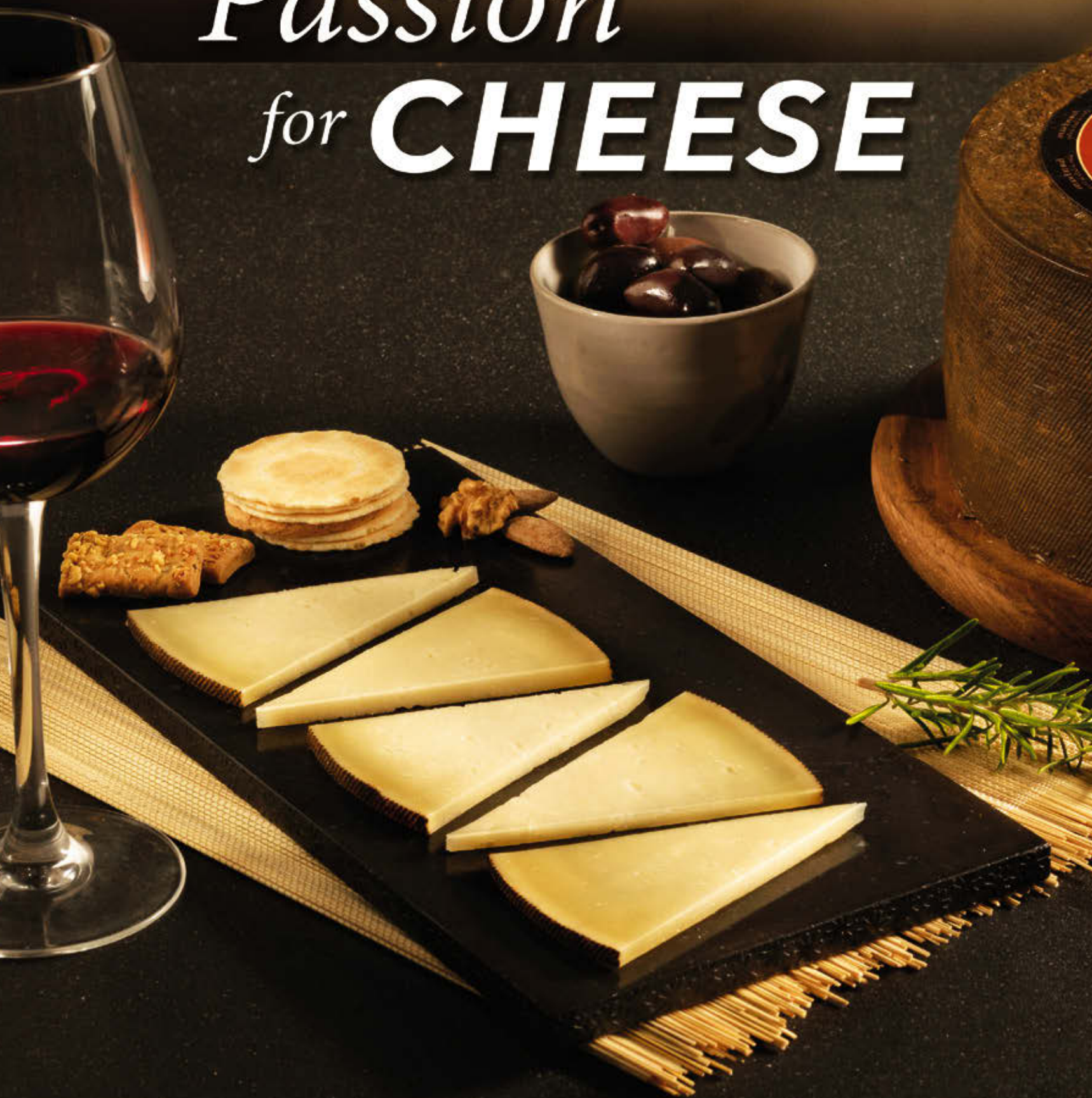




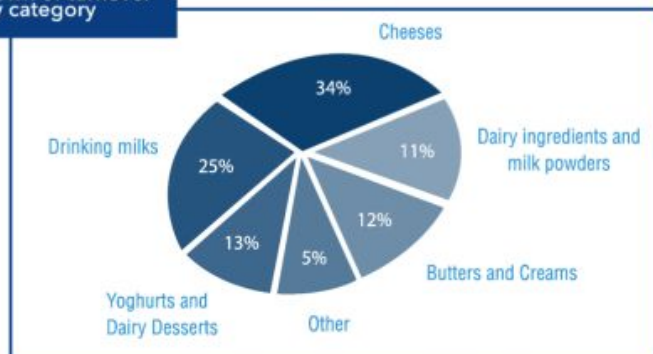
Passion *for* **CHEESE**



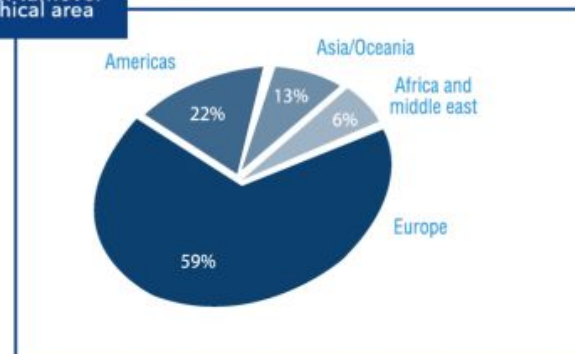
Consolidated global leadership
of the dairy market

WITH €18.4 BILLION
OF TURNOVER

Breakdown of turnover
by category



Breakdown of turnover
by geographical area



80 000
IN 88 COUNTRIES
Committed to offering the best of *milk* and *dairy* products



**LEADERSHIP
BY CATEGORY**

Cheeses: **n°1**
Chilled dairy: **n°3**
Fluid milk: **n°3**
Butter and Cream: **n°4**



**19.2 BN LITERS
OF MILK COLLECTED
IN 37 COUNTRIES**



**240
PRODUCTION
SITES IN 47
COUNTRIES**



**OUR GLOBAL
DAIRY PRODUCTS
LEADERSHIP
REINFORCED
IN 2017**

Through **Innovation**
and **Quality**

3 global brands,
each one with a turnover **over €1 billion**



**€1.250 BILLION
TURNOVER**



**1.100 BILLION LITERS
COLLECTED OF THE
3 ANIMAL SPECIES
FROM 2 500**

2 500

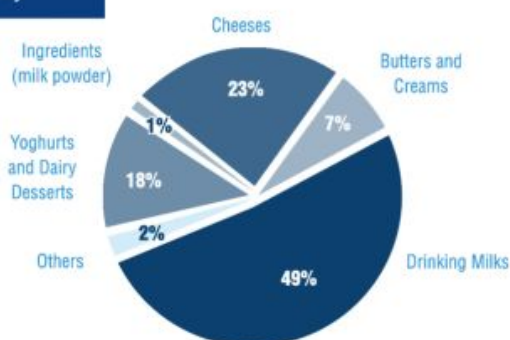


**8 PRODUCTION
PLANTS**



DIRECT BREEDING SPANISH FARMS

**Breakdown of turnover
by category**



Nº1
In cheeses

Nº1
In fluid milk

Nº3
In yoghurts
and dairy
desserts



Lactalis Forlasa is the Cheese, Butter and Cream Division

of Lactalis Iberia Group, with a **leadership in the Cheese market** based on global brands such as Président, Galbani and strong national brands such as Flor de Esgueva, El Ventero, Gran Capitán and Don Bernardo. With 3 production sites, Lactalis has a production capacity of over **50 000 Tons** and elaborates different kind of cheeses under leader brands in the market. All our products and processes comply with the **certification systems of AENOR** (Spanish Association for Standardization and Certification) in accordance with the ISO standards.



Founded in 1980

75

CAPACITY
**24 000
TONS/YEAR**



CERTIFICATIONS

This plant produces three ranges of **Fresh Cheese: Burgos, Traditional and Cheese for Salad**. El Ventero Fresco has been awarded the 'Artesano' Seal from the National Association for Promotion and Development of Craft Cheese (Arques) as a guarantee of its production process following traditional methods.



Founded in 1946

97

CAPACITY
**5 000
TONS/YEAR**



CERTIFICATIONS

This plant produces a **unique cheese made of raw sheep's milk**, 100% supplied in the region of Castilla y León.



From tradition to innovation



Founded in 1970



240



25 000
TONS/YEAR



CERTIFICATIONS



One of Lactalis Plants with major production flexibility: **over 210 SKUs**, in a wide range of formats, types of milk and different weights.
Up to 4 types of milk can be used in the manufacturing process.
We use cutting-edge technology aimed at offering innovative products and formats adapted to new consumers' habits.

The site has a **pilot plant** to test new products and recipes that enables us to innovate and satisfy our consumers' needs.

Lactalis Villarrobledo is one of the **world leaders in PDO Manchego Cheese** production with Don Bernardo.



Don
Bernardo.

El
Ventero

Gran
Capitán

PRÉSIDENT

The PDO Manchego Cheese

We produce in Villarrobledo **PDO Manchego Cheese, a Sheep's Milk Cheese with Protected Designation of Origin.**

Its name is due to its elaboration in the natural region of **La Mancha**, from the milk of genuine Manchega sheep bred in **800 farms** registered in the designated area.

The Regulatory Council of the Designation of Origin certifies the origin of the milk used in the process and guarantees the quality of the product through a serial number on the back label and a casein tab placed on the cheese.

The Manchego Cheese **maturation is minimum 60 days.**

Nº 459231-H



CLASSIFICATION OF MANCHEGO CHEESE RIPENING (DAYS)

SEMICURADO	▶ AGED OVER 60 DAYS
CURADO	▶ AGED OVER 105 DAYS
VIEJO	▶ AGED OVER 180 DAYS
AÑEJO	▶ AGED OVER 270 DAYS



With more than **1600 Tons**, we proudly sell our products in **46 countries** in 4 continents:

POLAND
MEXICO
COLOMBIA
PERU
GERMANY
CZECH REPUBLIC
EQUATORIAL GUINEA
TOGO
ITALY
BELGIUM
SINGAPORE
SIERRA LEONE
USA
LEBANON
PANAMA
CAMEROON
FRANCE
ECUADOR
REPUBLIC OF DJIBOUTI
CENTRAL AFRICAN REP.
SWITZERLAND
CROATIA
KUWAIT



GABON
DENMARK
GUATEMALA
GREECE
CONGO
FINLAND
HUNGARY
GEORGIA
BURKINA FASO
DOMINICAN REP.
SLOVENIA
DUBAI
NIGER
CANADA
BRAZIL
CAMBODIA
HONG KONG
UK
HONDURAS
LIBERIA
GUINEA BISSAU REP.
AUSTRIA
CHILI

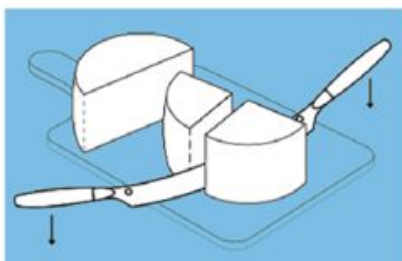
...which makes us a top-notch ambassador of the Spanish Dairy Industry. With our Cheeses, we contribute to the development and the settlement of **Spanish food industry** all over the world, and most particularly the Tapas Concept.

We are among the **leader producers of PDO Manchego Cheese**, and also one of the main export companies. PDO Manchego is the first Cheese we sell abroad, and our export range is completed by a large assortment of Iberico and Fresh cheese, in different formats and under different brands to meet our consumers' needs.

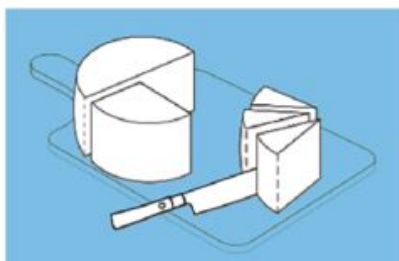
Best way to cut our cheeses for a perfect tasting

WHY IS IT CUT INTO WEDGES?

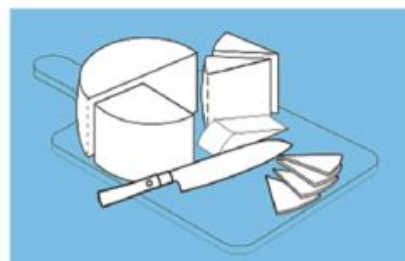
Because is it important to start eating cheese from the tender center and towards the most cured part.



1. Cut the cheese in half with a double handled knife. Cut one of the halves into two wedges.



2. Change to a sharp knife of about 15 cms long and cut the portion into three wedges.



3. Slice each wedge until you have obtained a series of flat triangles about five millimeters thick.



Flor de Esgueva

Flor de Esgueva Viejo is a unique cheese made of **raw sheep's milk** with a **natural rind** and **matured for a minimum of 7 months**. With a dark ivory color, Flor de Esgueva has an intense flavor, unique to sheep's milk, combined with a soft texture. The cheese masters have been making the cheese with dedication, wisdom and care in a traditional way for five generations. At the different stages of maturation, the cheese masters brush the cheeses, lightly cover them with oil and they turn them by hand, one by one, until each cheese reaches its optimum point of maturation.

Thus begins a ritual that continues today in our company, when after cutting the cheese into small, identical wedges we serve them accompanied by bite-sized pieces of bread or dried fruits, giving a more personal touch. In conclusion, a **Tasting Ritual** for anyone who loves cured cheese, which we can enjoy at any time of the day, whether it be as an appetizer, dessert or as part of a dinner.

For lovers of more cured cheeses, **Flor de Esgueva Carácter** is a cheese with a longer maturation, of 9 months minimum, which gives him a more firm texture and a more intense flavor of sheep milk.

Flor de Esgueva is the curado cheese brand leader in Spain.





1 **VIEJO**
3,2 Kg Wheel



2 **VIEJO**
250g Wedge



3 **VIEJO TAPAS MAESTRAS**
210g precut Wedge



4 **VIEJO**
1,1 Kg Wheel



5 **CARÁCTER**
3,2 Kg Wheel



6 **CARÁCTER**
225g Wedge

UNIT				CASE				PALLET				
	Code	EAN13	Net Weight (Kg)	Shelf Life (days)	Units	EAN 14	Net Weight (Kg)	Dimensions (cm)	Cases / Layer	Layer / Pallet	Cases / Pallet	Height (cm)
1	19720	8410100057859	3,200	365	2	08410100872018	6,400	25 x 48 x 13	7	8	56	121
2	80808	8410285808086	0,250	70	10	78410285810033	2,500	18 x 23 x 11,5	20	12	240	165
3	19019	8410285190198	0,210	90	8	68410285190190	1,680	15 x 31 x 15	19	9	171	150
4	19770	8410100057828	1,100	365	6	08410100125565	6,600	29 x 44 x 12	6	10	60	136
5	63367	8410285633671	3,200	365	2	18410285633678	6,400	25 x 48 x 13	7	8	56	121
6	63368	8410285633688	0,225	70	10	18410285633685	2,250	18 x 23 x 11,5	20	12	240	165



Don Bernardo

Don Bernardo invites you on a culinary journey to **La Mancha**, the high plateau region of central Spain, land of Cervantes' Don Quixote and the **Manchega sheep** whose milk gives Manchego cheese its distinctive character. Spain's most popular cheese, Manchego, has been enjoyed by cheese lovers since ancient times.

Don Bernardo, certified as a **genuine Manchego with Protected Designation of Origin (PDO) status**, remains loyal to the great tradition of authentic Manchego cheese making.

Don Bernardo is made exclusively from Manchega sheep's milk **within the designated PDO area of La Mancha** following traditional manufacturing methods.

The Manchega sheep is a breed especially adapted to the extreme continental climate of La Mancha. They graze on the tough wild plants and herbs favored by the harsh climate, giving Manchego a taste and aroma different from any other cheese.

Don Bernardo Manchego is a semi-firm aged cheese with a firm and dry, ivory to butter colored interior. Subtle herbal notes and hints of nuts characterize its complex, yet warm, rustic flavor. The rind has a distinctive basket weave pattern on the sides inspired by the traditional esparto grass used for the molds.

Don Bernardo Manchego is available in **3 levels of maturation**:

- minimum 60 days (semi-mature, semicurado)
- over 120 days (mature, curado)
- over 180 days (extra-mature, viejo)

Don Bernardo is the Manchego DOP brand leader in Spain.

**Don
Bernardo.**



1 SEMICURADO
3 Kg Wheel



2 CURADO
3 Kg Wheel



3 VIEJO
3 Kg Wheel



4 VIEJO
880g Wheel



5/6 VIEJO
250 or 200g Wedge



7 VIEJO
140g Slices



8 VIEJO
200g precut Wedge



9 CURADO
4 Kg Block



10 TAPAS DE ESPAÑA
180g

UNIT					CASE				PALLET			
	Code	EAN13	Net Weight (Kg)	Shelf Life (days)	Units	EAN 14	Net Weight (Kg)	Dimensions (cm)	Cases / Layer	Layer / Pallet	Cases / Pallet	Height (cm)
1	52974	8410633010055	2,900	210	2	98410633500306	5,800	23 x 44 x 12	7	12	84	160
2	50246	8410633010048	2,960	210	2	98410633500269	5,920	23 x 44 x 12	7	12	84	160
3	50238	8410633010017	2,960	210	2	98410633500122	5,920	23 x 44 x 12	7	12	84	160
4	50314	8410633010420	0,880	210	6	08410633559370	5,280	31 x 46 x 9	6	12	72	123
5	60672	8410633560802	0,200	210	12	18410633560809	2,400	16 x 38 x 12	16	10	160	180
6	50242	8410633010024	0,250	210	12	08410633500167	3,000	16 x 38 x 12	16	10	160	136
7	50301	8410633010901	0,140	90	12	08410633553576	1,680	16 x 25 x 24	25	5	125	136
8	50338	8410633560123	0,200	90	12	08410633560130	2,400	21 x 31 x 17	16	6	96	140
9	50346	8410633011397	4,000	120	2	98410633560638	8,400	22 x 41 x 12	7	12	84	160
10	127179	8410633562233	0,180	90	10	18410633562230	1,800	23 x26 x 15	23	5	115	130



Gran Capitán

Gran Capitán produces a **genuine cheese created by the perfect blend of three different types of milk**, with an intense flavor which, thanks to our ancestral recipe, entices your senses and respects the aroma of tradition.

Gran Capitán **Semicurado** cheese, with a **minimum maturation period of 35 days**, is characterized by its perfectly balanced flavor, neither too strong nor too mild, which preserves the values of cured cheese yet leaves a less intense aftertaste. The result of the careful maturation process is a cheese with a pleasant taste and unique texture.

Gran Capitán **Curado** is a cheese which after a **minimum maturation period** of 105 days will seduce the most demanding palates. Ideal for eating by itself, paired with a good wine or in combination with the best tapas. The meticulous maturation process produces a cheese with an intense flavor and firm texture.

Thanks to its great variety of formats in **wheels, wedges, slices and 'Ready for Tapas'**, Gran Capitán is a cheese with a delicate taste that does not renounce the traditional flavor, ideal for eating as a snack, alone or in company.

Our **platter Tapas de Queso**, already cut into portions, is the **quickest and most convenient way to enjoy the unique flavor of our most representative cheeses**.

Ideal for eating alone or in company, perfect as an appetizer in combination with the best tapas or accompanied by a good wine during a supper.





1 **CURADO**
3Kg Wheel



2 **CURADO**
860g Wheel



3 **CURADO**
450g Wheel



4 **CURADO**
250g Wedge



5 **CURADO**
210g Precut Wedge



6 **CURADO**
140g Slices



7 **SEMICURADO**
3 Kg Wheel



8 **SEMICURADO**
930g Wheel



9 **SEMICURADO**
250g Wedge



10 **SEMICURADO**
230g Precut Wedge



11 **SEMICURADO**
160g Slices



12 **LEYENDA**
3Kg Wheel



13 **OVEJA**
3Kg Wheel



14 **OVEJA**
210g Precut Wedge



15 **TAPAS DE QUESO**
180g

UNIT					CASE				PALLET			
	Code	EAN13	Net Weight (Kg)	Shelf Life (days)	Units	EAN 14	Net Weight (Kg)	Dimensions (cm)	Cases / Layer	Layer / Pallet	Cases / Pallet	Height (cm)
1	52070	8411049000227	2,920	210	2	98411049024202	5,840	23 x 44 x 12	7	12	84	160
2	64937	8411049026302	0,860	210	6	58411049026307	5,160	31 x 46 x 9	6	12	72	123
3	52082	8411049000883	0,450	210	12	08411049023639	5,400	25 x 38 x 14	9	10	90	156
4	52094	8411049023462	0,250	210	16	08411049023707	4,000	26 x 28 x 14	12	8	96	110
5	81094	8411049027873	0,210	90	12	48411049027871	2,520	21 x 31 x 17	16	6	96	120
6	52133	8411049027620	0,140	90	16	08411049027637	2,240	24 x 31 x 18	12	8	96	160
7	50377	8411049000258	3,170	210	2	98411049023670	6,340	23 x 44 x 12	7	12	84	160
8	64938	8411049026395	0,930	210	6	58411049026390	5,580	31 x 46 x 9	6	12	72	123
9	50395	8411049023431	0,250	210	16	08411049023714	4,000	26 x 28 x 14	12	8	96	110
10	81095	8411049027859	0,230	90	12	68411049023433	2,760	21 x 31 x 17	16	6	96	120
11	81091	8410633561427	0,160	90	16	18410633561424	2,560	21 x 31 x 17	12	8	96	120
12	116799	8410633562172	2,920	90	2	98410633562175	5,840	44 x 23 x 12	7	12	84	160
13	80783	8410633561328	2,920	90	2	98410633561321	5,840	46 x 21 x 12	7	12	84	147
14	99852	8410633561571	0,210	90	12	18410633561578	2,520	31 x 17 x 21	16	16	96	160
15	52108	8411049026340	0,180	90	10	08411049027644	1,800	23 x 26 x 15	23	5	115	130