



## Company presentation of MEGGLE AG





## Company profile

- Founded in:** 1887 as a small dairy
- Company name:** since 2002 MEGGLE AG
- Head Office:** Wasserburg/Inn, Germany
- Employees:** about 2,400 worldwide (in Wasserburg about 850)





## Consolidated Operating Figures of the Company (overview)

<b>Operating Figures</b>	<b>2008 (in T€)</b>	<b>2009 (in T€)</b>	<b>2010 (in T€)</b>
Turnover	635.446	568.233	725.319
Total assets	268.177	301.337	408.353
Capital resources	100.752	115.335	147.508
Equity rate (in %)	37,6 %	38,2 %	36,0 %
Investments (only fixed assets)	26.761	27.357	31.200
Member of staff (date of balance)	1.550	1.678	2.134



## Sources of raw materials and processing 2011

### Full milk

- Alpine foothills of Bavaria 218 mn kg
- Purchase of raw milk and skimmed milk 11 mn kg
- Eastern Europe 285 mn kg
- of these at the Rajo site in Bratislava 160 mn kg

### Cream (40 % fat content) – Site Wasserburg

- fraction of cream in own full milk 23 mn kg
- additional purchase from Bavarian dairies 43 mn kg
- additional purchase of butter (25 kg-block) 3,500 tons

### Whey

Own production and among other as a concentrate from dairies in particular from Germany, Austria and Italy

118.000 tons dry matter  
converted into whey with 6 % dry matter: 2 bn litres whey p.a.



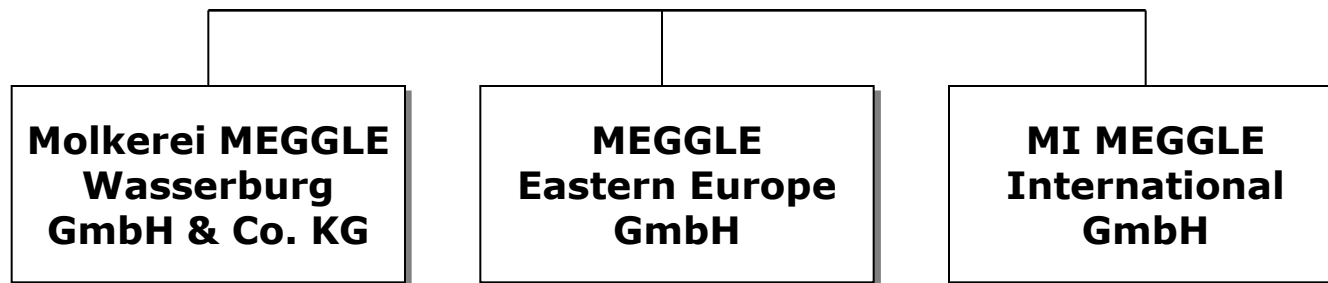
**MEGGLE AG**

Supervisory board

Toni Meggle (chairman)  
Prof. Dr. Claus Hipp  
Georg Schillmaier

Executive board

Drs. Sil H. van der Ploeg MBA (CEO)  
Christian Sedlatschek (CFO)





## Company and business areas

### - **Molkerei MEGGLE Wasserburg GmbH & Co. KG**

- Production of butter, butter specialities and convenience products for the final customer, for eating outside the home, the frozen food industry as well as
- Functional products as auxiliary agents and additives for the food industry, the pharmaceutical industry and the feed industry

### - **MEGGLE Eastern Europe GmbH**

- Holding company for all subsidiaries in Eastern Europe
- Production and distribution of yoghurts, milk, cream products, cream cheese and white cheese

### - **MI MEGGLE International GmbH**

- Companies in Tokyo, Shanghai, Singapore and White Plains (NY, USA) for the sales of functional products
- Centre of Competency for Research (Formulab LLC in Odessa, Ukraine)



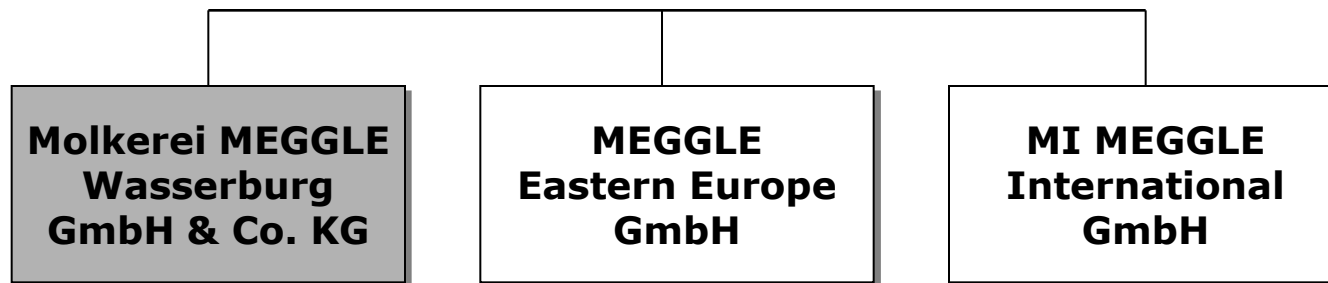
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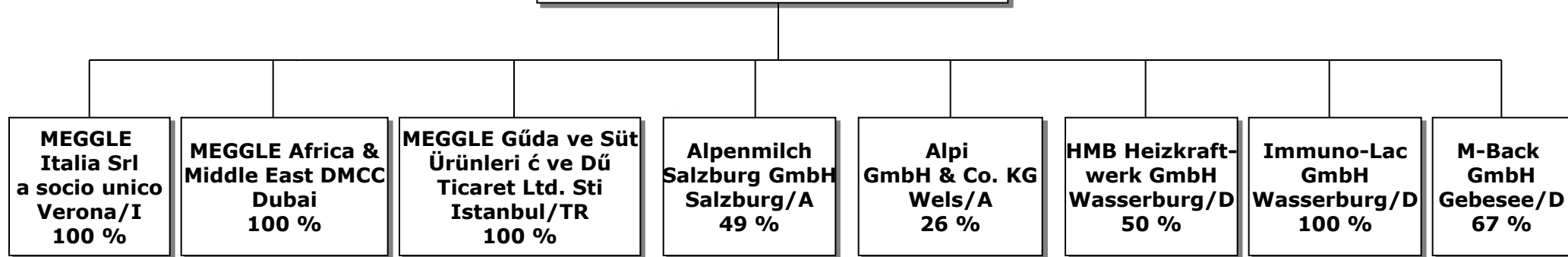
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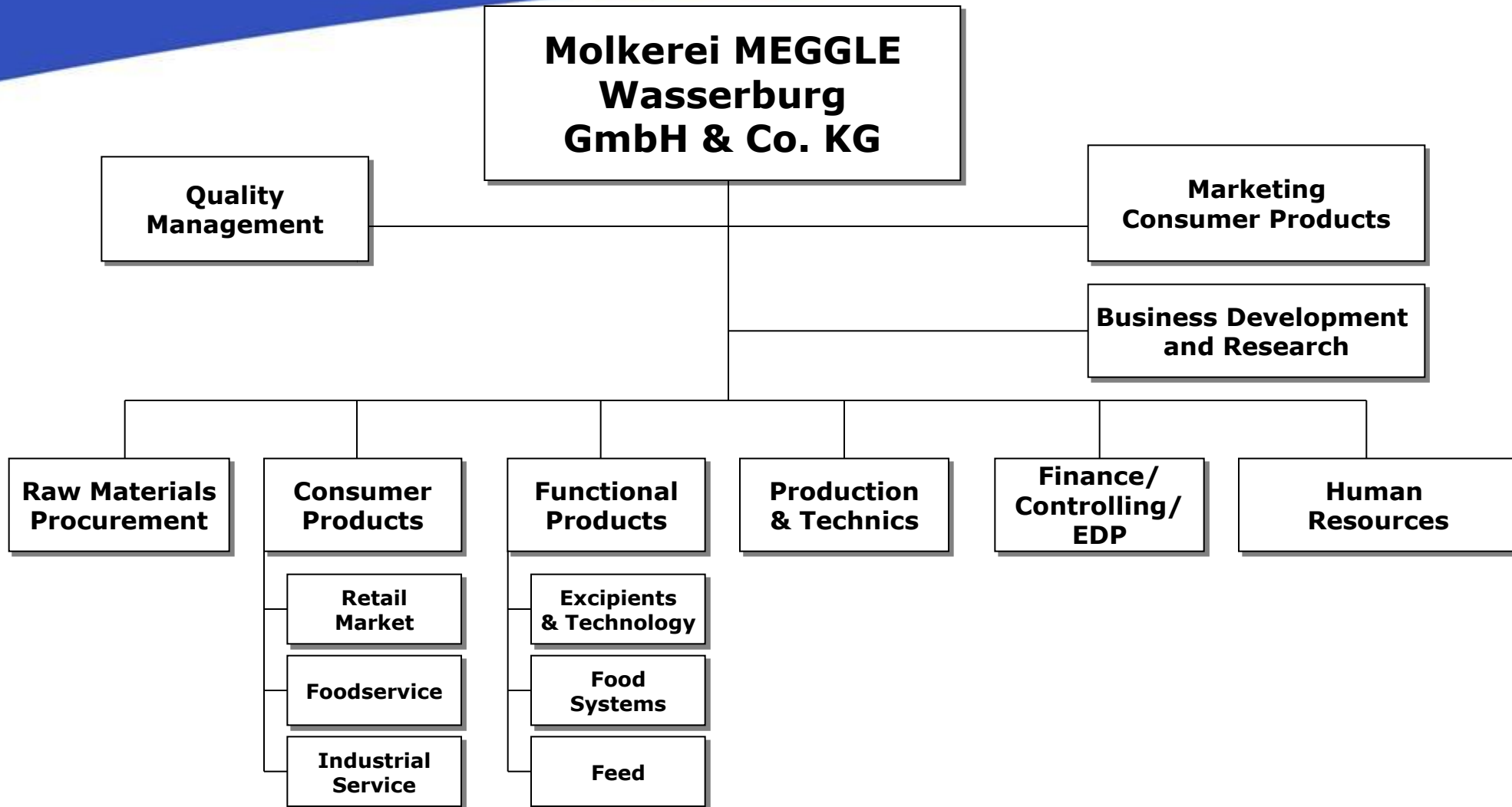
## Molkerei MEGGLE Wasserburg GmbH & Co. KG Important investments held

### Molkerei MEGGLE Wasserburg GmbH & Co. KG





# Molkerei MEGGLE Wasserburg GmbH & Co. KG





**The site in Wasserburg is certified according to:**

**Environmental management** - EN ISO 14001:2004

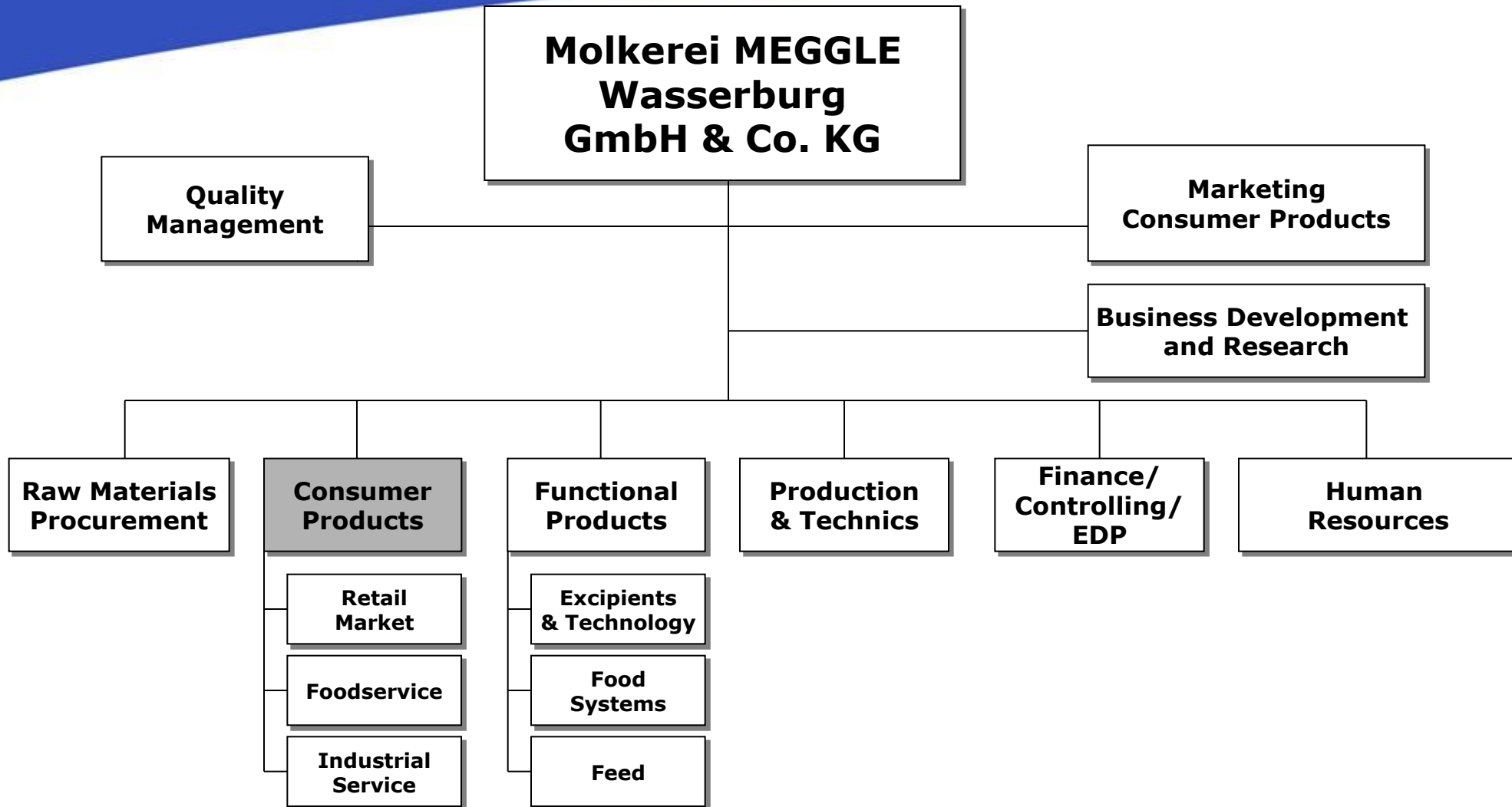
**Quality Management** - DIN EN ISO 9001:2008

**Product quality standards**

- **Food**
  - IFS (International Food Standard) for butter and butter preparations
  - IFS for coffee whitener, creamer and whey products
  
- **Feed**
  - GMP + Standard – B2 Quality Control of Feed Ingredients for Animal Feed (PDV)
  - QS Quality and safety (German quality standard) certified for individual feed production
  
- **Feed Additives**
  - FAMIQS (European Code of Practice for Feed Additives and Premixture operators) for spray drying feed vitamins



# Molkerei MEGGLE Wasserburg GmbH & Co. KG





## Products for the food retail market

### Product range:

- butter
- butter specialities
- bakery products
- potatoes

### Most important countries:

- Germany
- Austria
- Italy
- Belgium/Luxembu
- Greece
- the Netherlands
- France





## Products for Hotel, Restaurant and Catering (HoReCa)

### Product range:

- butter (fresh and deep-frozen)
- butter specialities
- cream products
- bakery products
- cheese

### Most important countries:

- Germany
- Austria
- Italy
- Belgium/Luxemburg
- Greece
- the Netherlands
- France



**Products for the frozen food industry**

**Possible application in:**

- butter-, cream- and stir-fried vegetables
- soups/cream soups
- casseroles and gratins
- sauces, toppings, filings



**Product range:**

- rosettes
- bonnets
- blossoms
- pellets
- sandwich
- crests



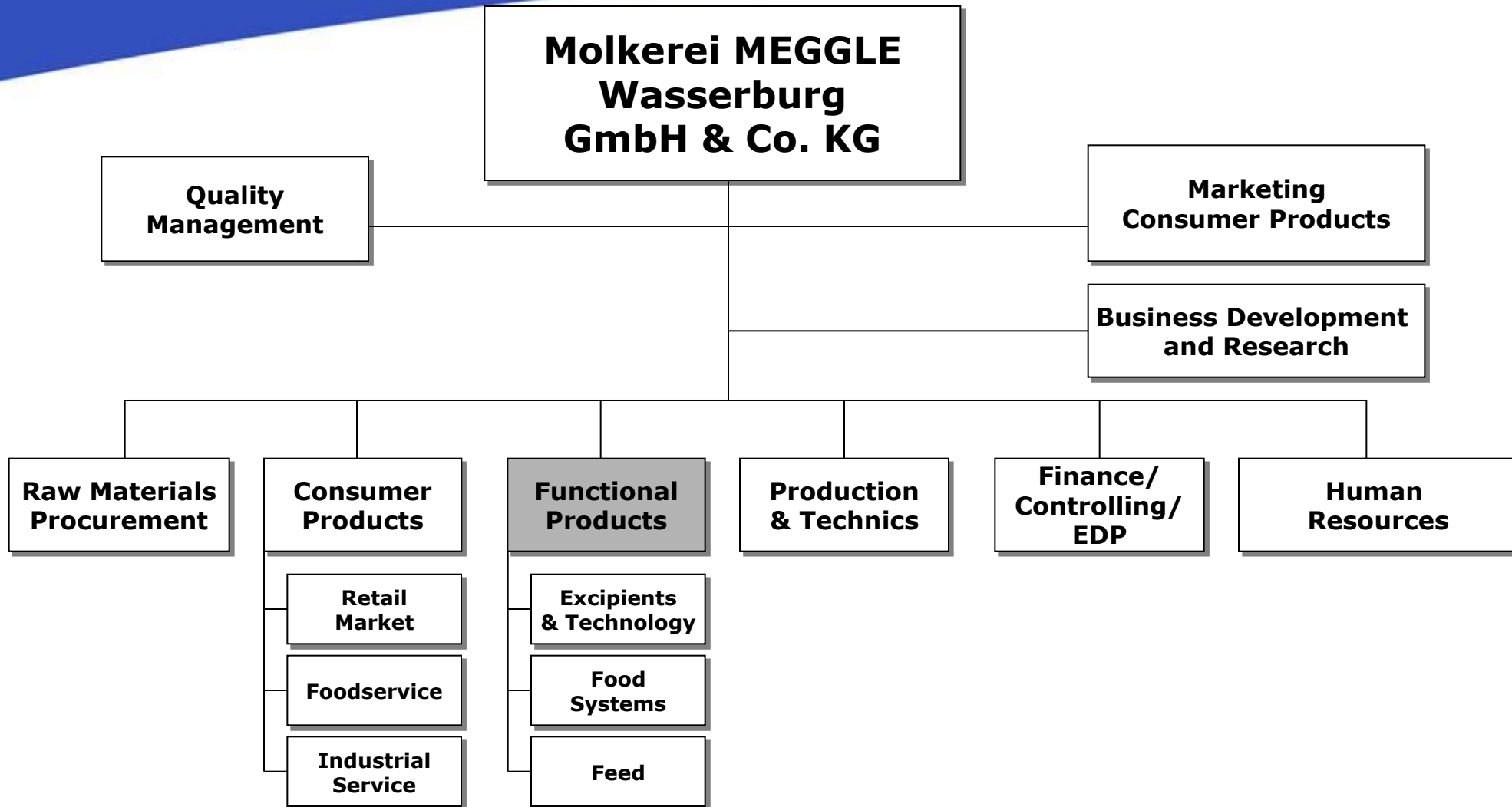
**Most important country:**

- Germany





# Molkerei MEGGLE Wasserburg GmbH & Co. KG



### Lactose products for the pharmaceutical industry

- Lactose as a carrier substance in medications
- Leading manufacturer of pharmaceutical lactose worldwide
- Offices in Tokyo, Singapore, Shanghai and White Plains (NY, USA)



- Product range:**
- crystalline Lactose (sieved and milled) for powder blends, capsule filling, pellets, powder inhaler, wet granulation, premixes
  - modified Lactose (agglomerated and spray dried) for direct compression
  - co-processed excipients for direct-compression



### Functional Compounds for the Food Industry

#### Application:

- milk products
- bakery products and desserts
- meat products, mayonnaises and dressings, spices
- coffee specialities
- baby food

#### Product range:

- milk protein compounds
- whey protein compounds
- vegetable fat powders (spray dried), coffee whiteners and cappuccino foamers
- Single Ingredients : Lactose, acid casein and caseinate



**Compounds and half-products for the animal feed industry**

- milk substitute industry
- concentrates industry
- trade in animal feeds



- Product range:**
- Partly delactosed sweet whey powder
  - Partly delactosed whey powder with fat
  - Partly delactosed whey permeate powder
  - Whey powder





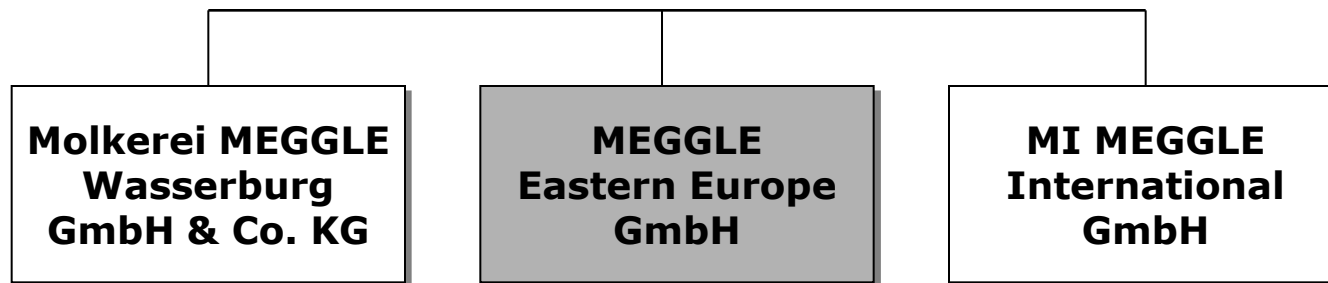
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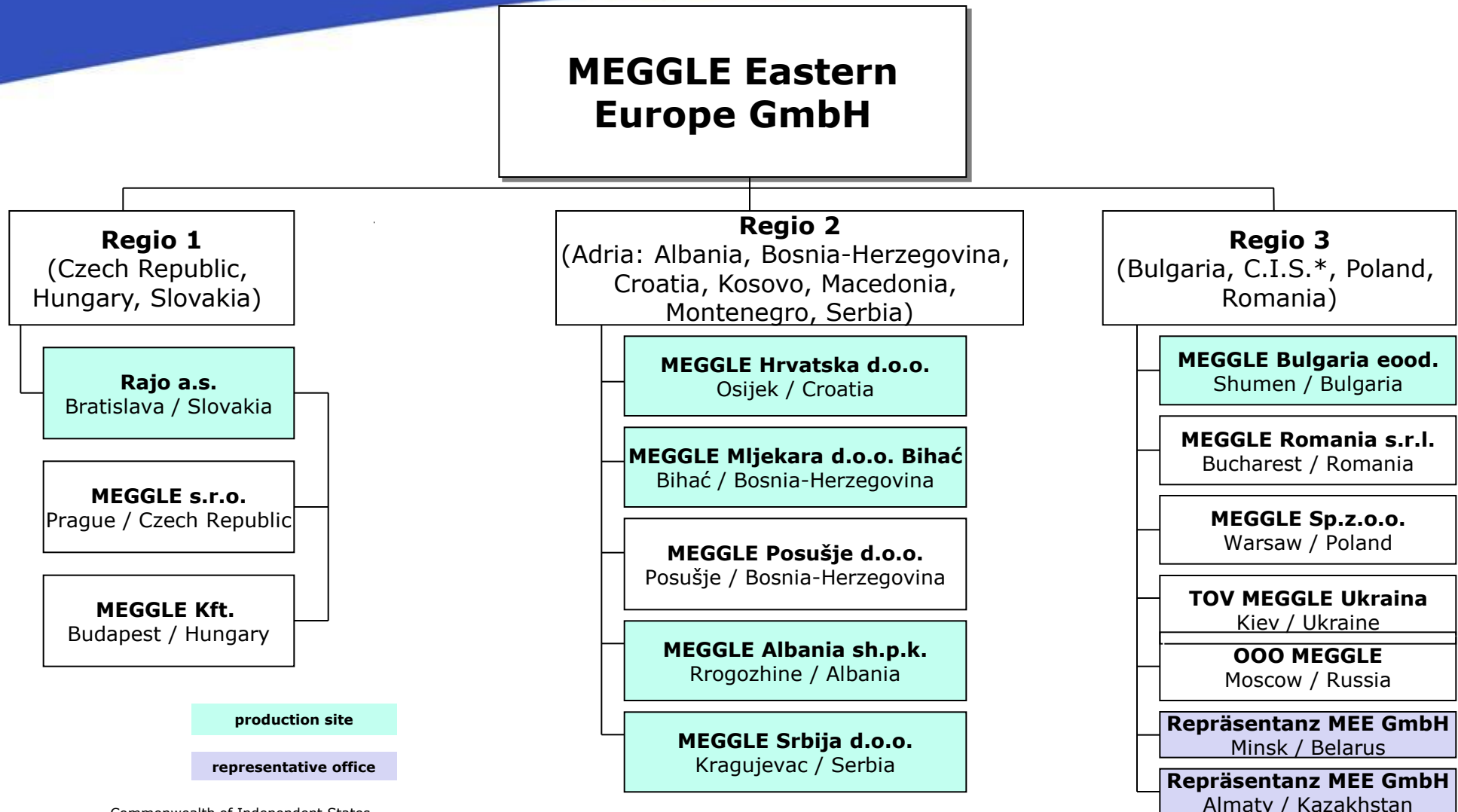
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# MEGGLE Eastern Europe GmbH - Company Structure





## Activities in Eastern Europe since 1992

### Founding of MEGGLE Eastern Europe GmbH (MEE) in 2001

- Holding company to all subsidiaries in Eastern Europe
- Division into three regions with six production sites (Bratislava, Bihac, Kragujevac, Osijek, Rrogozhine and Shumen) and twelve sales offices
- Production and distribution of yoghurt, yoghurt drinks, milk (UHT and ESL) as well as cream products, cream cheese and white cheese
- Most important countries:  
Albania, Bosnia-Herzegovina, Bulgaria, Croatia, Poland, Romania, Russia, Serbia, Slovakia, Czech Republic, Ukraine





**MEGGLE Eastern Europe GmbH**  
**Production site Bratislava, Slovakia**  
**Regio 1**

**Rajo a.s.**

- Largest production site in Eastern Europe
- Certified according to:
  - EN ISO 9001:2000
  - IFS for yoghurt, drinks containing curdled milk, spray cream, UHT-milk, coffee cream as well as cottage cheese
- Production focus: entire white range and yoghurt drinks





**MEGGLE Eastern Europe GmbH**  
**Production site Osijek, Croatia**  
**Regio 2**

### **MEGGLE Hrvatska d.o.o.**

- Production focus: fresh cheese, milk spread, cream products, cream cheese, yoghurts and UHT-milk
- Certified according to: ISO 9001:2008





**MEGGLE Eastern Europe GmbH**  
**Production site Bihać, Bosnia-Herzegovina**  
**Regio 2**

### **MEGGLE Mljekara d.o.o.**

- Production focus: UHT-milk, cream products, plain yoghurt, Vajkrem
- Certified according to:
  - DIN ISO 9001:2000 (as the only dairy in Bosnia)
  - HACCP-Concept
  - Halal-certification



**MEGGLE Eastern Europe GmbH**  
**Production site Rrogozhine, Albania**  
**Regio 2**

**MEGGLE Albania sh.p.k.**

- Production focus: UHT-milk, plain yoghurt





**MEGGLE Eastern Europe GmbH**  
**Production site Kragujevac, Serbia**  
**Regio 2**

### **MEGGLE Srbija d.o.o.**

- Production focus: UHT-milk, plain yoghurt, chili in sour cream
- Certified according to:
  - ISO 22000:2005
  - HACCP-Concept





**MEGGLE Eastern Europe GmbH**  
**Production site Shumen, Bulgaria**  
**Regio 3**

### **MEGGLE Bulgaria eood.**

- Production focus: UHT-milk, plain yoghurt, white cheese





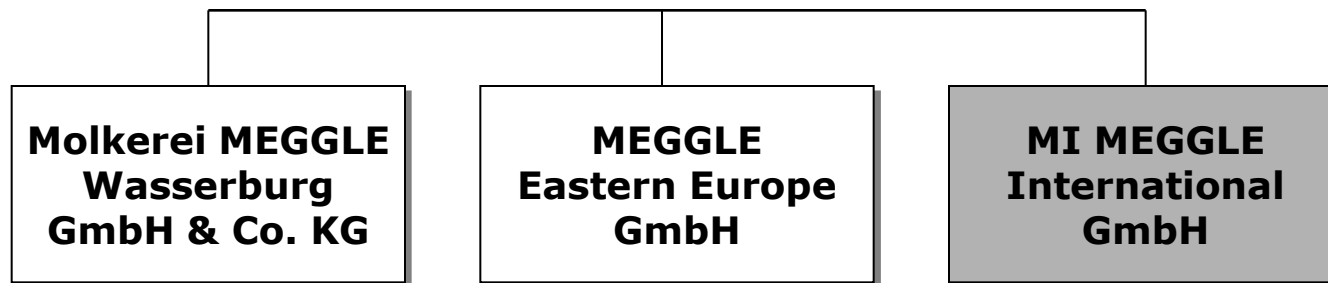
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**MI MEGGLE  
International GmbH**

**MEGGLE Japan Ltd.  
Tokio / Japan**

**MEGGLE Singapore Ltd.  
Singapur**

**MEGGLE Intertrade  
GmbH  
Wien / Österreich**

**Repräsentationsbüro  
MEGGLE Shanghai\*  
Shanghai / China**

**Formulab LLC  
Odessa / Ukraine  
(50 %)**

**MEGGLE USA Inc.  
White Plains / USA**

\* Legally assigned to Molkerei MEGGLE Wasserburg GmbH & Co. KG



## MEGGLE USA Inc.

- Founded November 2007 in White Plains, New York
- Marketing & Development of the markets North America, Puerto Rico and Canada for pharmaceutical lactose



## MEGGLE Intertrade GmbH

- Founded in summer 2002 and situated in Vienna
- Dealing with dried milk products and custom-made formulations for the food industry





## MEGGLE International GmbH

### **MEGGLE Japan Ltd.**

- Founded in 1977 and situated in Tokyo
- Sales of functional products, mostly lactose



### **Representative Office MEGGLE Shanghai**

- Founded in autumn 2002 and situated in Shanghai
- High demand for pharmaceutical lactose in the Chinese market



### **MEGGLE Singapore Ltd.**

- Founded in spring 2003 and situated in Singapore
- Sales of pharmaceutical functional products in Southeast Asia



## Formulab LLC

- Founded in autumn 2003 and situated in the Ukrainian town of Odessa
- Centre of Competency for Research, Development and Design of non-liquid drugs and medicines

