

GREENFIELDS IRELAND LIMITED

Company Overview



Greenfields Ireland

- **1982:** NIDCO Foods was founded as a joint venture between the Northern Ireland Milk Marketing Board (NIMMB) and local dairy cooperatives, focusing on sales of bulk butter and cheese.
- **1992:** The company was purchased from NIMMB and the co-ops in a Management Buy Out when deregulation of the industry ended the joint venture.
- **1994:** Name changed to Fayrefield Ireland, an independent trading company within the Fayrefield Group.
- **2008:** Greenfields Ireland Ltd became an independent company after Fayrefield was restructured.

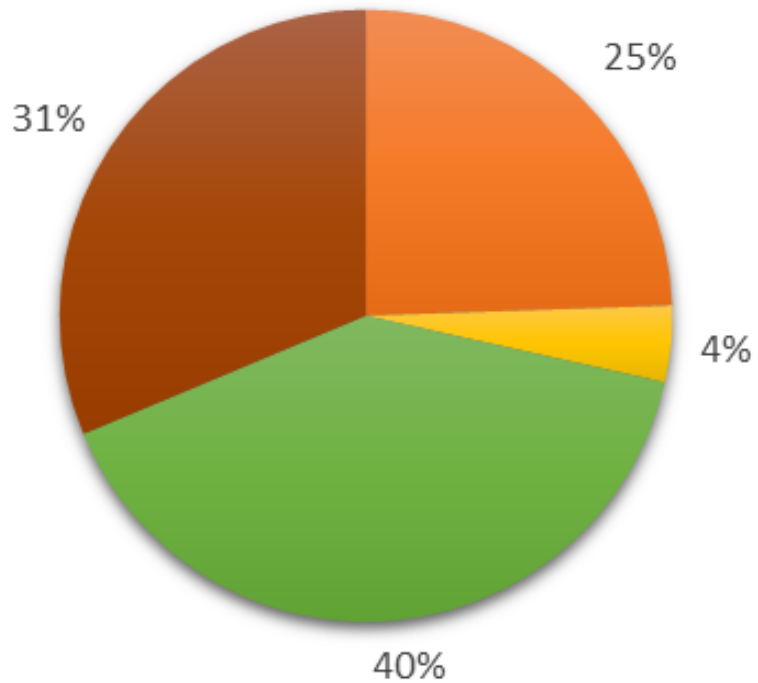


Greenfields Ireland

- **UK based dairy trading company (HQ in Belfast)**
- **Branch offices in UK, Dubai, Australia, New Zealand and USA**
- **Workforce of c. 40 people**
- **2022 turnover £ 262m**
- **Trading volumes of c. 100kmt per annum**
- **Partnership with core suppliers (Fonterra, Tirlán, Kerry, Arla, Muller, Lakeland, etc.)**
- **Business model: Key account management, transparent pricing models, global footprint**



Product Mix

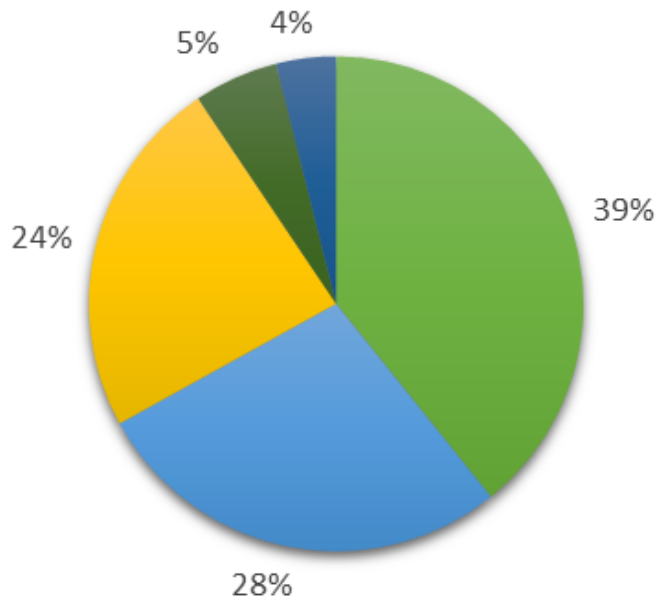


■ Butter ■ Cheese ■ Powder ■ Sundry

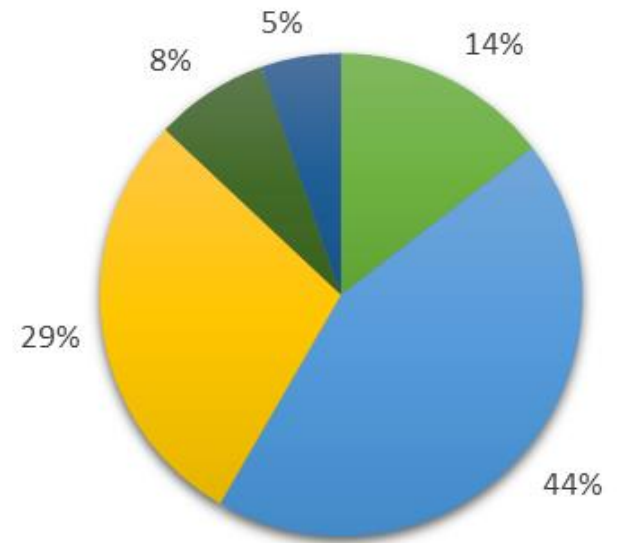
*Sales by volume

Sales by Region

Volume



Value



- Middle East
- Europe
- Asia
- Africa
- Americas

Core Competencies

- **Market intelligence & analysis**
- **GDT Events authorised trader**
- **Long term supplier partnerships for security and flexibility of supply**
- **Price risk management schemes such as long-dated fixed pricing**
- **Dairy futures pricing: CME / EEX / NZX and OTC markets with AA / EO / EFP pricing**
- **BRC 'Agents and Brokers' accreditation with documented QA/TACCP/HACCP procedures**

Forward Strategy

Continue to build our presence as a major participant in the global dairy market by providing:

- An effective technical sales and marketing operation
- Unique sourcing options for our customers via an approved and secure supply chain
- Appropriate price risk management solutions and pools of liquidity for our customers

