

FLETCHER

INTERNATIONAL EXPORTS



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DIRECTOR'S MESSAGE

Thank you for your interest in Fletcher International Exports. It is a great pleasure to introduce the following overview of the organisation and its various activities. Over the past 40 years, my family, staff and I have grown the business to its position today; a leader in the supply of sheep meat, skins, wool, by-products, cotton, grains and pulses to the global market.

When you purchase products from the Fletcher Group you can be assured you are purchasing products of the highest quality and integrity. We are proud to offer the assurance that:

- All sheep meat is 100% Halal slaughtered, in accordance with Islamic rites.
- All products are prepared in accordance with the strict food safety regulations of the Federal Government's, Department of Agriculture, Fisheries and Forestry (DAFF).
- All products are produced in an environmentally responsible manner.
- All products are 100% Australian and naturally safe.

As a company, we are proud of the strong relationships we have built with our valued clients over the years. These relationships have been central to the development of the business, and their longevity demonstrates our ability to consistently supply quality products to exacting market requirements worldwide.

Roger Fletcher

Roger Fletcher



Fletcher processing and farming locations.



FAMILY BUSINESS, GLOBAL OUTLOOK

Fletcher International Exports is one of Australia's most integrated processors and exporters of lamb and sheep meat products. A private, family-owned company, Fletcher International operates two highly efficient processing facilities: one located in Dubbo, New South Wales; and the other near Albany in Western Australia. These two plants have a combined processing capacity of more than 90,000 sheep and lambs per week, which equates to over 4.5 million head per year.

The Fletcher meat processing philosophy has always been to utilise as much of each animal as possible. Consequently, in addition to lamb and sheep meat products, wool and sheep skins, the company markets a diverse range of high quality by-products.

The expansion of the company's farming interests has continued to increase the degree of vertical integration across the business. These interests have strengthened the livestock supply chain,

while providing a source of quality crossbred lambs consistently throughout the year. Secondly, the grain produced at the company's properties is sold directly to end users in export markets.



Lambs resting at Fletcher International Exports Dubbo plant

OUR PEOPLE, OUR STRENGTH

Fletcher International invests heavily in the ongoing improvement and growth of the business. This is especially evident in the training and skill development of its workforce.

Fletcher International's philosophy is to support ongoing employee development throughout their career, ensuring the company remains at the forefront of the industry.

As a Registered Training Organisation, all new employees are placed in nationally recognised training courses to develop knowledge and practical skills in areas such as food safety and animal welfare techniques.

With this highly skilled workforce, the company is well equipped to continue to deliver high quality, safe products to international markets.



QUALITY PROCESS – PRODUCT EXCELLENCE

Quality Assurance

The company's strict Quality Assurance Management Systems ensure consistent delivery of products that meet clients' specifications and stringent international quality standards. The integrated quality system at Fletcher International's single species abattoirs is based on the HACCP and ISO principles for quality assurance. There is ongoing review and enhancement of this system through a strong internal audit process. The process is verified by the Australian Government's Department of Agriculture, Fisheries and Forestry (DAFF) and regularly audited by external regulatory bodies.

DAFF is the Federal Government organisation responsible for maintaining the integrity of Australia's animal welfare and food

safety standards. DAFF personnel work in conjunction with the company's highly trained Quality Assurance staff to maintain compliance with international government requirements at each of the processing facilities, including:

- Food Safety
- Halal Slaughter, through licensed Muslim slaughtermen
- Animal Welfare
- Product Traceability
- USDA and EU Accreditation
- SGS HACCP Certification
- BRC Accreditation.

Each facility operates a laboratory that is fully accredited by the National Association of Testing Authorities (NATA). These laboratories are managed by accredited staff and fully equipped with the latest technology to ensure all country requirements and meat hygiene standards are exceeded.





AUSTRALIAN MADE – WORLD RENOWNED



Australia's ability to consistently supply safe, high quality products is well regarded internationally. The nation's geographic isolation and rigorous quarantine systems, along with its fertile soil, sunshine and clean rainfall, provide the perfect conditions for safe livestock production. These factors, combined with advanced farm management, stringent animal welfare protocols and the highest food safety standards in the world, assure the customer that products purchased from Fletcher International Exports are of the highest quality and integrity.

The locations of the company's processing facilities provide clients with unmatched flexibility in terms of shipping. Each site has advantages in transit times to specific markets and contracts can be shipped from either the east or west coast of Australia to achieve optimum delivery times.

The sales team boasts extensive experience in processing and exporting, as well as a thorough knowledge of the specific requirements of each international market. In turn, clients can have confidence that the product offered is the product they receive.



PREMIUM PRODUCTS



Bone in Lamb Leg



Boneless Lamb Eye of Shortloin



Frenched Lamb Rack



Bone in Lamb Shoulder



Boneless Lamb Tenderloin



Boneless Lamb Shoulder



Boneless Lamb Leg



Bone in Lamb Loin



Tripe
Aus-Meat No.7080



Tongue - Long Cut
Aus-Meat No.7000



Liver
Aus-Meat No.7030



Kidney
Aus-Meat No.7040

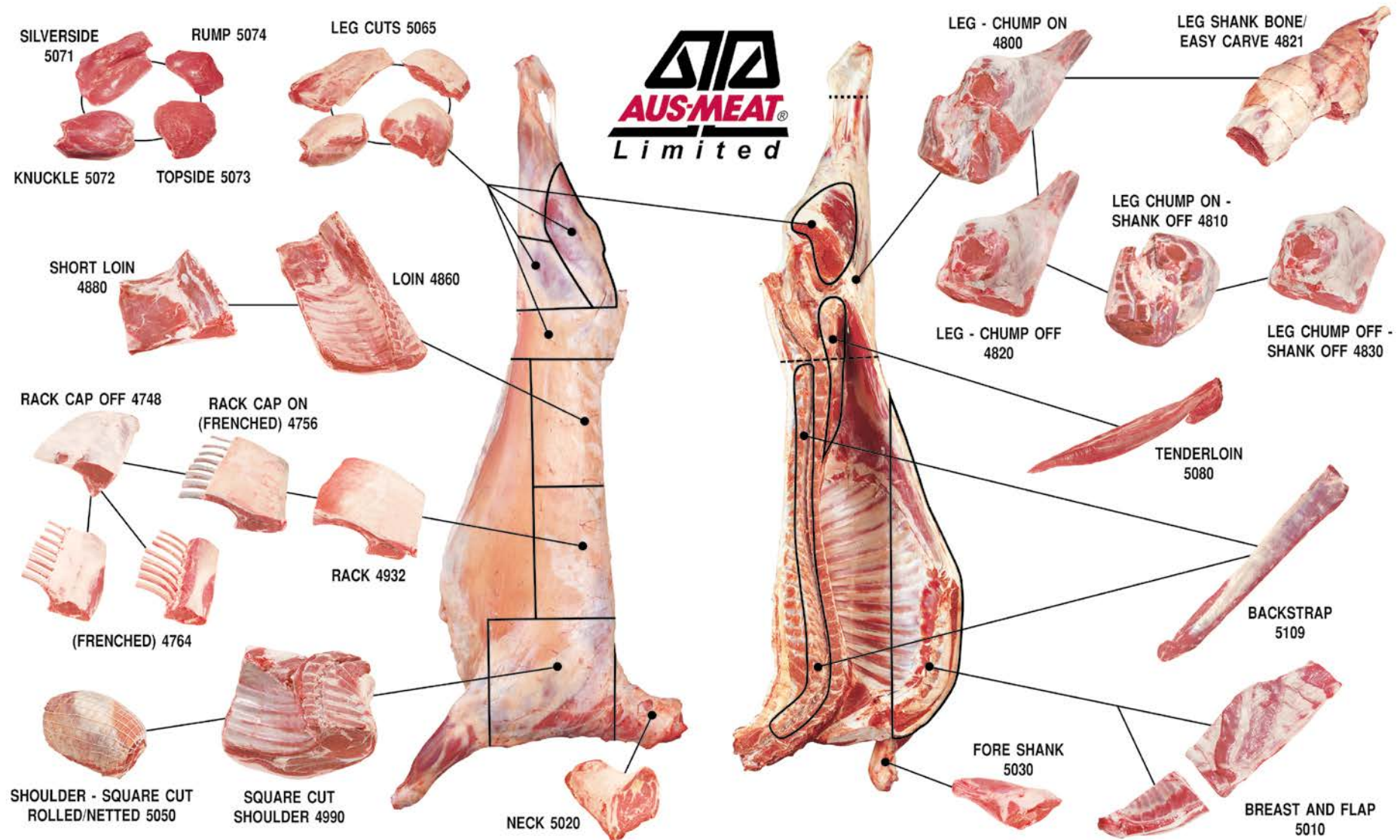


Heart
Aus-Meat No.7050



Brain
Aus-Meat No.7070

SHEEPMEAT PRIMAL CUTS



TAILORED LOGISTICS

The latest technology is utilised by Fletcher International Exports, ensuring effective management of cargo to clients in more than 90 countries. A real-time ordering, production and processing system enables efficient delivery of every customer's time sensitive orders.

State-of-the-art packaging, plate freezing, carton chilling and transport equipment ensures consistent quality of all products.

Automatic plate freezing infrastructure provides significant freezing efficiencies and ensures production is carried out under the ultimate cool chain management system.

Fletcher International Exports can provide individual solutions according to the specific client needs, despite the size of the organisation and its expansive market presence. The company has the capacity to supply contracts ranging from a smaller consignment by air through to containerised orders, tailored to best service the customer's requirements.



FROM Paddock TO Plate



QUALITY MORE THAN SKIN DEEP

Drum Salted Sheep and Lambskins

Fletcher International Exports has earned a valuable reputation internationally for the quality of its sheep and lambskins, and its ability to supply consistently throughout the year.

The company is well placed to supply to both the wool-on tanning and leather processing markets, producing a wide range of drum salted sheep and lambskins.

The company's comprehensive Quality Assurance management system ensures each client's specific requirements are met. Such systems provide effective control over the skin production process, from livestock selection through to classing and shipping.

When purchasing "Fletcher" brand sheepskin products, you can be confident that you will be supplied with the highest quality, produced under exacting Fletcher standards.



QUALITY INGREDIENTS — PROTEINS TO MEET YOUR NEEDS

Petfood and By-Products

The company produces, packages and markets an extensive range of by-products, including :

- Lamb meat and bone meal
- Mechanically separated lamb
- Blood meal
- Tallow
- Gall
- Livers.

Meat and bone meal classification is another specialised process offered by Fletcher International Exports, enabling the company to produce a product with an ash content specific to customer requirements.

All raw material is derived exclusively from the company's single species processing facilities, ensuring Fletcher by-products are 100% ovine.



A FINE REPUTATION IN WOOL



Fletcher International Exports has built a brand synonymous with quality.

With the company's own farms located in prime wool-growing areas, as well as strong direct relationships with farm-based suppliers, Fletcher International is proud to offer 100% Australian grown wool.

The company specialises in:

- Direct farm merino and crossbred greasy wools
- Fellmongered merino and crossbred greasy wools
- All combing and carding types
- Undumped packaging of containers direct to mill.

To further verify the company's rigorous Quality Assurance system, all wools are fully tested and IWTO certified by the Australian Wool Testing Authority Ltd (AWTA).



GRAIN AND INTERMODAL FREIGHT TERMINAL

The most recent expansion by the company is the Grain Handling and Intermodal Freight Terminal.

Set on a 200 acre site adjacent to the Dubbo processing plant, this state-of-the-art facility adds another dimension to the range of services available to the company's global network of customers.

Grain and Cotton Handling & Marketing

Equipped with more than 63,000 metric tons of silo and bunker grain storage, the grain handling facility is able to accumulate, store, containerise and export all grades of wheat and pulses.

The company can also accommodate your cotton lint and seed requirements.

The terminal's on-site weighbridge and testing facility are subject to DAFF on-site inspection and auditing, in conjunction with a rigorous Quality Assurance program.

Thorough testing procedures throughout the receipt and packing phases, combined with fumigation when required, ensure product integrity is maintained to the customer's desired specifications.

Intermodal Freight Terminal

Boasting 1.5km of rail siding and hard stand loading area, the Intermodal Freight Terminal at Dubbo has the capacity to handle large volumes of containerised rail freight.

Regular direct-to-port train services, combined with modern container handling equipment, provide maximum efficiency for both import and export cargoes.

In addition to Fletcher export cargo, the terminal services the wider region's agricultural, forestry and mining commodities.

Geographically located in the heart of major freight routes, the terminal is a highly effective import and distribution hub, servicing Australia's eastern seaboard.



GATEWAY TO THE GLOBE



FARMING

The company's farming interests were started with the core business in mind and this remains the case today. Continued expansion of company-owned farmland enables Fletcher International Exports to consistently supply its customers with prime quality crossbred lambs throughout the year.

With more than 250,000 acres, the company's pastoral holdings include over 100,000 acres of cropping, 10,000 acres of irrigation and more than 140,000 acres of prime livestock grazing land. This land also provides a vehicle to conduct research programs which, in turn, benefit the entire industry.

Spanning the Australian states of New South Wales, Queensland and Western Australia, Fletcher's properties produce not only high quality sheep and lambs, but also a range of grains, pulses and cotton. These crops can then be handled through the company's own grain handling and Intermodal Freight Terminal, ensuring total care and control of the product from Fletcher farms to your door.



ENVIRONMENT

Fletcher International Exports operates under strict Government environmental legislation.

Environmental sustainability remains a key focus in the company's core strategic plan, ensuring the expectations of the communities in which we operate are not only met, but, in most cases, exceeded.

All Fletcher sites operate under an integrated Company Environment Management Program to ensure best practice is achieved. Regular reviews are conducted as legislation changes and internal and regulatory body audits are carried out. This ensures the continuous improvement of the entire program.

Improvements to on-site techniques and management practices, including recycling and composting systems and tree farms, are helping the company reduce its carbon footprint and remain at the forefront of the industry in terms of resource management and sustainability.



PRODUCT SUMMARY

Brands :

Fletcher

Fletcher Premium Lamb

Product Summary – 100% Halal Slaughtered

Chilled and Frozen Bone-In and Boneless Lamb

Chilled and Frozen Bone-In and Boneless Mutton

Chilled and Frozen Edible Offal (Tongue, Liver, Kidney, Heart, Brain and Tripe)

Sheep and Lamb Runners

Lamb Meat and Bone Meal, Blood Meal, Tallow and Gall

Petfood: Livers and Mechanically Separated Lamb

Greasy Wool

Drum Salted Sheep and Lambskins

All Grades of Wheat

Cotton Seed

Cotton Bales

Pulses

CONTACTS

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