



## Exclusive Investment Opportunity

- Fiji's only dairy processing business
- Controlling interest

Expressions of interest are being sought from entities and/or individuals to acquire the controlling interest in the newly re-organised Fiji Dairy Limited [FDL] formerly Rewa Cooperative Dairy Company Limited.

This is a unique opportunity to become the leader and the exclusive player in the dairy processing business in Fiji.

### Business Background

FDL is the only dairy processing business in Fiji, which has a history of over 50 years of trading with attractive growth and development potential.

With established operational systems and processes together with the technical and human resource facilities the business provides to a new owner a ready platform for enormous growth given the large levels of imports of dairy products into Fiji. The processing factory and facilities are located at Nabua.

Fiji's current market demand for dairy products remains inadequately serviced, thus providing the business model to create a large and highly profitable business within a short time frame.

### Attractions for the Investment

- Import duty concessions currently available to continue and to be negotiated with interested buyers
- ex factory price control free
- guarantee of purchase for all local milk produced through a supply agreement with the members of the Fiji Cooperative Dairy Company Limited who are the dairy farmers of Fiji and a shareholder in the business
- established household brands; Rewa Life, Rewa Milk, Rewa Butter and Fun Flavour
- impressive EBITDA projected for the business
- factory with underutilised potential
- envious competitive position and lead player in the dairy market

### Targeted Timeline for the Sale Process

1. Receive expressions of interest by COB, 30<sup>th</sup> October 2011
2. Due Diligence and Negotiations with prospective buyers by 5<sup>th</sup> December 2011
3. Closing and Documentation by 31<sup>st</sup> January 2012 or earlier
4. Interested parties are requested to submit their expression by the 30<sup>th</sup> October 2011 to the following:



**(Lead Consultants to the Rewa Dairy Re-Structure)**

**Chartered Accountants & Business Advisors**

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