

Facts at a glance



Devondale Murray Goulburn is one of Australia's largest dairy foods companies



One of Australia's largest dairy foods companies, Devondale Murray Goulburn (MG) is committed to being a leading dairy foods company for farmers, customers and consumers. Our co-operative is 100 per cent controlled by Australian dairy farmers. A rich mix of dairy ingredients, consumer products, food service and farm trading stores provide MG with a balanced portfolio of products proudly sold to Australia and the world.

Our 2016–17 financial year results

**Dairy farmer supplier/
shareholders**
Approximately 2,000



Employees
More than 2,200 employees



Export destinations
All major markets, particularly Asia, the Middle East, Africa and the Americas



Processing sites¹
Victoria - 7
NSW - 1
Tasmania - 2
Qingdao (China) - 1



Revenue
A\$2.5 billion



Domestic revenue
A\$1.5 billion



Export revenue
A\$1 billion



Total milk intake²
2.7 billion litres



Share of Australian Milk
30.3%³



Production volume
917,953 tonnes of dairy product



Available Southern Milk Region farmgate⁴ milk price
A\$4.95 per kg milk solids



¹ On 2 May 2017, MG announced the closure of Edith Creek, Rochester and Kiewa facilities. Edith Creek will close by Q2 FY18, Rochester by Q3 FY18 and Kiewa by Q1 FY19.

² FY18 milk intake expected to be approximately 2.0 billion litres.

³ Source Revised Dairy Australia milk collection data released in August 2017.

⁴ Available Southern Milk Region FMP paid to suppliers before pro forma application of Profit Sharing Mechanism.



Devondale Murray Goulburn

Our business units, brands and key products

Ingredients and Nutritionals	Products include milk powders, whey powders, cheese products, lactose, anhydrous milk fats (AMF), specialty milk fats, milk proteins, including milk protein concentrates, caseinates, bioactives, including lactoferrin, natural milk minerals, nutritional products, including infant formula. Brands include MG Ingredients and NatraStart.
Retail Brands	Products include UHT milk, daily pasteurised milk, butter, dairy spreads, cheese, lactose free dairy products, table cream, sports proteins and meal replacer/supplements. Brands include Devondale, Liddells, Ascend, Kiewa Country, Proform and Table Cove.
Food Service	Products include UHT milk, daily pasteurised milk, cheddar and mozzarella cheeses, butters, cream and milk powders. Brands include Devondale, Liddells and Caboolture.
MG Trading	Twenty-five stores and eight fertiliser depots servicing rural communities with a range of products and services, including fodder; feed; fertiliser; farm chemicals; animal health products; dairy hygiene products; work and safety wear; free on-farm delivery; 30 and 45 day current accounts; seasonal operating loans; expert technical agronomy advice; dairy servicing, including milking machine maintenance; installation of dairies; and on farm fuel delivery.
Joint Ventures	Danone/Murray Goulburn (yoghurt and other fresh dairy)
Sites	<p>HEAD OFFICE Freshwater Place, Level 15, 2 Southbank Boulevard, Southbank, Victoria 3006 Phone: +61 3 9040 5000</p> <p>DISTRIBUTION CENTRE Laverton: Integrated Logistics Centre (130,000 tonne capacity)</p> <p>MILK PROCESSING SITES AND PRODUCTS SUMMARY</p> <p>NSW Erskine Park: Daily pasteurised milk</p> <p>China Murray Goulburn Dairy (Qingdao): Infant nutritional products</p> <p>Victoria Cobram: Cheese, milk powders, infant formula Kiewa: Cream cheese and yoghurt Koroit: Butter, milk powders and associated products Laverton: Daily pasteurised milk Leongatha: Milk powders, butter and spreads, UHT products, cream Maffra: Milk powders, blends, butter Rochester: Cheese, milk powders</p> <p>Tasmania Edith Creek: UHT products Smithton (Tasmanian Dairy Products): Milk powders and AMF</p> <p>SALES OFFICES Australia: Brisbane, Queensland; Sydney, New South Wales; Adelaide, South Australia; Perth, Western Australia International: Dubai, United Arab Emirates; Singapore; Ho Chi Minh City, Vietnam; Tokyo, Japan; Shanghai and Qingdao, China</p>
Field Services	A network-wide team of specialist Field Services Officers provide our dairy farmer supplier with support and advice on a range of technical and industry issues.
Operations	MG's 11 processing sites are responsible for 917,953 tonnes of dairy production annually, operating farm to factory milk pick-up.

