

## OUR VISION

To be a leading branded foods and beverages group in South Africa and selected other African countries, providing accessible nutrition to all consumers

## OUR MISSION

Reaching the Group's widely dispersed consumers/ customers on a daily basis



SALES AND MERCHANDISING

Providing consumers with quality and trusted products, underpinned by leading dairy businesses



DISTRIBUTION FACILITY

Develop or acquire brands to occupy number one or two position in chosen segments



BRANDS AND MARKETING



AFRICA EXPANSION



CONSOLIDATE INDUSTRY

Way Better operations across supply chain to provide sustainable shareholder value



PRINCIPAL FACTORIES



PRODUCTION



PROCUREMENT AND SUPPLY CHAIN PLANNING

Being a responsible corporate citizen



MILK PROCUREMENT

Preferred employer



SUPPORT SERVICES

## Pg 12 GROUP STRUCTURE

### BRANDS AND MARKETING

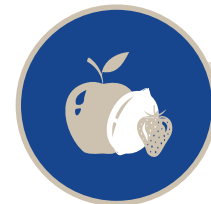
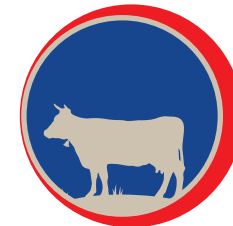
The department ensures the existing and newly developed household brands remain relevant, while finding innovative ways to expand our corporate activities.



### MILK PRODUCERS

Clover milk producers are contracted to ensure consistent supply of good quality milk in order to meet market demands.

Four main regions: Eastern Cape, KwaZulu-Natal, Western Highveld and Eastern Highveld

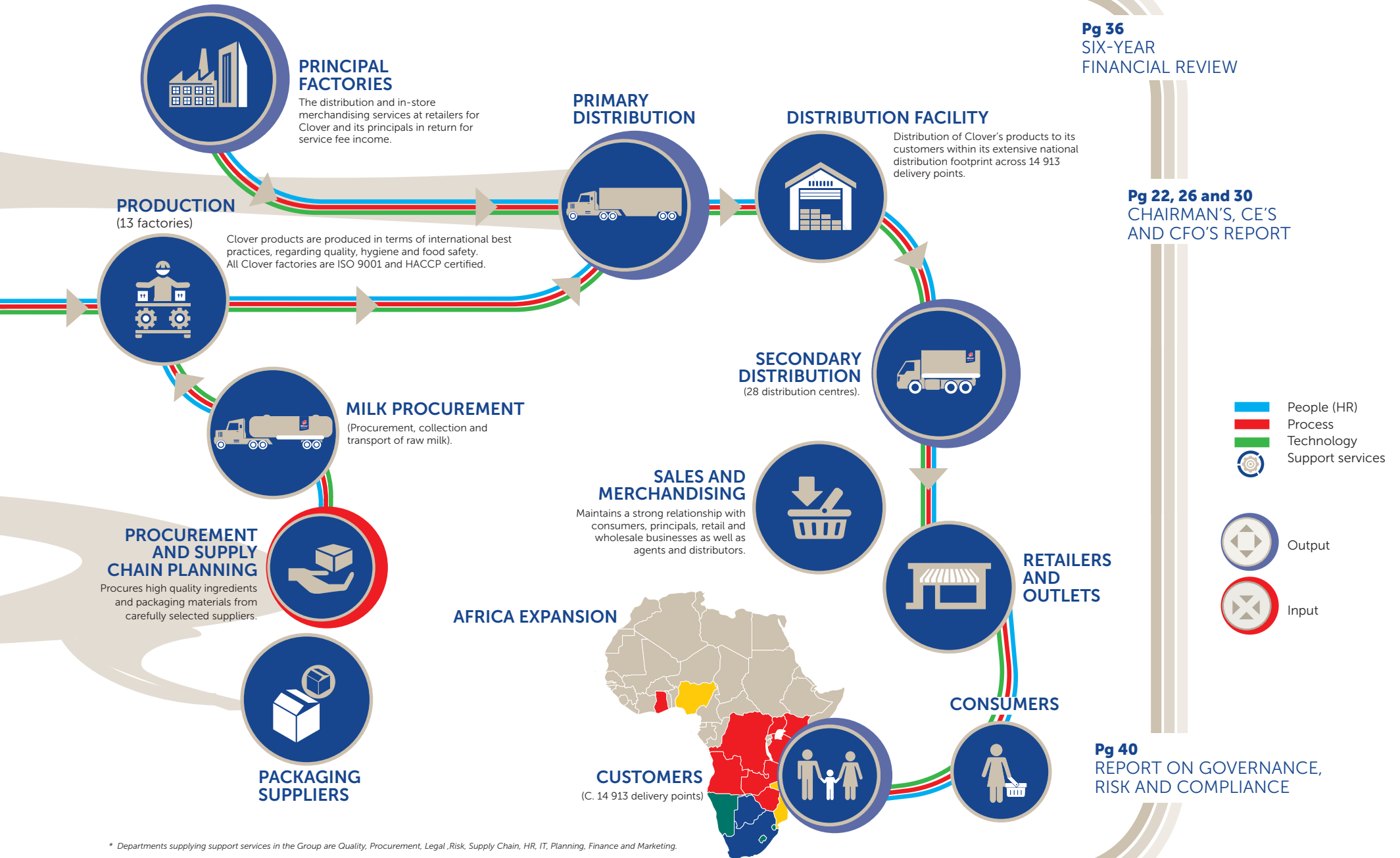


### CONCENTRATE AND INGREDIENT SUPPLIERS



## Pg 106 ANNUAL FINANCIAL STATEMENTS

## Pg 70 REPORT ON SIX CAPITALS



\* Departments supplying support services in the Group are Quality, Procurement, Legal, Risk, Supply Chain, HR, IT, Planning, Finance and Marketing.

Clover's business model is at the heart of its operations and each separate component is integrated seamlessly to ensure Clover achieves its vision and mission. This is supported by the following services and corporate functions:



## SUPPORT SERVICES

### Human Resources

- Support the business in legislative compliance, recruitment, skills development and training as well as the retention of our human resources asset; and
- Improve employee competencies by providing ongoing training through skills development programmes focusing on areas where there is a general shortage of skills.

### Information Technology

- Supply and develop Clover's information requirements and supports its ERP environment.

### Risk Management and Legal

- Ensures appropriate governance of Clover's business model through compliance with legislation and best practice; and
- Ensures adequate assurance activities are in place over material risks through a combined assurance model.

### Finance

- Maintains and ensures accurate and complete financial records in accordance with IFRS;
- Oversees and prioritises highly profitable projects to increase operating margins; and
- Maintains and administers key financial controls.

## CORPORATE SOCIAL RESPONSIBILITY

- Aims to create a higher standard of living and quality of life in the communities which Clover operates;
- Identify material stakeholders and maintain a relationship with them to satisfy their individual requirements; and
- Remaining cognisant of the impact stakeholders have on Clover's operations and vice versa.