.0 million in HY18, which was somewhat of an anomaly year
- Whilst down on HY18, HY19 operating cash flows remain strong relative to previous half years
- The reduction in operating cash flows is primarily due to:
  - Inventory balances of both finished goods and raw materials have built on higher than expected production volumes, and to meet forecast IFC sales in H2 FY19
  - Increase in overhead expenditure to support the business
  - We anticipate strong operating cashflow generation in the second half of the year due to the sell down of carry over inventory and increased canned infant formula sales







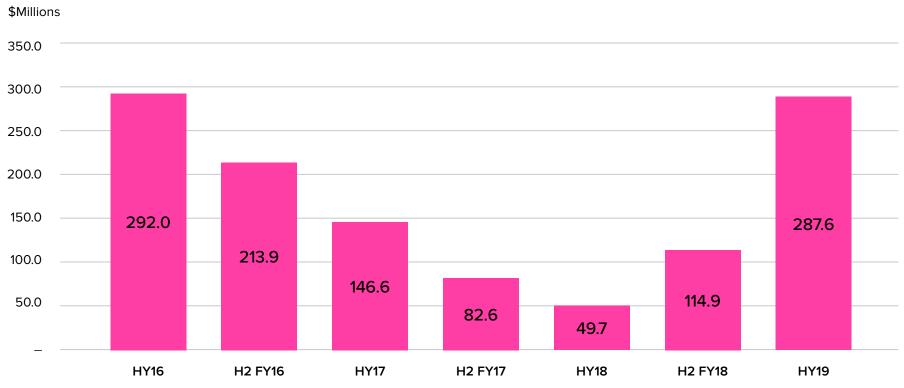




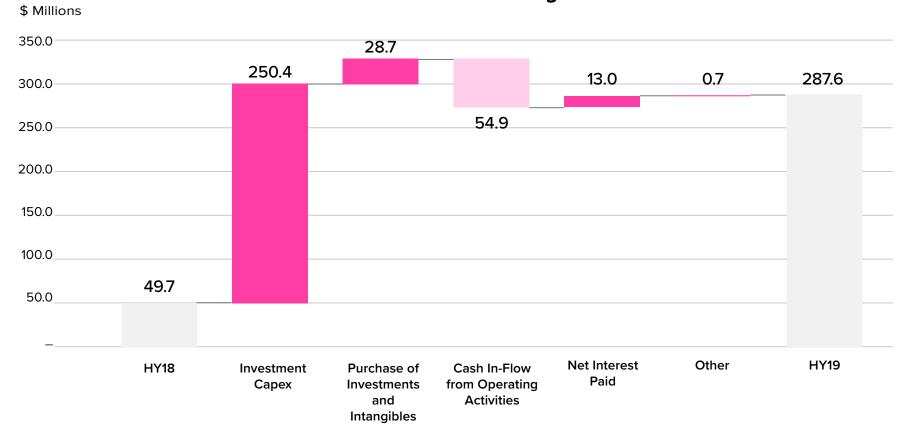
#### Significant investment in major growth projects

- \$250.4 million of capital expenditure over the 12 month period from HY18 to HY19. The major components of this were:
  - Second infant-capable manufacturing facility in Pokeno \$109.4 million of \$260 million
  - Liquid Milk Plant at Dunsandel \$101.8 million of \$125 million
  - Lactoferrin plant upgrades at Dunsandel \$18.5 million
  - \$28.7 million of intangibles and investments expenditure, with conditional investment of \$17.2 million in Talbot Forrest Cheese (secured loan)
- Closing net debt of \$287.6 million, forecast to increase at year end to \$320 - \$340 million
- Capital projects will continue to be funded through existing debt facilities and operating cashflows
- No need to raise capital, but no dividend while on strong growth trajectory
  - Detail on Bank Facilities and Covenants is included in the Appendix

### NET DEBT







#### Net Debt Bridge







# OUTLOOK

LEON CLEMENT CHIEF EXECUTIVE OFFICER



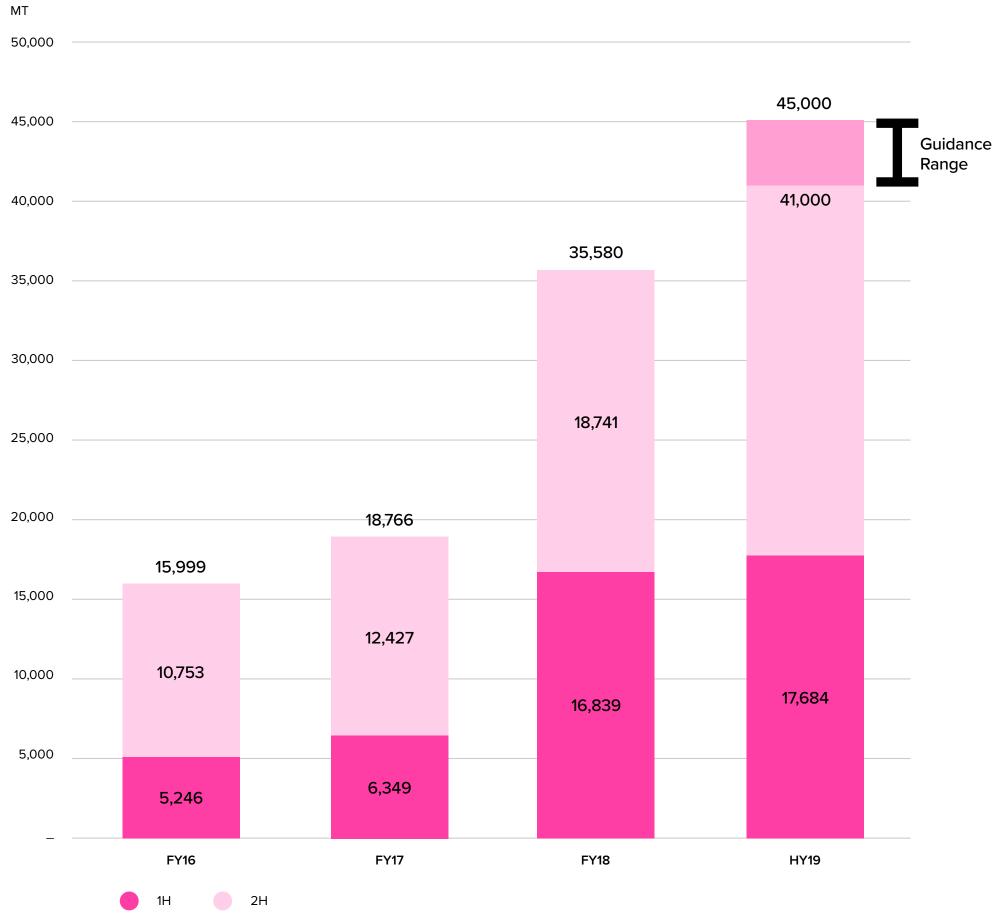


### SECOND HALF RETURNS

#### Remain on track to deliver FY19 canned infant formula volume guidance of 41,000 - 45,000 MT, with higher sales volumes forecast in H2 FY19

- Higher share of annual canned infant formula volumes were delivered in HY18 versus HY19
- Volume growth in H2 FY19 driven by:
  - Continued growth in The a2 Milk Company<sup>™</sup> volumes
  - Maintaining Munchkin's Grass Fed<sup>™</sup> ANZ sales through both domestic and cross-border channels

Synlait will be hosting an Investor Day at the Dunsandel Site in early June, following the opening of the Advanced Liquid Dairy Packaging Facility. Details to be provided in the coming weeks



**Canned Infant Formula Sales** 





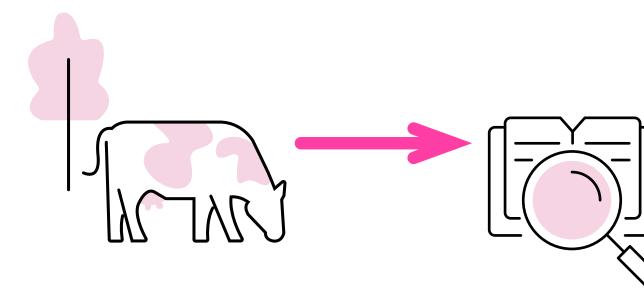


APPENDICES





## SYNLAIT'S INTEGRATED VALUE CHAIN



#### DIFFERENTIATED **MILK SUPPLY**

- Milk streaming (A1 protein free milk, Grass Fed<sup>™</sup>, Lead With Pride<sup>™</sup>)
- Farm ISO certification programme (Lead With Pride<sup>™</sup>)
- Three-year rolling contracts

#### **RAW MATERIALS** PROCUREMENT

- Source high quality ingredients & packaging
- Agile and risk based approach based on customer needs
- Robust supplier Quality Management

#### **RESEARCH + CATEGORY** DEVELOPMENT

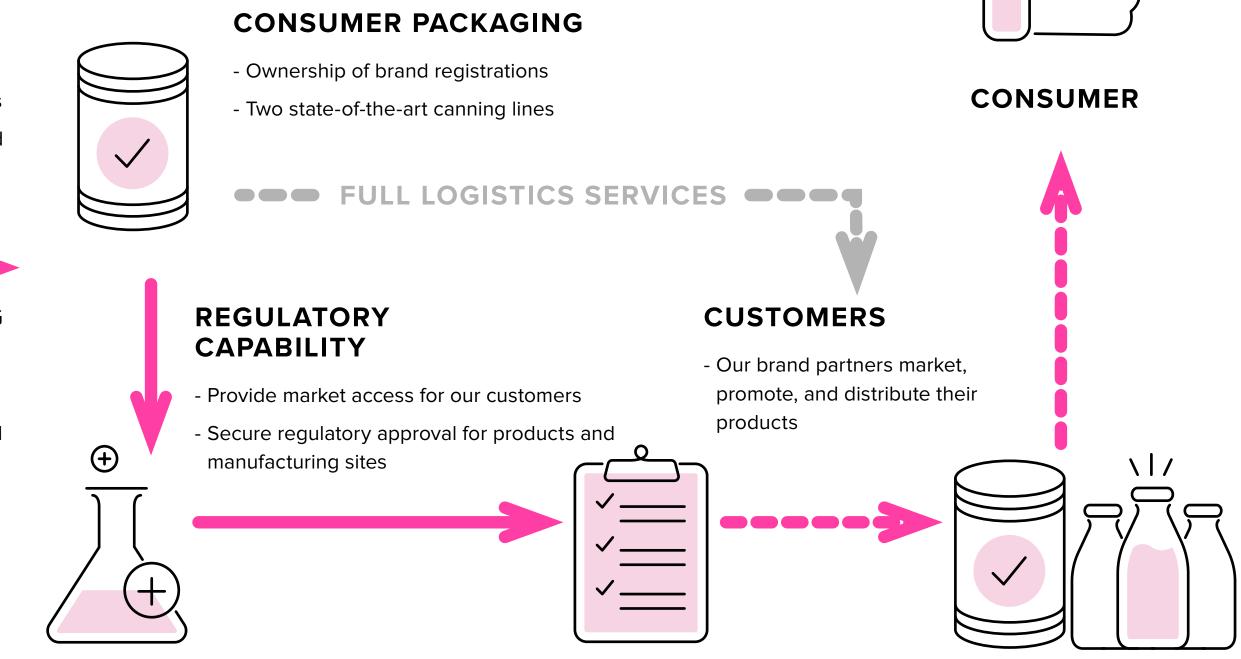
- Dedicated R&D facility at Palmerston North
- Focus on innovating production and process
- New product development in attractive categories and markets

#### MANUFACTURING **EXCELLENCE**

- Operate high spec, large scale plants
- Efficiencies driven through Integrated Work System (IWS) programme
- Control all aspects of product quality

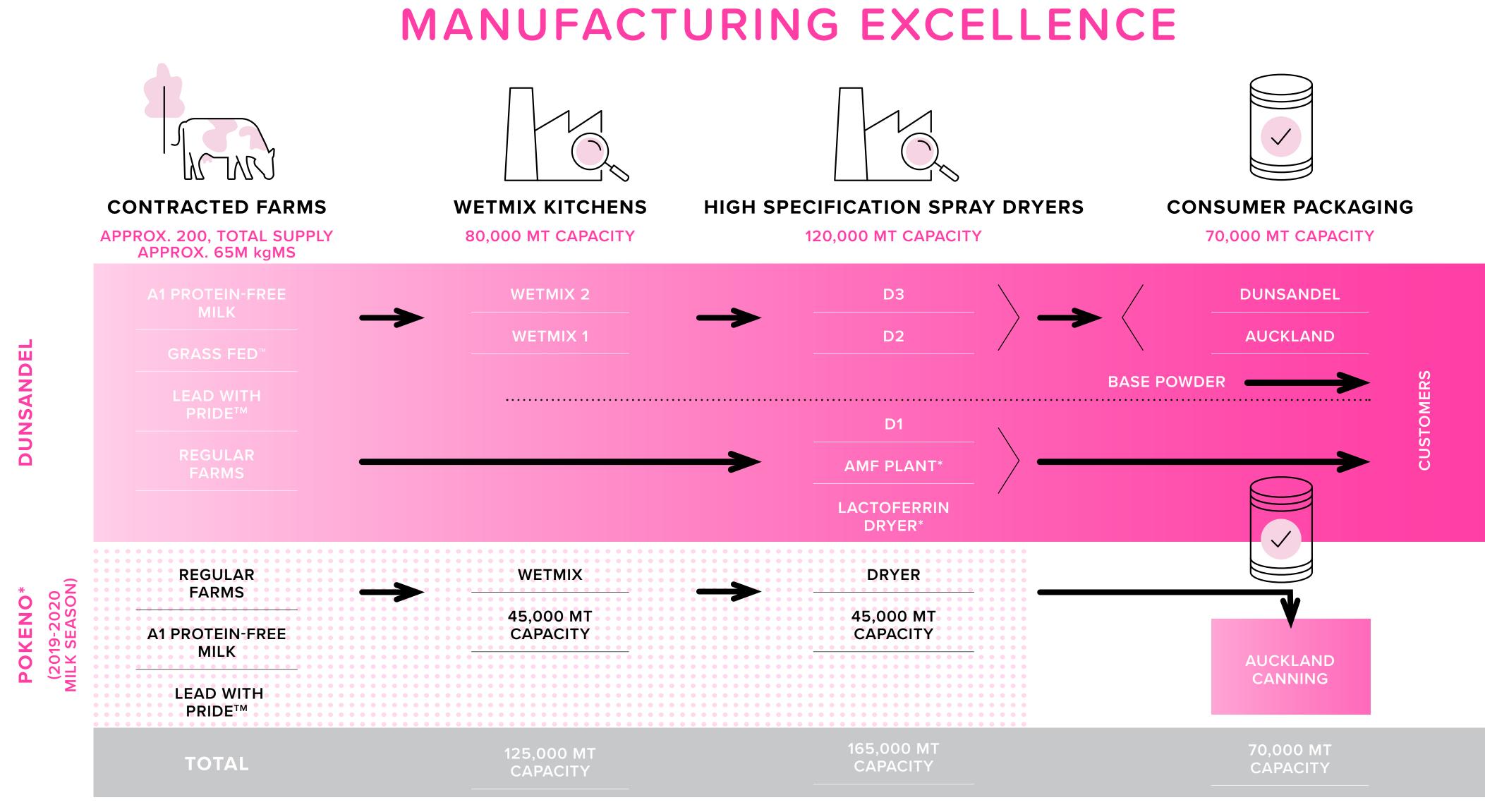
#### **QUALITY TESTING** LABORATORY

- Zero defects targets
- Test raw materials, finished products and facilities
- Full quality assurance and traceability









This diagram shows capacity across our core categories of powders and infant formula. It does not include the conditional acquisition of Talbot Forest Cheese assets or the Advanced Liquid Dairy Packaging Facility

\* Not shown in headline capacities





#### **AUCKLAND CANNING**

• SAMR registration in progress

### OUR GEOGRAPHIC FOOTPRINT

#### **TEMUKA**

• Talbot Forest Cheese acquisition on track for 1 August completion

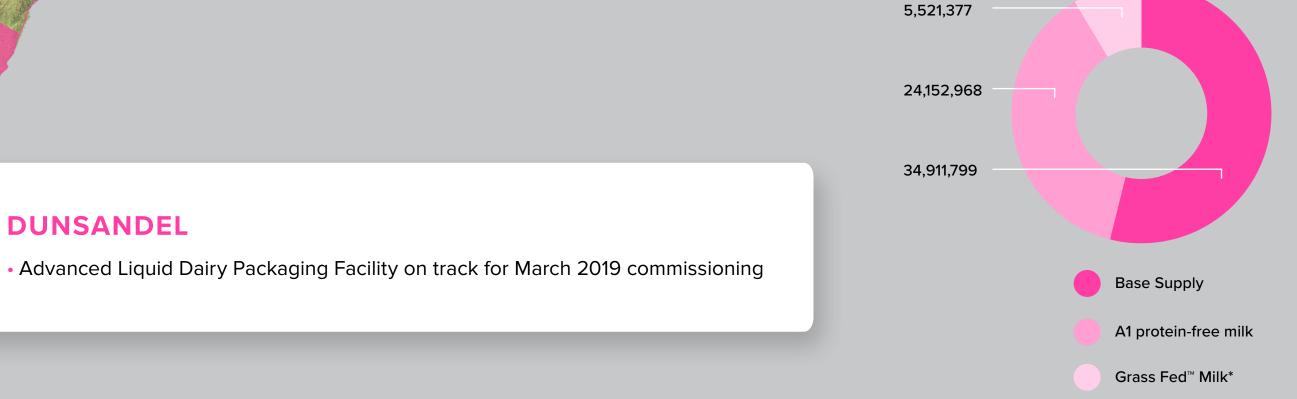
#### POKENO

- Plant on schedule for 2019 / 2020 milk season commissioning
- A1 protein-free and Lead With Pride<sup>™</sup> milk pools being formed

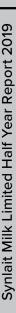
#### **PALMERSTON NORTH**

• R+D staff to grow from seven to 15 by the end of FY19

#### **FY19 CONTRACTED** MILK SUPPLY (KGMS)







### **GROSS PROFIT BY CATEGORY**

	Sales Volume (MT)		Gross Profit (\$m)			Gross Profit / MT			
	HY19	FY18	HY18	HY19	FY18	HY18	HY19	FY18	HY18
Powders and Cream <sup>1</sup>	56,116	93,042	44,435	69.6	134.4	71.6	959	1,065	1,192
Consumer Packaged	17,684	35,580	16,839	14.0	27.6	13.5	789	777	800
Lactoferrin	6	16	4	2.3	4.4	0.9	397,938	285,757	213,681
Total	73,806	128,637	61,278	85.9	166.5	86.0	1,164	1,294	1,403

<sup>1</sup>Gross profit per MT includes both external sales volumes and internal transfers of bulk infant formula to blending and consumer packaging.





### **BANKING FACILITIES AND COVENANTS**

### Synlait currently has three syndicated bank facilities in place with ANZ and BNZ.

- 1. Working capital facility (multi-currency) –facility limit of \$225 million and reviewed annually
- Revolving credit facility (Facility A) facility limit of \$150 million, amortising \$30 million on 1 August 2020 and maturing 31 July 2021
- 3. Revolving credit facility (Facility B) facility limit of \$100 million maturing on 31 July 2023

#### We were compliant with our bank covenants at all times during HY19.

We have four key bank covenants in place within our syndicated bank facility agreement.

#### These are:

- Interest cover ratio EBITDA to interest expense of no less than 3.00x based on full year forecast result
- 2. Minimum shareholders funds no less than \$295.5 million
- 3. Working capital ratio inventory and debtors to working capital facility outstanding of no less than 1.5:1
- 4. Leverage ratio Total debt to EBITDA is no greater than 3.5x





### INFANT NUTRITION MARKET UPDATE

### Globally, the Infant Nutrition market continues to grow strongly, with the global market forecast growth at 6% p.a. between FY19 and FY23<sup>(1)</sup>

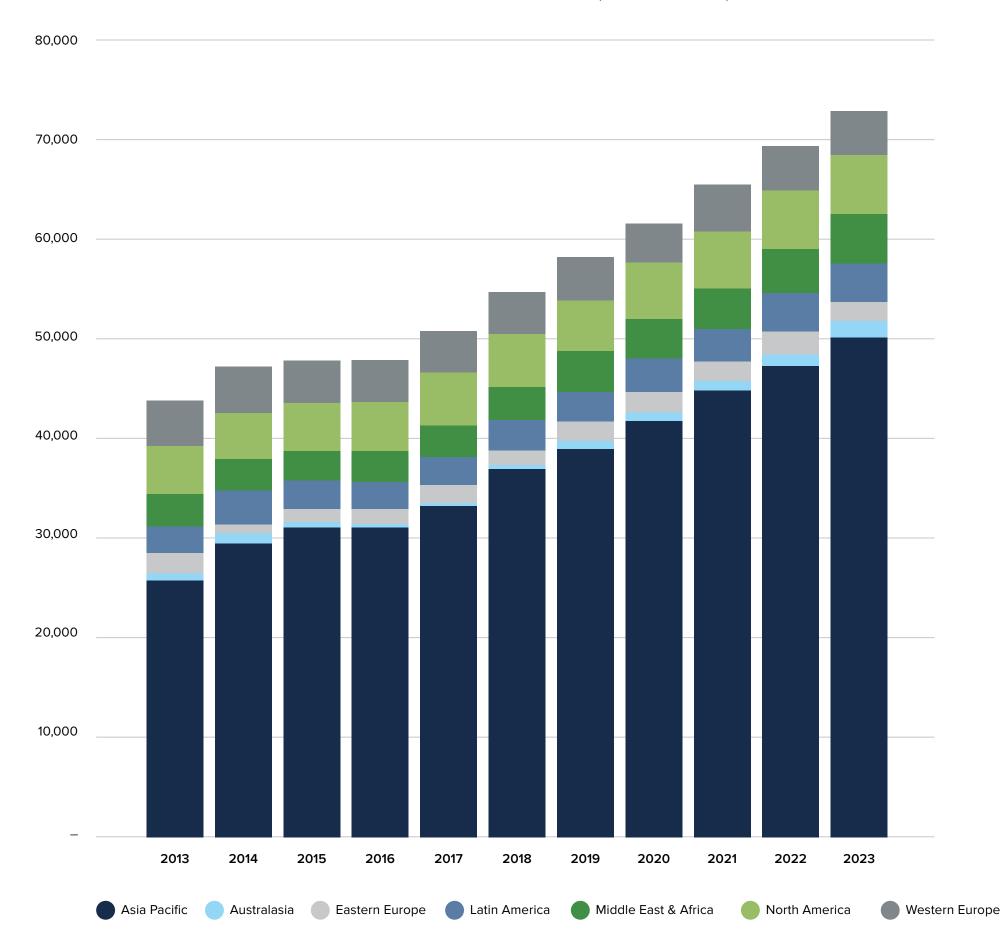
• Asia Pacific, Australasia, Middle East, and Africa are expected to be the fastest growing regions<sup>(1)</sup>

#### Supportive factors driving the Infant Nutrition market include:

- Consumer demand for more premium brands
- Food safety, naturalness and provenance
- Growing middle class in Asia



Infant Nutrition



#### Global Infant Formula demand (US\$ millions)<sup>1</sup>





## **INGREDIENTS MARKET UPDATE**

#### INGREDIENTS

Despite global economic uncertainties, there's been continued demand for New Zealand dairy ingredients, complemented by constrained milk production in other dairy exporting nations this season due to drought

- With EU Intervention stock levels diminished, skim milk powder GDT prices have had a rally, on average 12% higher than HY18
- Meanwhile anhydrous milk fat and whole milk powder prices have lagged HY18 by 22% and 7% respectively



Ingredients

#### LACTOFERRIN

#### Demand for lactoferrin is driven by increasing use in infant formula, particularly in China and the U.S. following the successful launch of high lactoferrin-content infant formula products

Synlait has ability to export to the U.S. market as our lactoferrin holds
 FDA GRAS registration for use as an ingredient in infant formula,
 enabling further market opportunities

#### A demand and supply imbalance is driving a global strengthening in lactoferrin prices

- Demand for lactoferrin, a form of protein, is built on its attractive anti-microbial, anti-inflammatory and immune-enhancing properties
- Approximately 50% of the world lactoferrin demand is used for infant formula applications, with other applications including food supplements, other dairy products, and pharmaceuticals
- The issuance of the Chinese national standard (GB) for lactoferrin, determining a high purity and lower moisture content requirement for the product, reduced global supply with some suppliers not possessing the technical capability to meet the requirements

Synlait remains well placed to deliver to increasing global demand, with significant expertise in lactoferrin production





Leine	Location	Facility	Capacity (MT)	Commissioning	Output
kin	Location	raciiity		Commissioning	Output
	Dunsandel	Blending and Canning	35,000	Jul-14	Infant formula
	Auckland	Blending and Canning	35,000	Nov-17	Infant formula
ı <b>y</b>	Dunsandel	Wetmix Kitchen 1	40,000	Sep-11	Infant formula base powder
5	Dunsandel	Wetmix Kitchen 2	40,000	Nov-17	Infant formula base powder
niry					
-	Dunsandel	Dryer 1	40,000	Aug-08	Infant grade WMP and SMP
ie	Dunsandel	Dryer 2	40,000	Sep-11	Infant formula base powder, IF grade WMP and SMP
	Dunsandel	Dryer 3	40,000	Sep-15	Infant formula base powder, IF grade WMP and SMP
spec	Dunsandel	SMD	2,000	Jul-09	Specialty milk powders
-	Dunsandel	AMF	20,000	Sep-08	AMF
age	Dunsandel	Lactoferrin plant	20	Apr-14	Lactoferrin
0	Dunsandel	Lactoferrin expansion	20	Nov-18	Lactoferrin
	In progress	Facility	Capacity (MT)	Commissioning	Output

Dunsandel	
Dunsandel	
Dunsandel	
In progress	
Pokeno	,
Dunsandel	

 $\bigcirc$ 

Temuka

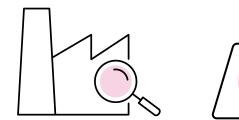
#### Shareholder base anchored by key customers

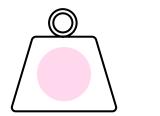
- Some of Synlait's biggest customers, namely T Milk Company (17.4%), Bright Dairy (39.0%) and (2.8%), are large shareholders in Synlait

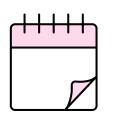
Synlait's state-of-the-art asset base includes pur built infant formula facilities, highly automated e dairy manufacturing facilities, and a flexible ingr plant capable of producing standard and special ingredients

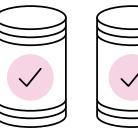
- Synlait is the largest infant nutrition manufactu Southern Hemisphere
- Synlait possesses a geographically diverse and \_ asset base
- Synlait's modern manufacturing facilities have age of only 5.5 years, which is declining with n coming on-line

### **ASSET BASE AND SHAREHOLDER BASE**











Facility	Capacity (MT)	Commissioning	Output
Wetmix 3 & Dryer 4	45,000	Spring-19	Infant formula base powder, IF grade WMP and SMP
Liquid dairy packing	110mL	Mar-19	Milk, cream, long-life dairy, other blended dairy products
Cheese	12,000	Aug-19	Cheese



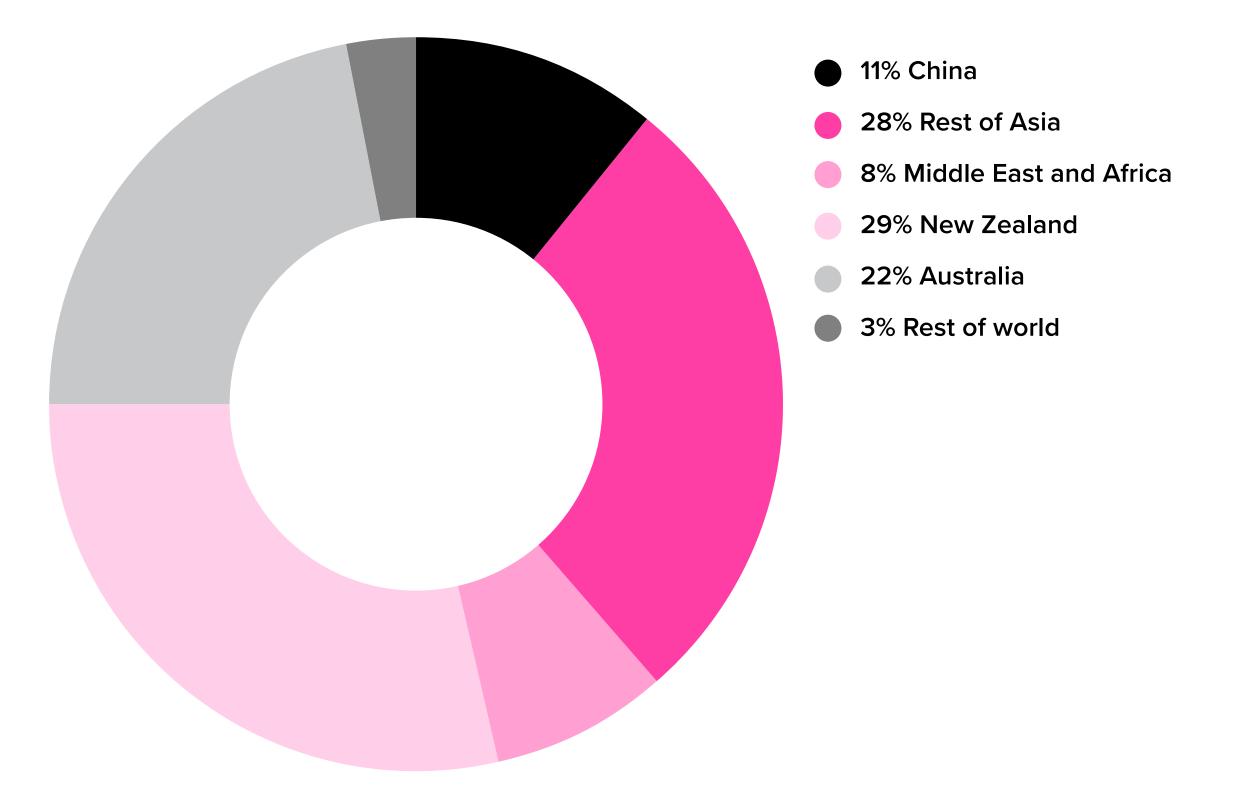


### **GLOBAL MARKET REACH**

### Synlait manufactures a broad range of nutritional dairy products for the global market

- Synlait's customers have global reach, selling across five continents
- Approximately 70% of Synlait's sales are to customers outside New Zealand
- To date Synlait has remained a B2B business
- Synlait has previously announced it will consider branded consumer product positions in categories that do not compete with our existing customers
- Note that the majority of our New Zealand and Australia sales revenue relates to canned infant formula. A significant portion of this product is ultimately purchased by consumers in the China market

HY19 sales revenue by geographical area







### **BOARD OF DIRECTORS**

#### OUR BOARD OF DIRECTORS ARE COMMITTED TO BUILDING A WORLD-CLASS NUTRITIONAL BUSINESS AND THE ENHANCEMENT OF SHAREHOLDER VALUE.



Graeme Milne CHAIR (INDEPENDENT)



John Penno BOARD APPOINTED DIRECTOR



Hon. Ruth Richardson BRIGHT DAIRY APPOINTED DIRECTOR



Bill Roest

DIRECTOR (INDEPENDENT)

Sam Knowles



Sihang Yang





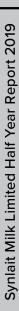
Qikai (Albert) Lu

BRIGHT DAIRY APPOINTED DIRECTOR BRIGHT DAIRY APPOINTED DIRECTOR

Min Ben

BRIGHT DAIRY APPOINTED DIRECTOR







CHIEF EXECUTIVE OFFICER



DAIRY COMPANY.

DIRECTOR, OPERATIONS



**OUR LEADERSHIP TEAM ARE HIGHLY SKILLED** 

AND COMMITTED TO OUR VISION OF BECOMING

THE WORLD'S MOST INNOVATIVE AND TRUSTED

DIRECTOR, STRATEGY AND TRANSFORMATION



CHIEF FINANCIAL OFFICER



DIRECTOR, QUALITY REGULATORY AND LABORATORY SERVICES



GENERAL MANAGER, STRATEGIC PROJECTS

### LEADERSHIP



DIRECTOR, SALES AND BUSINESS DEVELOPMENT



DIRECTOR, LEGAL, RISK AND GOVERNANCE



DIRECTOR, SUSTAINABILITY AND BRAND



DIRECTOR, PEOPLE, CULTURE AND PERFORMANCE





GENERAL MANAGER, MANUFACTURING GENERAL MANAGER, INNOVATION GENERAL MANAGER, SUPPLY CHAIN



AND TECHNICAL SERVICES





GENERAL MANAGER, SALES





# Synlait

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