

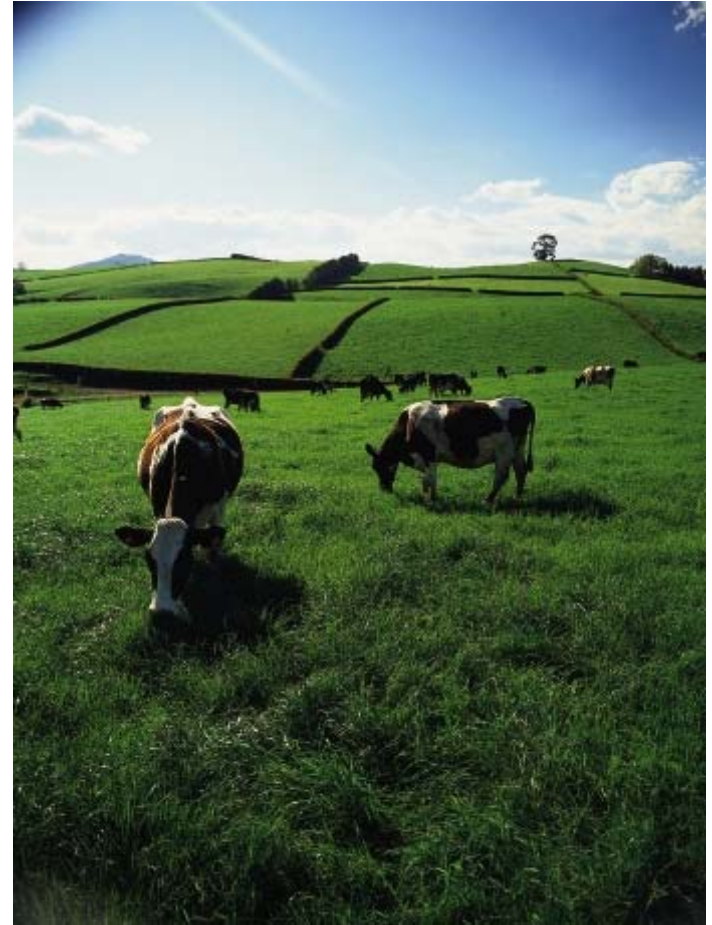


**Presentation by
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Fonterra
(the 5 minute challenge)**



What does sustainability mean to Fonterra?

“looking after the environment, so the things we enjoy today are preserved for the generations of tomorrow”





What are Fonterra's current sustainability priority areas?

- Managing the quality and efficient use of water resources
- Reducing greenhouse gas emissions from dairy production
- Reducing waste in every area of our business
- Energy efficiency



How does collaboration help Fonterra?



- Knowledge sharing
- Common action on common concerns
- Identifying best practice
- Smart use of scarce resources

Consumers globally need to feel good about dairy



How does Fonterra measure success?

Success:

- **Suppliers** look after the environment, contribute to community well-being, grow their profits and provide a farming resource for future generations that is better than today
- **Customers and consumers** have safe, nutritious and affordable dairy products and ingredients, produced in a way that is environmentally sound and socially responsible

Measured by:

- Performance against indicators and benchmarks
- Adherence to international standards and best practice
- Achievement of established targets