

16 December 2024

Tirlán Co-operative Structure

HERE

FOR

GOOD





A GLOBAL NAME IN FOOD AND NUTRITION

Tirlán is Ireland's leading 100% farmer owned
Co-op providing world-class dairy and grain
ingredients across the globe.





Our heritage

Over 100 years of experience and evolution



1900s

The Co-op Movement



1964-1997

A time of innovation, mergers and growth



2012-2021

A decade of evolution



2022

A new era

Tirlán

It all starts with great,
natural ingredients

Gently ripened
oats and grain



95%
GRASS
FED



Grass-fed dairy



At the core of our business

Our farm families and our quality ingredients are at the centre of everything we do.



Our unique relationship with our suppliers gives us strong oversight and leading supply chain traceability.



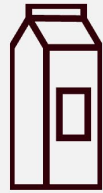
Your Co-op by numbers



#1
Milk Processor
in Ireland



3.1BN
litre milk pool



52

Retail
branches



4,500

Member family
farms



Our commitment
to farming, food
and the future

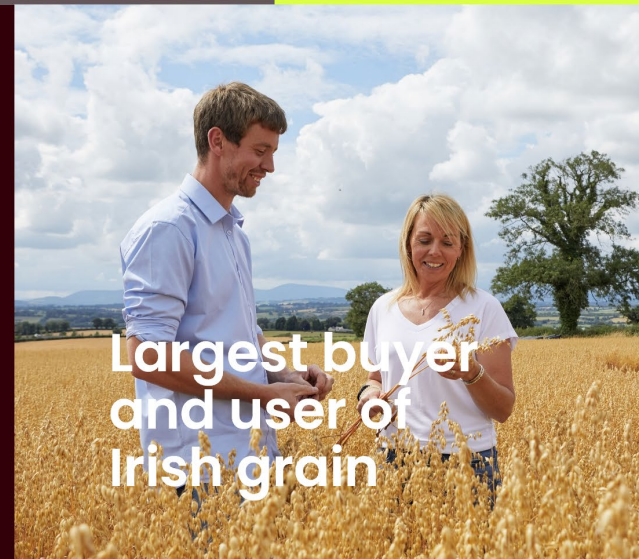
A wide range of
award-winning
brands



>100



countries where
Tirlán products
are sold



Largest buyer
and user of
Irish grain



2,300+
employees



Our business categories



Our award-winning range of products makes us leaders in the home and international marketplace, with a leading portfolio of brands including Avonmore.

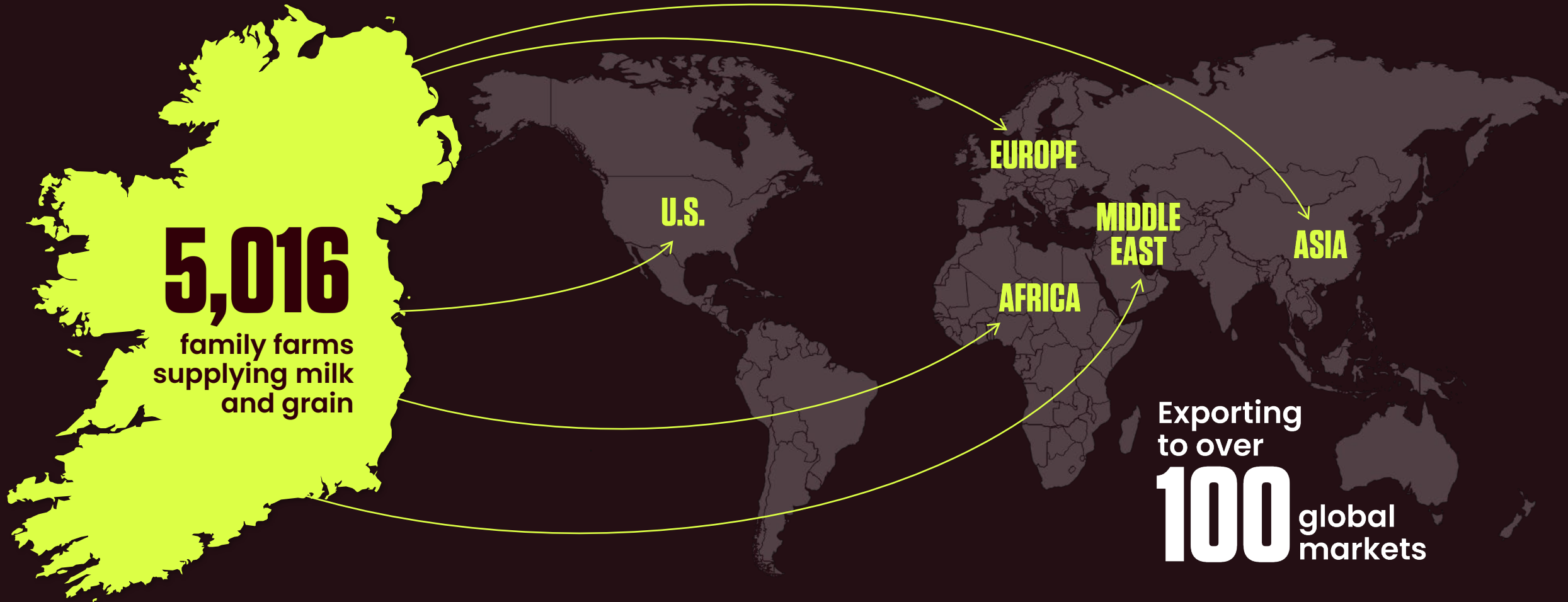


We supply a range of innovative dairy and plant-based ingredients for use in a range of applications, including lifestyle nutrition, clinical nutrition and functional foods.

Ireland's largest farm inputs supplier, with 52 Tirlán Farmlife, Tirlán CountryLife retail outlets and the award-winning GAIN Animal Nutrition brand.



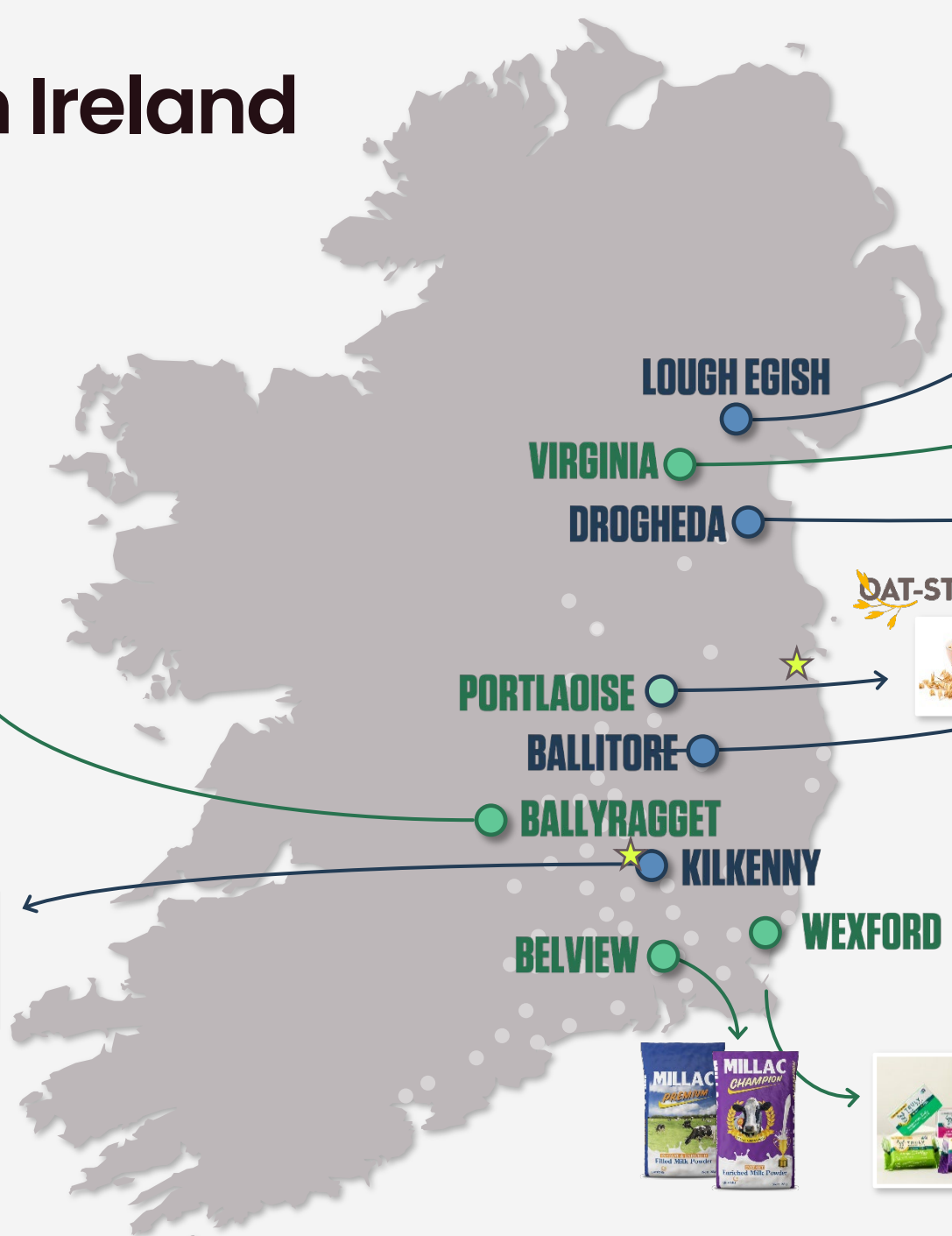
Local produce, global reach



Our facilities in Ireland



- **INGREDIENTS**
- **TIRLÁN FARMLIFE & TIRLÁN COUNTRYLIFE**
- **CONSUMER & AGRI**
- ★ **COLLABORATION HUB**



11 high-tech processing facilities

OVER €673M



Invested in facilities since 2012



52 agri & retail branches



A major driver of the rural economy



€5.5 billion
economic activity*



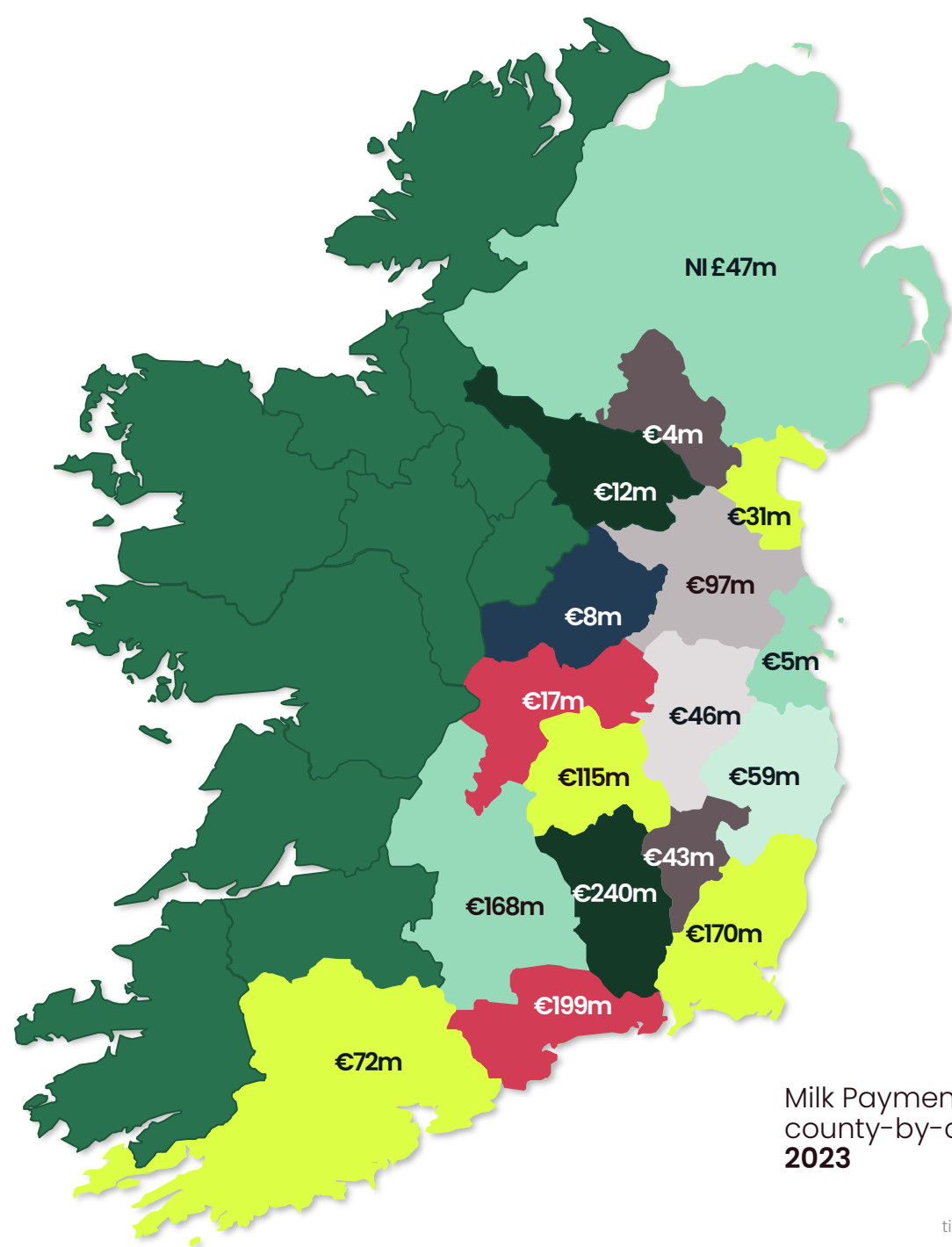
Over 19,200
jobs supported



€2 billion
value added impact

€1.3bn paid for milk and grain in 2023

*Economic Impact Study carried out by independent consultants EY (June 2023)



Milk Payments
county-by-county
2023



Our Co-operative Structure

11,083

Co-op Members

Representative Structure
(Council and Committees)

Board

Executive Leadership Team

2,300 employees



Our Co-op of the future

With a focus on education and diversity



1.
Establishment of Tirlán
Governance Academy



2.
Establishment of
Young Farmer Groups



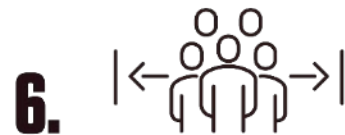
3.
Creation of
Designated Seats on
Council and Regional
Committees



4.
Tenure limits for
Board, Council and
Regional Advisory
Committees



5.
Council seats no
longer formally
ring-fenced to
specific areas



6.
Expansion of
eligibility criteria for
Board and Council



7.
Establishment of
Grain Advisory Group



8.
Changes in election
timetable



Tirlán's commitment to farming, food and the future





Our commitment to operational excellence & quality

Operational efficiency is one of the hallmarks of Tirlán's business model.

As the largest dairy processor in Ireland, our operating model drives a culture of excellence and leads to more opportunities for growth.





Tirlán commitment to working with our farm family suppliers can be seen everyday



NUTRITIONISTS



MILK SUPPLY EXCELLENCE



SOIL SCIENTISTS



TECHNICAL ADVISORY TEAMS



TECHNICAL FUNCTION



AGRI-SUSTAINABILITY

Our Co-op Model Allows us to Drive Significant Change on Farm Quickly

INCENTIVES & SUPPORTS



KNOWLEDGE TRANSFER



COLLABORATION

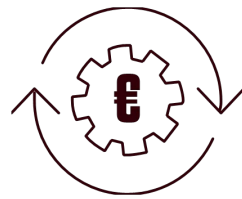


Living Proof Achievements – Highlights



6.3%

reduction in Scope 3
(Farm Carbon Footprint)
since 2018



22%
REDUCTION

in food waste since 2020 for our
consumer-facing food brands



13%
REDUCTION

in plastic usage in consumer-facing products

Progress on reducing Greenhouse Gases (GHG) on-farm

Milk supplier average carbon footprint (kg CO₂e/kg FPCM)



€116,000

directly fundraised for charity by
employees



**WORLD CLASS
STANDARDS IN H&S**



**ORIGIN GREEN
5-IN-A-ROW**



>500k

trees & hedging supplied by Tirlán since 2021



20

options supporting carbon reduction & regenerative agriculture practices now available for suppliers to select

FARMING FOR WATER: RIVER SLANEY PROJECT



>670

Water quality management ASSAP Plan complete with Tirlán Suppliers

€400,000

in grants applied for on behalf of 100 Tirlán suppliers through the Farming for Water EIP.

20 more Sustainable Farming Academy graduates in 2024



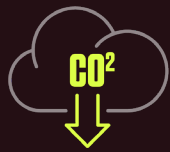
Farmer advocacy continues through the Sustainable Farming Academy



Origin Green Gold 5 in a row award

- Tirlán was just one of 26 of Ireland's leading food businesses to receive the inaugural Gold Status Membership in 2020 and is the only one to achieve Gold Membership status for 2024 and the only large dairy company to achieve this.





CARBON REDUCTION

Living Proof Pillar: Carbon Reduction On our family farms



€54M

Investment in supporting farmer sustainability initiative over three years.

>600 water quality remediation plans were put in place, as part of the ASSAP programme in 2023.

Top five sustainability initiatives taken by Tirlán farmers



1. Low Emissions Slurry Spreading



2. Herd Disease Screening



3. Improved Herd EBI



4. Fencing off of watercourses



5. Milk Recording



SUSTAINABILITY ACTION PAYMENT

0.5 CENT PER LITRE PAYMENT TAKE ACTION TODAY

Suppliers need to action **seven options** to receive full payment from Jan 2024



SDAS

The Sustainable Dairy Assurance Scheme



Farming for Water Quality



Sustainability Action Payment

The Sustainability Action Payment Programme is designed to support farm family suppliers to enhance the environmental and economic sustainability of their family farm businesses

Payment dairy suppliers receive

0.5cpl

Minimum number of actions from menu of 20 to be declared to receive full 0.5cpl

7

Sustainability Action Payment – *Menu of Options*

CARBON REDUCTION

1

Measuring Grass Growth

CARBON REDUCTION

2

Clover use

CARBON REDUCTION

3

Multi-species swards

CARBON REDUCTION

4

Milk recording

CARBON REDUCTION

5

Improve Herd EBI

IMPROVE AIR QUALITY

6

Low Emissions Slurry Spreading

IMPROVE AIR QUALITY

7

Purchase of Protected Urea

BIODIVERSITY

8

Additional native trees

BIODIVERSITY

9

Additional hedgerows

SOIL HEALTH

10

Soil Nutrient Management Planning

WATER PROTECTION

11

ASSAP water quality planning were identified by EPA

WATER PROTECTION

12

Fencing off watercourses

REDUCE FOSSIL FUEL USE

13

Renewable energy generation

Option 7 Protected Urea.
Declaration of this action now represents **two** actions

ANIMAL HEALTH & WELFARE

14

Herd Disease Screening

ANIMAL HEALTH & WELFARE

15

Participating in Beef Twenty20 Club

ANIMAL HEALTH & WELFARE

16

Udder health – SCC improvement

CARBON REDUCTION

17

Low protein feed

ANIMAL HEALTH & WELFARE

18

Use of sexed semen

CARBON REDUCTION

19

Genotyping

WATER PROTECTION

20

Water Quality EIP

Taking action together for a Better Future

Enabling Partners



FARMING FOR WATER: RIVER SLANEY PROJECT



Working together for a better future

Slaney Water Catchment Community Project

2030 Vision

A community-based, multi-stakeholder collaboration which is actively implementing water protection actions in the Slaney Water Catchment.

The delivery of these actions will contribute to:



The stabilisation of water quality in the Slaney Catchment and improvement by 2030



Enhanced water quality for the population of Ireland's South-East



Supporting the key employment sectors of the South-East: Industry, Human Health & Social Work, Wholesale & Retail Trade, Agriculture and Accommodation & Food Service

The Slaney Water Catchment Community Project would be considered as **an example of in best practice**, which can be scaled and replicated.

Action: Farm Support Service & EIP



**€60 MILLION AVAILABLE
FARMING FOR WATER EIP**



Living Proof on our family farms



“We’ve applied our science background to our family farm – to nutrition, to breeding through genetics and to herd and soil health. We want to protect our land for the future.”

Alan is a qualified environmental scientist and Cheryl is a research scientist in chemistry, and both now farm full-time, near Gorey, Co. Wexford. The farm has been in Alan’s family since 1707. The Poole family are Tirlán’s Operation Biodiversity Ambassadors.

Living Proof on our family farms

“We’ve been farming this land for hundreds of years and I want to leave it in as good if not better order for our son or daughter to farm into the future. Sustainability is key for us.”

Champion grain grower Thomas Butler and his wife, Annabel, from Bennettsbridge, Co. Kilkenny run a mixed-farming enterprise with both tillage and woodland on their farm.

Building sustainability knowledge

- The Sustainable Farming Academy partnership with Baileys offers Tirlán farmers 20 places per year for a fully funded diploma in Environment, Sustainability & Climate from University College Cork.
- Annual €1,000 study bursary for supplier family members.



Q&A



**THANK
YOU**



Tirlán

Q&A

