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For the latest in red meat research and development

Broken Hill, NSW – 14 October 2026

Organic Lamb: Capturing Value in Premium Markets

Charlie Brandon – SE Asia Sale Manager | Hewitt Foods

Eloise Innes – Producer Extension Officer | Hewitt Foods

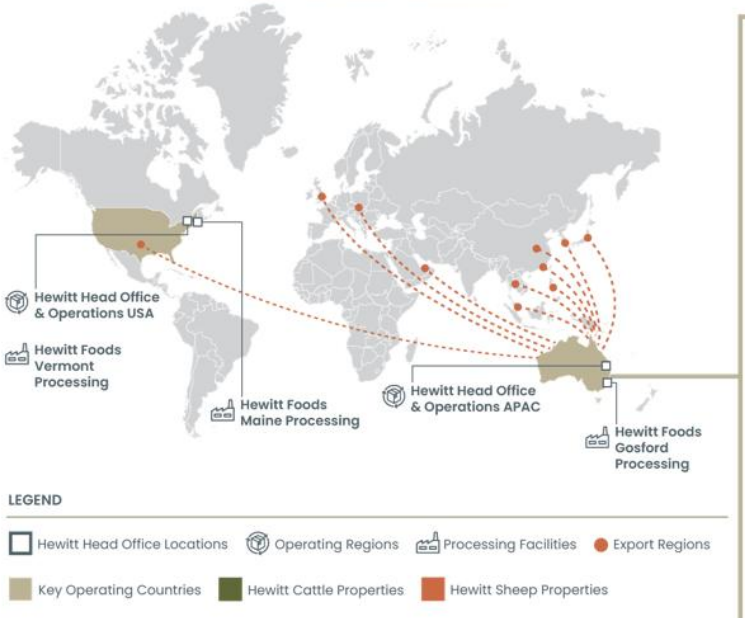
Garry Hannigan – Organic Lamb Producer | Churinga Station

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About Hewitt

Our Global Network



Our Agriculture Landmass & Operations



Supplier Network

5 countries
Argentina, Australia, Chile, Uruguay, USA

200+
Livestock producers & suppliers

25+
Years of supplier partnerships

700k
Cattle, sheep & pigs in supplier network at any one time

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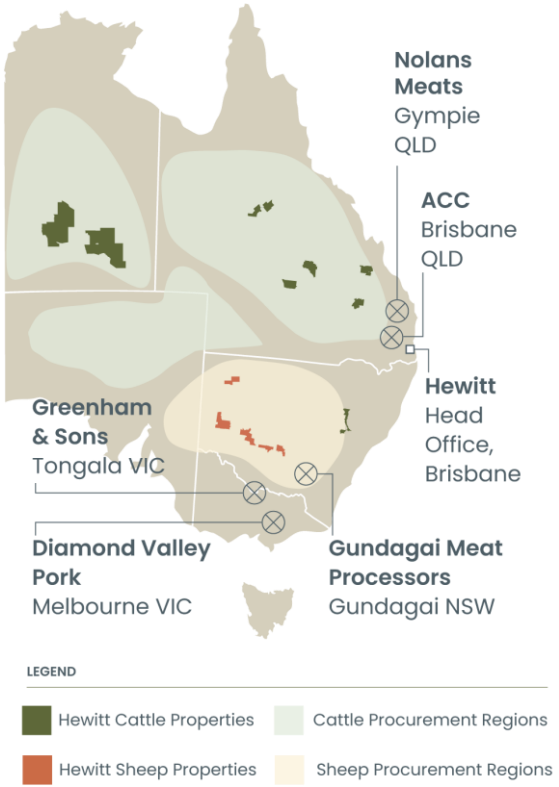
Lamb Supply Chain

Vendor Base
- 5 Hewitt Sheep properties
- 25+ third-party suppliers

Processing Facilities
- Gundagai Meat Processors, NSW
- Organic & Grassfed Programs

FPP Facilities – AUS/US
- Hewitt Gosford Plant, NSW
- Hewitt Foods Vermont, USA

Distribution Channels
- FP + Retail
- Foodservice
- Further Manufacturers



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Our Brands









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Key Markets



Australia

Foundation & brand heavy market



United States

Established strategic market



EU / UK

Mature premium market



North Asia

Highly informed market, strong food safety and cert focus



SE Asia

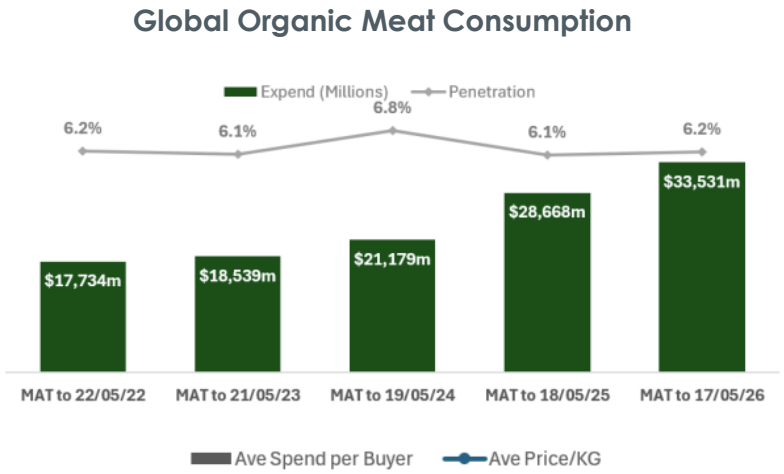
Emerging Organic Market

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The End Consumer

- Seeking cleaner, natural product
- Driven by health, transparency, & trust
- Higher awareness of benefits in organic
- Paying premium to obtain



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Carcass to Opportunity

Deductions as a percentage of top $/kg

		Dressed Weight								
Fat Score	Fat mm	<0	14+	16+	18+	26+	28+	30+	32+	34+
1	0 - 5	60%	60%	54%	33%	29%	37%	41%	41%	41%
2	6 - 10	54%	29%	5%					7%	9%
3	11 - 15	54%	29%	5%					7%	9%
4	16 - 20	54%	29%	5%					7%	9%
5	20 +	54%	33%	5%					7%	9%









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Why Consider Organic?

Access

Premium Market Pathways

Resilience

In Creating Value

Recognition

Of Current Practices

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The Path to Organic Certification

National Standard for Organic & Bio-Dynamic Produce

Japan, Switzerland & Taiwan recognition

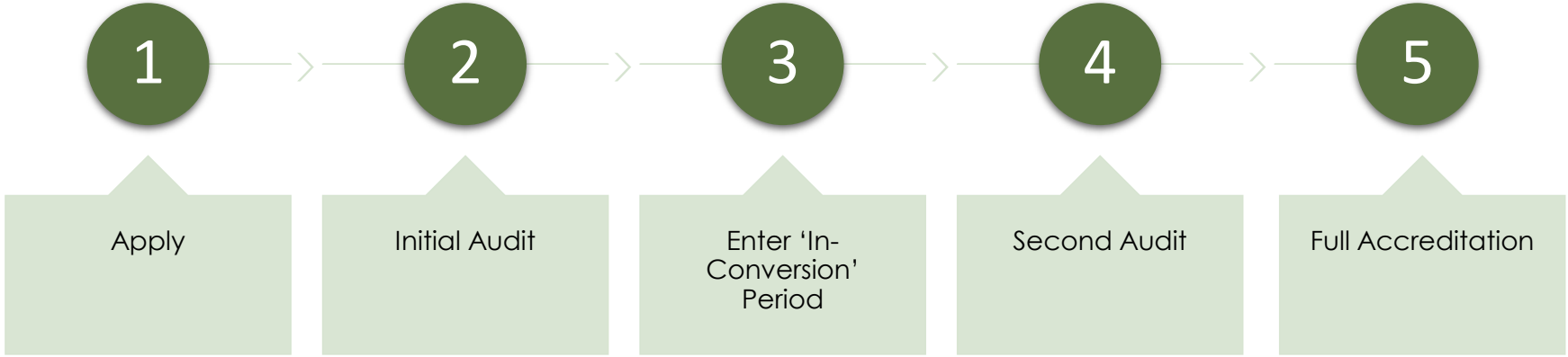
USDA National Organic Program (NOP)

Canada, Japan, Switzerland, Taiwan, & UK recognition

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The Path to Organic Certification



Maintenance

Annual audit
Record upkeep

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Organic Certifying Bodies

AU National Standard	AU National Standard & USDA NOP
Bio-Dynamic Research Institute (BDRI)	ACO Certification (ACO)
Organic Food Chain (OFC)	Southern Cross Certified (SXC)

Organic Certification: Common Myths

1. It takes years to convert land
2. An organic herd is needed to start
3. The whole property must be organic
4. Vaccinations are prohibited
5. Weeds or pests can't be managed

Our Role

01 PATHWAY

02 PREPARATION & SUPPORT

03 SUPPLY CHAIN COORDINATION

04 MARKET LINK

05 ONGOING RELATIONSHIPS

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Take Home Messages

- Strong market opportunities
- Advisory & support across organic and grassfed programs
- Committed to long term engagement

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