



glanbia
CHEESE

Serious about Mozzarella

A photograph of three young women sitting on a couch, eating pizza. The woman on the left is wearing a colorful striped top and is smiling while eating. The woman in the middle is wearing an orange top and is holding a slice of pizza. The woman on the right is wearing a yellow top and is also eating. In front of them are two open pizza boxes. The background is a bright, out-of-focus window.

**We are partners
in innovation,
providing solutions
that help our
customers grow
more profitably**

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

**We provide patented
technology, quality
control and outstanding
customer service that
simply cannot be
matched**

Who we are...

The story of Glanbia Cheese

We are the leading mozzarella manufacturer in Europe, part of a global network consisting of 11 manufacturing plants around the world, which support and supply over 80 countries. We are a joint venture between Glanbia plc and Leprino Foods Company - a winning combination that draws on each parent's strength and areas of expertise.

Glanbia plc is an international, nutritional solutions and cheese group, headquartered in Ireland, with €3.7 billion in annual sales. It is a world leader in value added dairy ingredients, with a direct presence in 32 countries. It has operations in Ireland, USA, UK, Germany and China, with joint ventures in UK, USA and Ireland.

Leprino Foods, with an annual turnover in excess of \$3 billion, is a global cheese and dairy ingredients company and the world's largest Mozzarella producer. Based in the USA, Leprino Foods is a leader in food technology patents. Leprino Foods is the exclusive supplier of mozzarella to many of the top pizza chains in the USA and around the world.

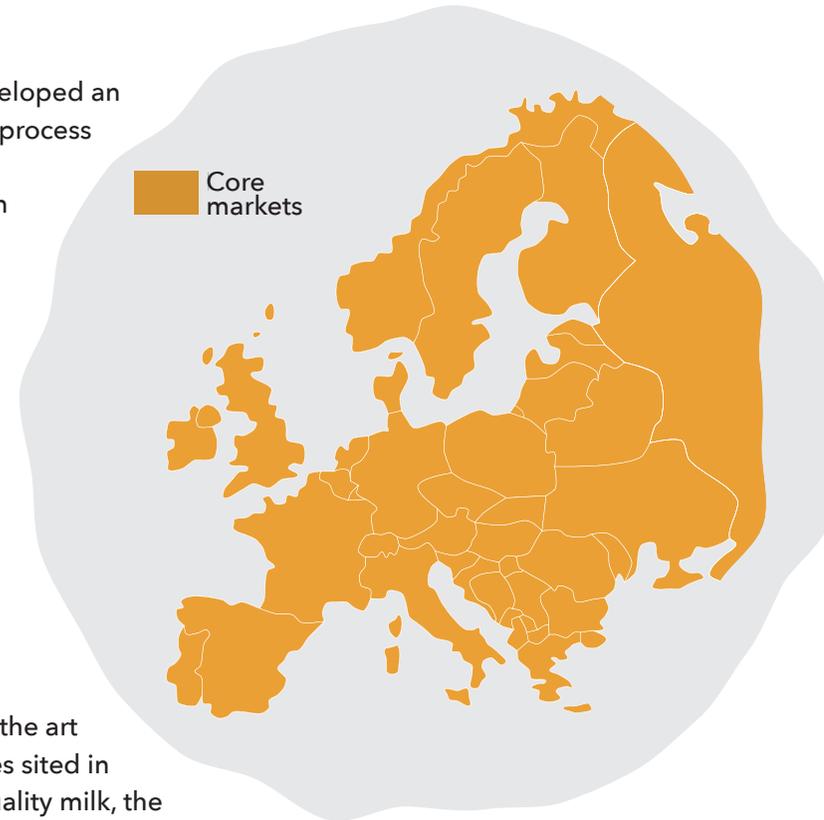
At **Glanbia Cheese**, we have developed an innovative cheese manufacturing process focussed on consumer needs. We understand food and nutrition and how to meet the needs of the world's most successful companies. This helps our customers grow faster and more profitably. We have access to a global network of experts within our parent companies to help deliver customer solutions.

Where we make our cheese

Glanbia Cheese has two state of the art mozzarella manufacturing facilities sited in locations that offer the highest quality milk, the starting point of our impressive mozzarella.

Llangefni, North West Wales, is focussed on shred and dice solutions for the foodservice sector. It uses over 250 million litres of milk a year, almost 20% of all the Welsh milk output.

Magheralin, Northern Ireland, is our multi purpose mozzarella plant producing a wide array of shred, ribbon (block) and cheese string solutions. This uses over 350 million litres a year, equivalent to 20% of Northern Ireland's milk output.





Cheese Facts

In 2014 cheese was discovered, buried in the Taklamaken desert that was 3,600 years old

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, foodservice 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



Types

- Mozzarella
- Reduced-fat mozzarella
- Pizza cheese
- Blends, e.g. mozzarella and cheddar



Formats

- Chilled
- IQF - individually quick frozen
- Block cheese (ribbon)
- String cheese
- Shredded / diced cheese



Welcome to the Innovation Kitchen...

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.

Cheese Facts

Some academics believe that people were eating cheese as early as 8000 B.C.

We are... **delivering solutions, services and success**

Knowledge

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.

Ideation

Tailored and bespoke solutions

Aligning our deep understanding of your business needs with our rich consumer insight, develop solutions for your business. Our arsenal involves NPD, culinary inspiration, market research and incentive programmes.

Sample

Making ideas a reality

Throughout the process, we will create products and samples to support your operational needs.

Show

Hearing the consumers voice

Your business needs to best meet consumer needs. We will speak to consumers to help tailor the offer and improve consumer acceptance.

Explain

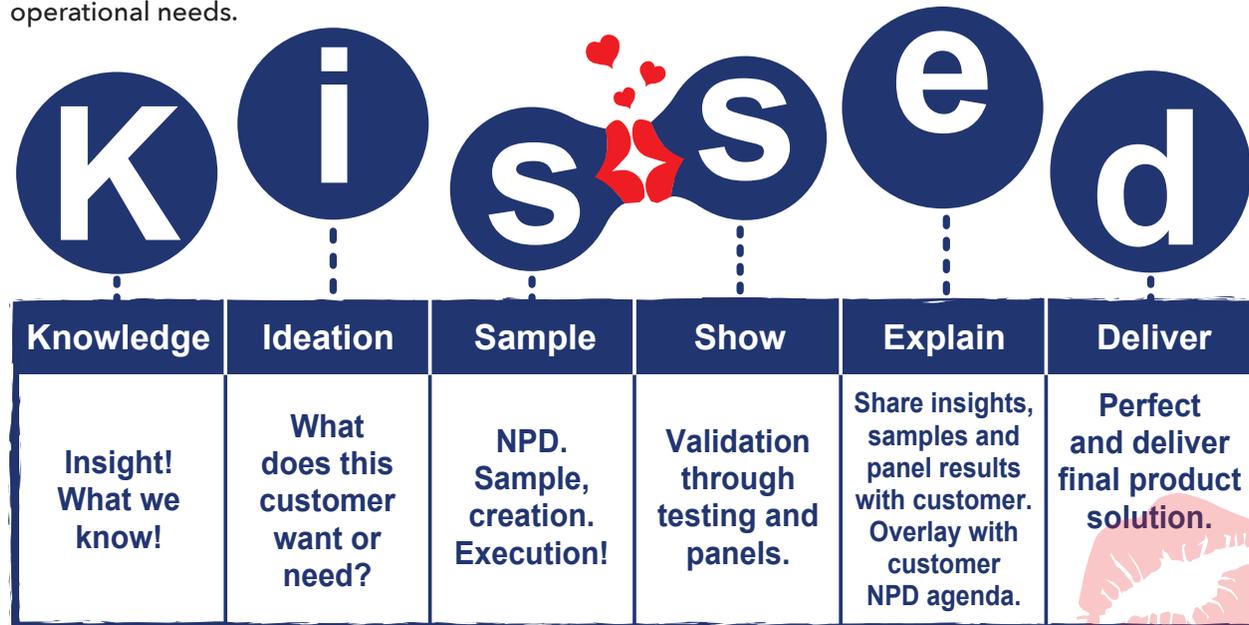
Collaborative working and two way communication

Working collaboratively, we will ensure that we meet your business needs. We will work with you to explain the choices and why this will work for your business.

Delivery

On time optimised launch

Perfect and deliver final product solution.



Our **innovation process** starts with a **brief & ends with a co-developed solution**



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. 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.

Cheese Facts

Cheese is bought by over 98% of UK households and on average consume 30g every day

We are... committed to our customers

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 customerised solutions

By enhancing the texture, nutritional value, melt and flavour of our mozzarella and pizza cheese, we can provide custom solutions for all 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.



Cheese Facts

The word mozzarella derives from the word 'mozza,' meaning to cut, in Neapolitan dialect

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.

Problem solvers

More than an ingredient supplier

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

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 27 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.

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

Cheese Facts

There are 900 named cheeses made in the UK, this is more than Italy and France combined



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