

PCA Customer Presentation



Why PCA?



PCA is a vertically integrated company which includes agronomic services, a breeding program, a pure seed program, procurement, shelling, grading, blanching, roasting, value adding, retail and stockfeed. We are a zero waste company with full traceability from paddock to plate.

PCA produces 80% of the Australian peanuts, supplying only Hi Oleic Peanuts.

PCA is a value driven business as we work hand in hand with our farmers to ensure a fair and sustainable working relationship.

PCA is part of Bega Cheese Limited which is a \$3b Australian food and beverage company

PCA Capability

Kernel Processing

- Kingaroy Shelling – 40,000 mt
- Kingaroy Blanching Plant – 23,000 mt
- Kingaroy Roasting Facility – 15,750 mt
- Kingaroy Formfil Packing – 15,500 mt
- Kingaroy Retail Frying – 2,000 mt
- Tolga Shelling – 16,000 mt

Nut in Shell Storage

- Kingaroy Silo's Farmers Stock Storage – 14,400 mt in shell
- Tolga Farmers Stock Storage – 5,500 mt in shell

Cool Room Capacity

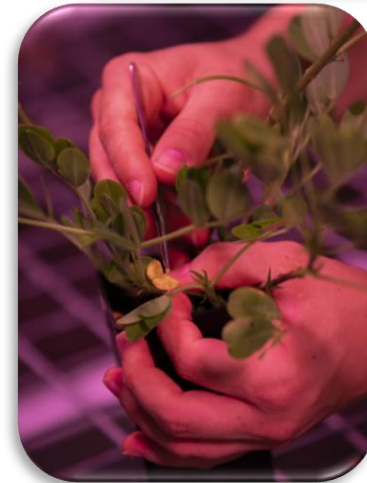
- Kingaroy / Beil's Road – 6,800 mt finished goods and WIP
- Tolga – 1,050 mt WIP



PCA Capability

Breeding Program

- PCA-GRDC peanut breeding program which has been operating since 2007
- Joint collaboration between PCA and GRDC (*Grains Research and Development Corporation*) and QDAF (*Queensland Department of Agriculture and Fisheries*)
- Produces Hi Oleic varieties for the Australian peanut industry
- Breeding program objectives
 - High kernel yield
 - Reduce cost of production
 - Sustainability
 - Processing efficiency
 - Market acceptance



PCA Capability

Quality

Accreditations

- BRC, HACCP, Halal & Kosher
- Nata accreditation for the sampling and testing of aflatoxin in peanuts
- PCA peanuts are GMO Free
- Annual pesticide and heavy metal testing by region
- MSDS for peanuts, peanut oil, peanut meal and flavoured peanuts
- All products tested twice, 1st at intake and 2nd on finished goods
- Analysis by HPLC
- Ability to provide individual customer specifications
- Oleic acid content tested at intake to ensure product received is from a Hi Oleic peanut variety



Sustainability

- Bega is investing heavily into sustainability with a new Environmental Management System which will be deployed at PCA.
- This system will establish a framework for identifying environmental risks and impacts, implementing controls and practices to manage and mitigate impacts while fulfilling compliance obligations to improve environmental performance.
- Excitingly, Bega has also set-up a Better Farms Program that aims to support its suppliers by providing access to grant funding for professional advice, training and on farm capital works improvement.
- Bega has placed particular focus on supporting suppliers to meet their regulatory requirements, as well as improve the long term resource sustainability and efficiency through industry recommended practices.



Safety Principals

- Bega has a comprehensive safety policy across all of its sites including manufacturing, network logistics and commercial offices.
- Bega is committed to providing a healthy and safe workplace for all employees, contractors and visitors and has recently engaged DuPont to assist in improving its safety principals.
- Bega believe that all incidents and injuries can be prevented and that no work is so important that it cannot be done safely.
- Some of the key principals include building and sustaining a safety culture of care, applying our safety principles to guide our decisions and behaviours and monitoring workplace conditions and the health of our employees, while supporting our people to have a healthy mind and body, and to be fit for work.

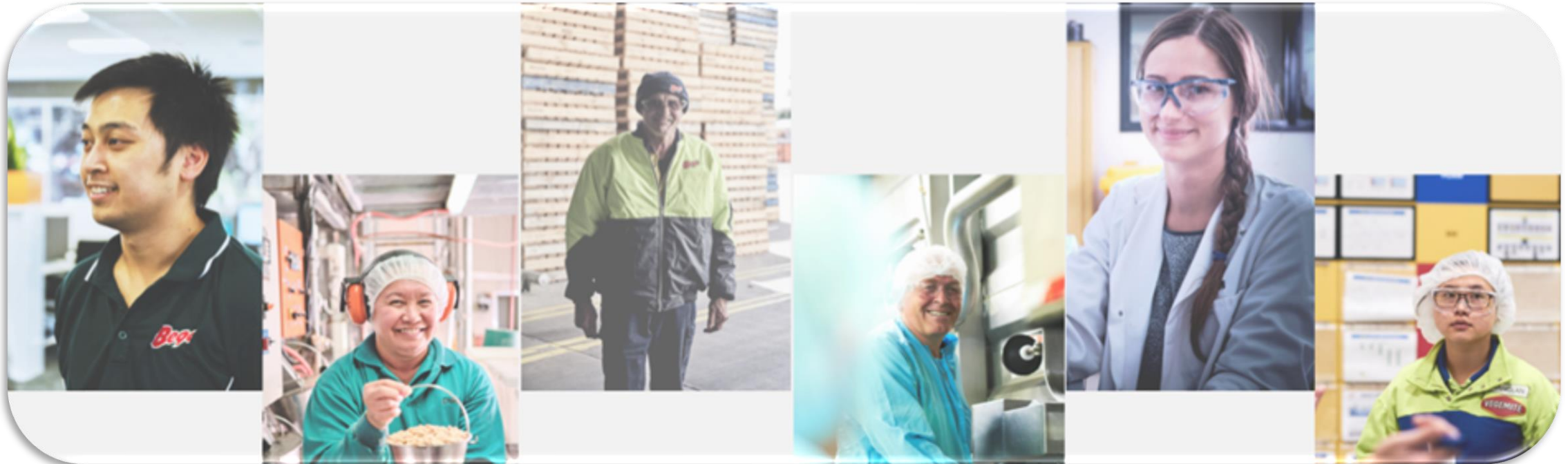


Golden safety rules

1. Never bypass a safety control
2. Keep clear of moving vehicles and plant
3. Wear personal protective equipment (PPE)
4. Use the lifting aids provided
5. Be fit to work
6. Do not rush

Diversity & Inclusion

- Our strategy is to be an employer of choice which attracts the best, brightest diverse talent at all levels, including into leadership.
- To provide a centralized, focused, strategic approach to mitigate and manager the cultural and structural barriers that underrepresented people may face when joining and advancing at Bega.



PCA Growth Strategies

Contracts & Pricing

- Domestic vs. International pricing (import/export)
- Fixed longer-term pricing

Resources

- Agronomic & R&D resources
- Sustainable peanut plant breeding & seed program

Infrastructure

- Upgrading current equipment to ensure we remain world class
- Building new infrastructure in growth areas – Kingaroy, Tolga

Water

- Security & Availability (ongoing)

Technology/Innovation

- Satellite imagery, data farming mapping & drone technology
- Q sorter testing equipment



Supply Opportunities

Options

- Snackfood – salted / savoury / flavoured / mixed / coated
- Peanut Butter / Peanut Paste
- Chocolate / Confectionery
- Biscuits
- Energy Bars
- Cereals
- Bakery / Cakes / Slices
- Ice Cream / Deserts
- Energy / Nutrition / Protein
- Sauces / Satay / Dressings
- Petfood



Market Supply

Current PCA Markets

- Australia
- New Zealand
- Japan
- Korea
- India
- Thailand
- Vietnam
- Malaysia
- Fiji
- USA
- China



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