



We are...  
**Glanbia Cheese**

## **This is who we are... this is what we do**

We are Europe's leading manufacturer of mozzarella and work with many of the world's most successful food companies.

But we're more than just a cheese company – we're partners in innovation, providing custom solutions that help our customers grow more profitably.

And we provide patented technology, quality control and outstanding customer service that simply cannot be matched.

So, if you are looking for added value and a partner for growth, we are just what you have been looking for.

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# We are... getting bigger and better all the time

## Who we are

### The story of Glanbia Cheese

We are the leading mozzarella manufacturer in Europe. Our global network consists of 12 manufacturing plants around the world and sales offices in Europe, America, and Asia that support customers in over 40 countries.

We are a joint venture between Glanbia plc and Leprino Foods Company – a winning combination that draws on each parent's strengths and areas of expertise.

**Glanbia plc** is an international nutritional solutions and cheese Group, headquartered in Ireland with over €2 billion in annual sales. It's a world leader in value-added dairy ingredients and has operations in Ireland, Europe, USA and China with joint ventures in the UK, USA, and Nigeria.

**Leprino Foods**, with an annual turnover in excess of \$2 billion, is a global cheese and dairy ingredients company and the world's largest Mozzarella producer.

Based in the U.S. Leprino Foods is a leader in food technology with over 50 production patents. Leprino is the exclusive supplier of Mozzarella to many of the top pizza chains in the U.S. and around the world.

At **Glanbia Cheese**, we have developed an innovative cheese manufacturing process focused on consumer needs. We understand food and nutrition and how to meet the needs of the world's most successful food companies.

This helps our customers grow faster and more profitably. We have access to a global network of experts within our parent companies to help deliver customer solutions.

## Where you'll find us

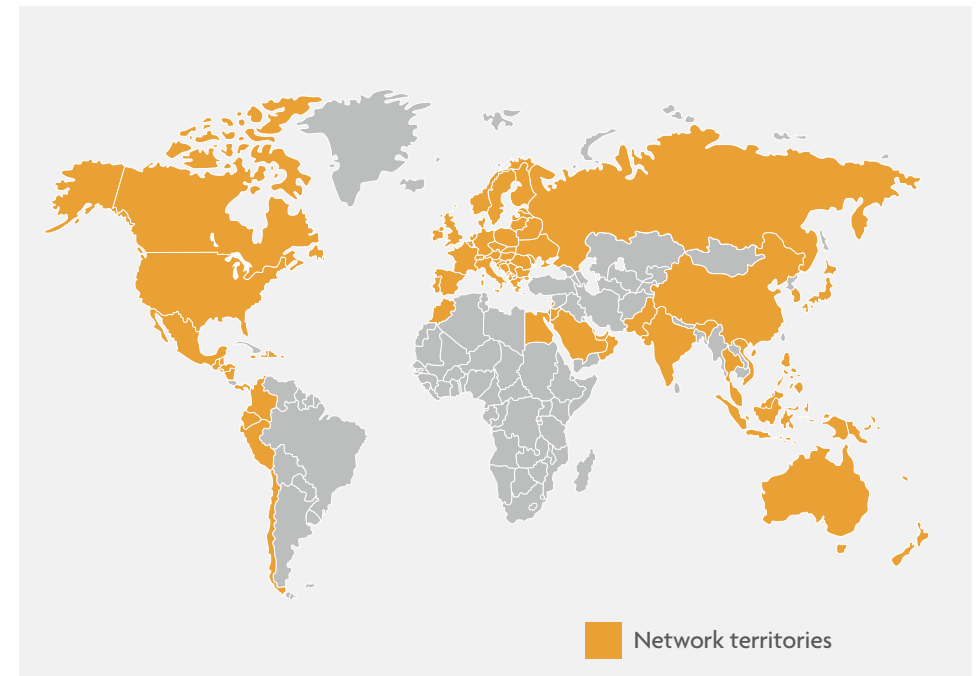
### Our cheese making sites and premises

**Glanbia Cheese** has two state-of-the-art mozzarella manufacturing facilities: one in Llangefni, North West Wales and one in Magheralin, Northern Ireland.

The locations not only provide outstanding logistical cheese manufacturing advantages but also enable us to source the highest quality milk used to make our delicious mozzarella cheese for pizza and other food products.

## Far and wide

### Where we supply to





# We are... here to make your consumers happy

Our cheese is loved by many. Our mozzarella is used by many of the leading pizza and pasta chains, food service operators, industrial food manufacturers, wholesalers and retailers across the globe. The consistent quality, flavour, melt and stretch of our cheese takes dishes from ordinary to extraordinary.



## Applications

- Pizzas
- Pasta
- Frozen foods
- Snacks
- Healthy alternatives
- Mexican dishes



## Types

- Mozzarella
- Reduced-fat mozzarella
- Reduced-sodium mozzarella
- Pizza cheese
- Blends



## Forms

- Chilled
- QLC® Quality Locked Cheese (IQF)
- Block cheese (Ribbon)
- String cheese
- Shredded / Diced cheese

## Cheese facts

1. In 1987 a piece of cheese was discovered in a bog in the Irish town of Tipperary that was 1400 years old. Even stranger, it was still edible!
2. Some academics believe people were eating cheese as early as 8000 BC.

# We are... delivering solutions, service and success

Welcome to the **Innovation Factory**, our value added development process that lets us create food solutions to help our customers meet the changing needs of their consumers. Our customers gain access to our global network of experienced food scientists, marketers, sales professionals and culinary experts to find custom solutions for the products they sell. What makes us different to typical cheese manufacturers is our ability to add value throughout the innovation process – from developing a concept to making it a reality.



## Research

### Understanding consumer needs

We seek a thorough understanding of your consumer and competitive environment by exploring a wide range of information to gain relevant insights. Then we translate those insights into innovative menu, product and strategic business ideas.

## Development

### Making the right product

Using proprietary cheese manufacturing technology, our product development and culinary teams will make sure your product will delight consumers and deliver against your brief. We will also make sure your cheese products work operationally and meet your financial requirements.

## Consumer testing

### Finding the best ideas

We can help you accurately evaluate the most promising food and menu ideas. Through rigorous qualitative and quantitative testing we can screen down to the best ideas that resonate strongly with your target consumers.

## Solutions

### Total product offering

Whatever your cheese requirements, in the end your total product solution will provide the right product attributes and benefits to satisfy the needs of your consumers and help you drive profitable growth.

**Co-developed solution**



**Innovation brief**



**Research and  
idea generation**



**Consumer testing**

**Our Innovation Process starts with a brief  
and ends with a co-developed solution**



**R&D/Culinary  
product development**

# We are... committed to our customers

We're always thinking of new ideas, new techniques and new ways to ensure the product we deliver to our customers is the very best it can be. And it's this dedication to ensuring every step of our process is tailored to meet the individual needs of our customers that has helped us achieve an international reputation for quality, innovation and unbeatable service.

## Quality and safety

### You can depend on us

When it comes to our cheese manufacturing, quality and safety are of paramount importance. Our customers depend on us to achieve the highest standards of excellence in everything we do and in the cheeses we deliver. Our facilities are designed and maintained with the utmost care to produce only the highest quality mozzarella, pizza cheese and dairy ingredients for our customers.

We use state-of-the-art quality assurance technology. Each step of the manufacturing process is closely monitored to ensure every aspect of the cheese meets our customers' specifications, from chemical composition through to physical dimensions and exacting cook characteristics.

We are unapologetically obsessed with product taste, functionality, consistency, and safety – and our customers appreciate and benefit from our commitment to thoroughness when making their mozzarella and cheese products.

## Technology

### Enabling you to meet the needs of your consumer

Our cheese manufacturing facilities are amongst the most modern and technologically advanced plants in the world, while our patented cheese manufacturing technology allows us to continuously improve the consumer eating experience.

### Finding customised solutions

By enhancing the texture, nutritional value, melt, and flavour of our mozzarella and pizza cheese we can provide custom solutions for our customers. We achieve this through our proprietary cheese making process.

This gives us a unique technology advantage over our competitors and allows us to design bespoke product recipes to deliver individual customer performance requirements.



## Customer collaboration

### A real partnership

Our customers receive the most responsive, results-driven service in the industry.

We work closely with our customers at every stage – from new product development to the daily processes that keep customer operations functioning smoothly.

Our customers trust us to deliver the highest quality products possible while providing impeccable customer service. And that's exactly what they get.



## Global scale

### Take advantage of our size and global capabilities

Our customers benefit from our innovations and economies of scale. We manufacture and supply mozzarella and dairy ingredients to over 20 countries and our team offers customers a full spectrum of capabilities, wherever they are. Our global network that extends from Western Europe, to North America, Asia and Latin America allows us to meet the fast and dynamic needs of our customers all over the world.



## Problem solvers

### More than an ingredient supplier

We take the time to understand what your customers need. As a major part of that service, our thorough qualitative and quantitative testing methods help us come up with the kind of food and menu suggestions that will appeal to the consumer market you're targeting.



## Cheese facts

3. In Britain, over 98% of households buy cheese each week and the average Briton eats 30 grams of cheese each day.
4. Great Britain has about 700 distinct local varieties of cheese. France and Italy have around 400 each.



# We are... not just a cheese supplier, we're a business partner

## Contact us

If you would like to talk to us then please feel free to get in touch:

### Write to us at:

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## We are Glanbia Cheese and we want to talk to you.

If you'd like to talk to us about working with Glanbia Cheese we'd be happy to pay you a visit and tell you more. Contact us now and discover all that we can do for you.

**Email us today at**  
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