

MEDIA RELEASE

January 31, 2007



Wellard has celebrated an important milestone in the evolution of the company, with the launch of its new business strategy and unveiling of its new logo.

Although best known for its livestock export division, Wellard Rural Exports - Australia's leading livestock exporter, the company has been growing its business and asset base through:

- a) natural expansion as part of its strategy to develop a quality controlled vertical supply chain (Wellard Feeds, Wellard Rural Transport), and
- b) the recent creation of new and exciting business divisions to capitalise on market and investment opportunities (Wellard Capital, Wellard Estates, Wellard Aviation and Wellard Ships).

Wellard Group Holdings now has assets totalling more than \$20 million, and the expansion of its existing subsidiaries coupled with the growth of its newer divisions helped the Wellard Group double its turnover from 2005 to 2006.

Wellard principal Mauro Balzarini said he was confident the company's animal welfare record would continue to benefit Wellard Rural Exports, Wellard Feeds and Wellard Rural Transport, while the new divisions would continue to expand as opportunities emerged.

"We are focussed on building on our past success, and have assembled an energetic, experienced, proven team and married them with a strong capital base to capitalise on global opportunities," he said. "We will continue our commitment to quality and best practice, with passion, hard work and the courage to innovate."

To mark the expansion of its business Wellard has launched a new logo to reflect the modern and progressive focus of its business.

Wellard was founded by Mr Balzarini's father Emilio in 1978, and has cemented itself as a leader in the industry with its quality controlled, vertically integrated business, formed to ensure the on-time supply of a consistent and quality product.

Its subsidiary companies are:

- o **Wellard Rural Exports** is Australia's leading livestock exporter with a commitment to animal welfare that is second to none. Crucial to its success has been the relationship with the Balzarini family's company, Siba Ships, which operates the youngest and most technologically advanced livestock fleet in the world.
- o **Wellard Feeds'** feed mill in the heart of Western Australia's Wheatbelt produces 60,000 tonnes of lupin-based feed pellets annually to supply Wellard's feedlot and livestock shipping operations
- o **Wellard Rural Transport** provides logistical support with its prime movers to transport grain, sheep, wool and pellets across the state

New divisions have been formed to tap expanding business opportunities and to help diversify the Wellard business. The creation of the new divisions was accelerated when a restructure of the Balzarini family interests vested Mauro Balzarini with the ownership of Wellard.

- **Wellard Ships**, a Wellard Group Holdings subsidiary, owns 25% of the MV Deneb Prima, which is the largest livestock carrier in the world. The ship is managed by Siba Ships which holds the remaining 75%
- **Wellard Capital** has been formed to invest in a range of Australian and worldwide equity and business opportunities, outside the company's traditional business focus.
- **Wellard Estates** is already a significant land holder as manager of Wellard's operational land bank. But where opportunities arise, Wellard Estates now has the capacity to invest in property which offers sound investment opportunities.
- **Wellard Aviation's** jet aircraft has been acquired largely for intra-company use, but the company is confident Western Australia's growing economy will create charter demand for its aircraft.

"Wellard is confident that its new divisions will enjoy the same success as the company's traditional operations as the company continues to focus on being a market leader and early adopter of new technologies," Mr Balzarini said.

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