

PRESS RELEASE

Wyke Farms and OMSCo Launch 'The British Organic Dairy Company'
Name Revealed for EU's Largest Producer of Organic Cheddar

Bruton, Somerset, 27th November 2017 – Wyke Farms, the UK's largest independent cheese maker and producers of renewable energy, and The Organic Milk Suppliers Cooperative (OMSCo), the UK's largest producer of organic milk and organic dairy exporter, today reveal their new joint business identity 'The British Organic Dairy Company'.

This collaboration between the two businesses will provide a more robust yet flexible operation for the production of key organic dairy products, to exploit opportunities or ride out uncertainties in a post BREXIT world.

The development comes after the pair announced their business partnership in July and publically set out their intention to be the supplier of choice across the world for organic cheese, and premium cheese by-products by expanding organic cheese production, distribution and sales.

The UK organic cheese category is under performing relative to overall dairy, with just 1% market share within cheese, compared to 5% in liquid milk and 8.5% in yogurt, for example. This shortfall in potential can be attributed to supply chain issues such as poor quality driving low repeat purchase, sporadic supply and a relatively costly supply chain. ***"This collaboration will create a solid platform to grow sales of organic dairy products and allow it to reach its potential in a growing world market, now and post-Brexit"*** said Rich Clothier, managing director and third generation family member at Wyke Farms. He continues: ***"This alliance brings together quality and excellence in organic dairy production, from the world's second largest 100% organic milk producer, combined with award winning cheddar quality from Wyke Farms; the most sustainable cheese maker in the world – it really is a world beating collaboration!"***

The creation of The British Organic Dairy Company means that Wyke Farms will be sourcing all the milk requirements for organic cheese production from OMSCo, whilst OMSCo will increase its range of specialist organic cheese made by Wyke Farms for export markets, and also take a share in the ownership of bulk cheddar stocks for a proportion of domestic and export sales.

The collaboration will allow Wyke Farms and OMSCo to capitalise on the growth of the organic dairy market on a global scale, producing branded and own label products certified to EU, American and Chinese standards. As well as driving the opportunities that lie closer to home.

Wyke Farms has been producing its award winning cheddar to their secret family recipe for over 150 years and has grown to become one of the largest family-owned cheese makers in Britain selling over 15,000 tonnes annually to 160 countries around the world.

Wyke Farms have over 150 years of family farming experience. Wyke Farms' cheese and butter is made with the milk from their cows grazing the lush pastures of the Mendip Hills in the centre of the Cheddar making region in Somerset.

The Wyke Farms products are available nationwide and can be found in Asda, Co-op, Sainsbury's Tesco Lidl Aldi Morrisons and Waitrose.

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Images available here:
<http://connectedpr.com/wyke-farms/wyke-farms-media-library/>

Notes to Editor:

Wyke Farms Ltd is a family run company based in the heart of the Somerset cheddar-making region. The art of traditional cheese making will never be lost on the Somerset farm where the Clothier family have been making cheddar in Somerset since 1861. Today, Wyke Farms is one of the largest independent cheese makers and milk processors in the UK producing over 15,000 tonnes of cheddar

per year to the same award winning 155-year-old recipe.

The Wyke Farms brand is the 4th largest brand in the Cheddar category and the only independent company in the top 10 cheese brands with retail sales of over £60 million.

Wyke remains a truly traditional family business. Ivy's grandsons Richard and Tom now run the cheese making operations with their father John, whilst her other two Grandsons David and Roger run the family dairy farming operations. The four grandchildren share Ivy's passion for cheese making where flavour, texture and taste are paramount. They believe that this attention to detail is the reason that their cheese has won more awards at national cheese shows than any other.

Wyke Farms are committed to sustainable farming and are proud to be the UK's first national cheddar brand to become 100% self-sufficient in green energy. Wyke Farms sources all of its electricity and gas from both solar and biogas, generated from the farm and dairy waste. The biogas energy is generated from its own anaerobic digester (AD) plant, which saves Wyke Farms over 20 million kilos of carbon dioxide per annum.

They have received national and international recognition for their on-going commitment to sustainability, and have won numerous awards including

- International Ambassador – Insider's South West International Trade Awards
- Green Innovation and Finance Awards 2017 – Winner - Business Leader of the Year
- European Business Awards – Environment & Corporate Sustainability Category – European Champions 2015/2016
- The Renewable Energy Association Winner - Sustainability Category
- Insider "Made in the UK" Awards
- Winner of the Grocer Gold Awards – Green Initiative of the Year 2016
- The Guardian Sustainable Business Awards 2016
- Winner of the Sustainable Futures category at the IGD Awards 2015
- Waitrose Way Awards 2015 – Treading Lightly Reducing CO2 – Winner
- Winner of the Food & Drink Federation 'Environmental Leadership' Award 2015
- National Champion representing the UK in the 2015/16 European Business Awards – Environmental & Corporate Sustainability
- UK AD & Biogas Industry Awards – Best On Farm AD Project –Winner
- The Guardian Sustainable Business Awards 2015 (Winner in Carbon & Energy Management)
- The Footprint Awards 2015 – Sustainable Use of Natural Resources (Winner)
- The Footprint Awards 2015 – Energy Efficiency Award (Finalist)
- IFE World Food Innovation Awards 2015 Winner Best Corporate Social Responsibility Category
- National CSR Awards 2015 - Environmental Leadership Award (Winner)
- Farm Business Cream Awards – Cream Award – Highly Commended
- The Guardian Sustainable Business Awards 2014 (Winner in Waste Innovation Category)

- Waitrose Way Awards 2014 - Treading Lightly for Water – Winner
- Waitrose Way Awards 2014 - Treading Lightly for Carbon – Winner
- Short-Term Payback Award (Runner Up)
- Insider Made in the UK – Green/Sustainable Manufacturer Award (Winner)
- 2degrees Sustainable Business Champions 2014 (Energy & Carbon Management)
- The UK & Biogas Industry Awards for Best AD Plant in the Food & Drink Industry (Winner)
- The Grocer Green Supplier of the Year Award 2014
- The Footprint Awards 2014 - The Energy Efficiency Award (Winner)
- The Footprint Awards 2014 - Economic Sustainability Award (Winner)
- The Manufacturer Awards – Manufacturing in Action (Finalist)
- The World Dairy Innovation Awards 2013 – Best Environmental Sustainability Initiative (Finalist)
- The BusinessGreen Leaders Awards 2013 (Highly Commended)

Managing Director Rich Clothier has been recognised for his passion and commitment to sustainability. He won the Food Manufacture Excellence Awards 2013 'Personality of the Year', The UK & Biogas Industry Awards 'AD Hero of the Year' and Farmers' Weekly 'Sustainable Farmer of the Year' 2014 Award.

www.wykefarms.com
<http://www.facebook.com/wykefarms>

OMSCo is the UK's largest organic dairy producer, representing around 65% of the UK's organic milk and is the only 100% organic, farmer-owned and farmer-run dairy cooperative in the UK. OMSCo was established in 1994 by five farmers who believed that there was simply a 'better way to farm'. Over the last nearly 25 years, the passion and belief that inspired those early members has gathered pace and OMSCo has transformed its customer base, member base and market reach to become the second largest dedicated organic milk producer in the world and the UK's leading organic dairy exporter.

About OMSCo:

- OMSCo is a British organic dairy cooperative.
- OMSCo has 270 farmer members spread across the UK, and is the only national 100% organic, farmer-owned and farmer-run dairy cooperative in the UK.
- OMSCo is the largest producer of organic dairy, and represents 65% of the UK's organic milk market, and is the second largest dedicated organic dairy producer in the world.
- OMSCo is also the longest established organic dairy cooperative in the UK, now with an annual turnover of £100 million.
- As well as supplying the majority of the UK's organic dairy processing needs, OMSCo also has extensive experience of exporting raw milk, bulk ingredients, specialist milk ingredients and consumer products to overseas markets.
- OMSCo was the first European dairy company under the EU-US Equivalency Agreement, to be able

to sell dairy products in the US that are certified organic by the USDA.

- In 2013 OMSCo partnered with US organic giant Organic Valley, the world's largest dedicated organic milk pool and \$1bn organic brand, to drive its US export business.
- OMSCo's award-winning Kingdom cheddar brand is on sale across the US and has been in market for just over four years.
- OMSCo and Organic Valley took their partnership a step further in 2015 by agreeing a mutual financial stake in each others' cooperatives and cementing a long-term alliance.
- OMSCo achieved accreditation to the Chinese organic standard in November 2015 and started exporting UHT to China in 2016.
- Earlier this year, OMSCo announced a second strategic supply alliance with Europe's third largest dedicated milk pool, Eko Holland. This move marks a further meeting of minds from a sustainable and cooperative farming model perspective, as well as expanding supply base on the continent and market access ahead of Brexit.

For more details, go to our website:

<http://www.omsco.co.uk/>

Or our Twitter feed:

<https://twitter.com/omsco>

The website for Kingdom Cheddar

<http://www.kingdomcheddar.com/>

The twitter account for Kingdom Cheddar

<https://twitter.com/kingdomcheese>