



Synlait

DOING MILK DIFFERENTLY
FOR A HEALTHIER WORLD

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ABOUT SYNLAIT

Synlait was established in Dunsandel, Canterbury in 2000 by Waikato dairy farmers and entrepreneurs Ben Dingle, Juliet Maclean and Dr John Penno.

At Synlait we combine expert and sustainable farming practices with state-of-the-art manufacturing processes to produce a range of nutritional milk products that provide genuine benefits for human health and wellbeing. Our purpose *Doing Milk Differently For A Healthier World* is driven by being different, essential nutrition, and sustainability. Our disruptive, innovative spirit combined with resolute determination to do the right thing for planet and people sets us apart from the competition. Our commitment to elevating people and planet to the same level as profit was recognised in June 2020 when we became part of the B Corp™ community.

Now 20 years on, Synlait is building a sustainable, diverse and recurring revenue base from multiple customers, sites, markets and categories. It is well positioned to grow earnings off its current asset base, including Synlait Pokeno.

For more information about Synlait visit our Investor Centre at [Synlait.com/investors](https://www.synlait.com/investors).

SYNLAIT POKENO

In 2018 Synlait announced the conditional purchase of land in Pokeno, at the McDonald Road industrial park, to establish a nutritional powder manufacturing site.

Synlait Pokeno, together with Synlait Auckland, form a second integrated processing capability for the company. The integration of these two sites in the North Island creates further supply chain efficiencies and site diversification. Synlait Pokeno collects milk from 60 farmer suppliers which accounts for 13% of Synlait's total supply.

The first milk was processed at Synlait Pokeno in September 2019, supplied by Waikato farmer suppliers, with 15,247 metric tonnes of ingredients and infant base powders produced during FY20.

This 24-hours a day, seven days a week manufacturing site employs a team of 100 highly capable and engaged people and can produce annually up to 40,000 metric tonnes of nutritional powers – including infant grade skim milk, whole milk and infant formula base powders.

Synlait Pokeno has been operating for over a year and is ready for the next phase of growth.

LEAD WITH PRIDE™

Synlait's Lead With Pride™ programme recognises and financially rewards suppliers who achieve dairy farming best practice.

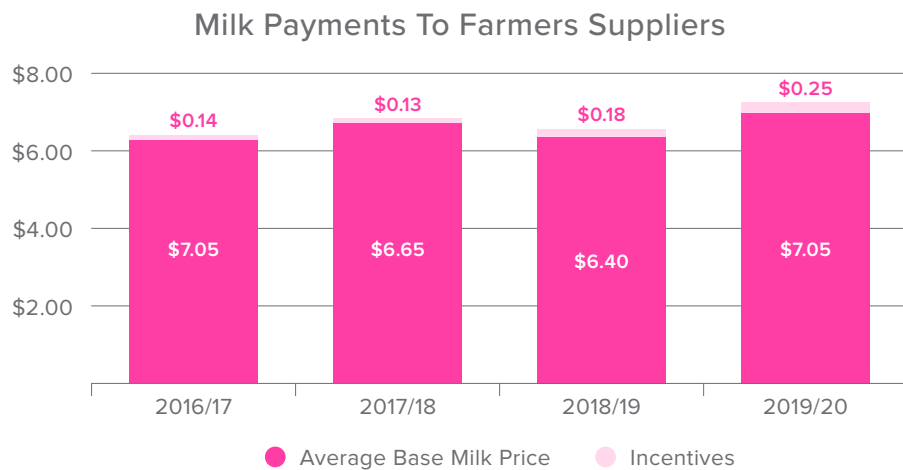
Synlait established Australasia's first internationally accredited ISO/IEC 17065 dairy farm assurance system and it sets our certified milk supplier apart. It demands excellence and ensures improved farm performance and higher financial returns for their milk.



Penny and Mark Brown and their boys check on the cows after milking at Aukati Farms.

OUR MILK PRICE

Synlait prides itself on paying a competitive base milk price. In addition, Synlait pays an incentive for A1 protein-free milk and for suppliers who achieve Lead With Pride™ certification.





MEET THE TEAM

RICHARD MANAGH

Synlait North Island Milk Supply Manager

Richard joined Synlait in 2017 to lead the North Island milk supply team. His background is in the agriculture sector, particularly dairy both in New Zealand and Australia.

OLIVIA SMITH

Synlait Waikato Area Manager

Olivia joined the team in 2018 after graduating from Lincoln University. Originally based in Canterbury, she shifted north in 2019. She finds it very rewarding to work closely with our farmer suppliers, to really understand what drives their business and support them to succeed.

LIZZIE GURNELL

Synlait Waikato Environment Advisor

Lizzie has been with the Synlait Team since 2019. She started her agricultural career in the United Kingdom and has been in New Zealand for over 10 years. She enjoys working alongside Synlait suppliers to help them improve the sustainability of their businesses.

CONTACT US

Contact us if you'd like to know more about supplying Synlait.

Call Richard Managh, North Island Milk Supply Manager on 0800 233 825, email milksupplyNI@synlait.com or visit www.synlait.com/pokeno-milk-procurement.

To find out more visit Synlait.com

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