

This form should be completed if you wish to become a Fonterra supplier. If Fonterra accepts your application then you will be contractually bound to supply milk to Fonterra (unless you have ticked box B in section 3). DO NOT complete this form if you are only expressing an interest in supplying Fonterra. Please read the information set out on both sides of the Application to Supply – Dry Farm/Winback/Restart Information Sheet accompanying this form and the Fonterra Farmers' Terms of Supply before completing this form. Please also ensure you have read and understood the Share-Up Over Time Booklet where you are interested in entering into a Share-Up Over Time Arrangement. If you do not have a copy of the Terms of Supply please call the Supplier Services Team on 0800 65 65 68 so they can send it to you.

## 1. Applicant Details

**Supplier Name** (This is the trading name under which you will supply Fonterra)

**Nature of Supplier** (Please tick one)

Sole Trader  Partnership  Limited Partnership  Company  Trust  Estate

### Details of Supplier Entity

For a Sole Trader, specify full name. For Partnerships, list full names of all Partners. For a Limited Partnership, write the full name of the General Partner(s) – DO NOT list the limited partner's name(s). For Companies, write the full registered company name – DO NOT list names of shareholders/directors. For Trusts, list full names of all Trustees unless you are a registered charitable trust, in which case write the name of the Board. For Estates, list full names of all Executors.

1.	2.
3.	4.
5.	6.

**GST Number of Supplier Entity**

(GST Numbers can be eight or nine digits.)

**Bank Account Details for Supplier Entity**

(Please also attach a blank bank deposit slip to this form.)

<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Bank	Branch	Account Number	Suffix

**Fonterra Party Number**

If you are an existing Fonterra supplier and are going to supply on this farm under exactly the same supplier entity, insert your Party Number. Otherwise, leave blank.

### Current Contact Details

Primary Business Contact Person:	
Number and Street Name <b>OR</b> Post Office Box / Private Bag:	Suburb or RD Number:
Town or City:	Postcode:
Ph Number:	Mob Number:
Fax Number:	Email:

**Residential Details** (If different from above)

Number and Street Name:	Suburb or RD Number:
Town or City:	Postcode:

Proposed Commencement Date of Milk Supply:

 /  / 

- I/We would like my/our address and bank account details, and any changes to those details from time to time, to be forwarded to Computershare. (If you do not tick this box you will need to notify Computershare each time these details change).
- I/We confirm that I am/we are not contractually bound to supply another processor for the new season.

## 2. Farm Location

**Farm Address** (Attach detailed map showing farm location)

**Primary on farm contact person**

Ph Number:

**Details of Property**

Total Area  Hectares      Effective Milking Area  Hectares

**INTERNAL USE ONLY**

Serial Number

Supply Number

### 3. Milk Supply Information

#### Sharemilker Details

Will you be employing a Sharemilker? Yes  No  If Yes, complete Sharemilking Arrangement Form.

#### Specialty Milks

Are you considering supplying any of the following:

Winter Milk  A2  Organic Milk  Stolle  Colostrum  Other (please specify)

Any supply of speciality milk will be subject to Fonterra's prior consent and entry into a separate speciality milks contract.

#### Share-up Over Time (excludes Specialty Milk Contracts)

Are you considering supplying some of your milk under one of the following 2022 Share-up Over Time Arrangements:

- Constitutional Transition Period
- 3 Year Contract
- 6 Year Contract
- Strike Price Contract

Yes  No  If Yes, estimated quantity of eligible milk  kgMS

Please note that this does not constitute a formal application. You will need to complete an application for a Share-Up Over Time Arrangement.

If Yes, on what basis do you make this Application to Supply: (please tick one)

**A**  If I **do not make** a formal application to supply under a 2022 Share-Up Over Time arrangement then this is an Application to Supply as a shareholding supplier and I acknowledge I will be required to hold shares for my estimated supply.  
OR

If I **make** a formal application to supply under a 2022 Share-Up Over Time arrangement and that application is not accepted, or is only accepted in part, then this is an Application to Supply as a shareholding supplier and I acknowledge I will be required to hold shares for my estimated supply.

**B**  If I **make** a formal application to supply under Contract and that application is not accepted in full, then I **do not** want to supply as a shareholding supplier and this Application should be treated as not having been made.

#### 100% Milk Supply

Are you intending to provide 100% of your milk supply to Fonterra? Yes  No  If No, please discuss this with your Area Manager.

#### Estimated Supply

As a new supplying shareholder, your minimum shareholding requirements under the Constitution will be based on your estimated supply (excluding milk supplied on Contract Supply).

Season	Number of Cows	Supplier Estimate of Minimum Production	Supplier Estimate of Maximum Production
First Season of Supply			
Second Season of Supply			
Third Season of Supply			
Fourth Season of Supply			

### 4. History of Applicant

#### Are you, a current shareholder in Fonterra?

Yes  Please state your supply numbers

Are you a past shareholder

Yes  If ex-Fonterra, please state previous Supply Number (s)

### 5. History of Property

Is the property in a TB movement controlled area? Yes  No

Has the property been in dairy farming previously? Yes  No  Supplying

Name of processor

Please state previous Supply Number(s) or Supply Name and last season of full supply

## 6. Land Use Activities

Have any of the following been applied to the land within the past 10 years?	Yes	No
Human waste (treated or untreated)		
Meat/chicken processing waste (treated or untreated)		
Industrial waste from tannery, pulp and paper mill, etc.		
Have parts of the land been the site of a sheep dip, disposal of sheep dip treatments, timber treatment, horticulture or any other activity where a potential harmful residue may be present in the soil or pasture?		
Has any of the land to be used for the new dairy farm historical been used for Landfarming?		
Are there any other historical land uses that Fonterra should be aware of?		

If Yes to any of the above, please specify the date of the last application and the extent of the activity

## 7. Acknowledgment and Consent to be a Supplying Shareholder

I/We acknowledge that:

- (a) by submitting this form I/we will be applying to become a Supplying Shareholder of Fonterra; and
- (b) that if this application is accepted by Fonterra, then I/we will be:
  - i) contractually bound to make available for supply to Fonterra all milk produced on the farm or farm dairy (subject only to the 20% rule under the Dairy Industry Restructuring Act 2001 and other limited exceptions); and
  - ii) required to purchase and hold the number of Co-operative Shares from time to time required by the Fonterra Constitution.

I/We agree that if I/we do not purchase and hold the minimum number of Co-operative Shares required to be held at the time I/we commence supply, then Fonterra may (without the need for any further confirmation by, or notice to, me/us) appoint a broker or broking firm ("Appointed Broker") to act as my/our attorney and agent (with power to delegate to any director or employee of the broking firm) to purchase such number of Co-operative Shares as will result in me/us holding the required number of Co-operative Shares.

I/We acknowledge that such purchases may be made by one or more transactions at such time or times as the Appointed Broker determines, and that such purchases may be effected at the prices for Co-operative Shares prevailing on the Fonterra Shareholders' Market or for units of the Fonterra Shareholder' Fund at the time(s) and on the date(s) on which the relevant transactions are conducted.

I/We agree that the cost of such purchases, plus all external costs and expenses incurred by the Appointed Broker or Fonterra in connection with the purchases, and all fees charged by the Appointed Broker or any other third party utilised to effect such purchases, will be charged to my/our account with Fonterra and may be set off and deducted by Fonterra from any other amount due to me/us by Fonterra.

I/We agree to be bound, as a Supplying Shareholder, by Fonterra's Constitution, the Farmers' Terms of Supply and any other policies relating to the supply of milk made by Fonterra's Board (as amended from time to time).

*(If you have ticked box B under section 3 ("Milk Supply Information") of this form then the above acknowledgment and agreement do not apply if you make a formal application to supply under a 2022 Share-up Over Time arrangement and that application is not accepted in full.)*

I/We acknowledge that I/we have received and read the current Fonterra Farmers' Terms of Supply containing the terms and conditions of supply.

I/We acknowledge that if I/we enter into a 2022 Share-Up Over Time Arrangement, that it will be subject to early termination when Fonterra's capital structure changes. I/We acknowledge and agree that if such termination of my/our Share-Up Over Time Arrangement occurs, this agreement will survive and I/we will still be bound as a Supplying Shareholder of Fonterra under the Constitution (revised to implement the new capital structure).

### Information

By signing this form I/we confirm that the information in this form is true to the best of my/our knowledge. I/We authorise the use of the information contained in this form by Fonterra and its related companies in accordance with the Fonterra Farmers' Terms of Supply. I/We acknowledge that this information will be held in the business premises of Fonterra in Auckland and that this information may be corrected by calling the Supplier Services Team on 0800 65 65 68.

### I/We authorise:

- (a) Fonterra or any of its related companies, for the purposes set out above, to use, disclose to any third party, and to seek disclosure from a third party of my/our personal information;
- (b) any third party to release to Fonterra or its related companies upon request personal information about me/us for the purposes set out above; and
- (c) Fonterra and its companies to make enquiries about me/us as considered necessary for the purposes for which personal information about me/us is collected as set out above from any third party deemed appropriate by Fonterra and its related companies.

The above authorisations are for the benefit of Fonterra and its related companies and may be acted upon by these related companies.

### Monies Payable

I/We agree that all monies due by me/us to Fonterra and its related companies are payable upon demand and are immediately due and payable in the event that I/we cease supplying milk to Fonterra or Fonterra's successor or nominee.

I/We acknowledge that any credit balance in my/our account may be used to pay amounts owed to Fonterra or any of its related companies. Fonterra can do this by way of set off or otherwise.

### Interest

I/We agree that I/we will pay interest to Fonterra on all monies owed to Fonterra and which are overdue at the rate that Fonterra may determine from time. I/We also agree to pay all legal costs and other costs incurred by Fonterra in collecting any monies outstanding.

### Signed by the Supplier Entity

By signing this Form, I/we represent and warrant that I am/we are authorised to sign on behalf of the Supplier Entity named above.

Signature(s):

Full Name(s) of Signatory(s)

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Date:        /        /

### Acceptance of Application

Fonterra will notify you within 15 working days after receipt of your correctly completed Application if your Application has been accepted or not.

## When to use this form

Use this form if you are converting a dry farm or you currently supply another independent processor and you wish to become a Fonterra supplier. If Fonterra accepts your application then you will be contractually bound to supply milk to Fonterra. DO NOT complete this form if you are only expressing an interest in supplying Fonterra. Applications received outside the Application Period (generally 15 December to 28 February) will only be accepted at Fonterra's discretion. Please contact your Area Manager on 0800 65 65 68 to assist you with completing the Application.

### What you will need

- » Supplier Entity name » Soil DDT Test Report
- » Contact details » GST number
- » Bank Account details » PCB report

### Checklist

Information you will be required to submit for a Dry Farm Conversion:

- A01 Form – Application to Supply, Dry Farm / Winback / Restart
- A03 Form – PCB (Polychlorinated Biphenyls) Status report  
This report must be completed by a Registered Electrician on their letterhead stating their Registration Number.
- A04 Form – DDT report  
This report must be completed by a Fonterra Approved DDT Tester from the soil sampling conducted by a Fonterra authorised sampling agent, to the protocol required by Fonterra. Details of this will be provided to you by your local Area Manager or Business Development Manager.
- Certificate of Title(s)
- Sharemilking Arrangement Form  
Please complete this form if you will be employing a sharemilker on your farm.
- Farm Dairy Assessment completed by a Fonterra approved assessor

**OR** If returning to Fonterra please submit:

- The last 3 months Somatic Cell data with that processor.
- A01 Form – Application to Supply, Dry Farm / Winback / Restart
- DDE confirm (or DDT if no DDE available)  
DDT report must be completed by a Fonterra Approved DDT Tester from the soil sampling conducted by a Fonterra authorised sampling agent, to the protocol required by Fonterra. Details of this will be provided to you by your local Area Manager or Business Development Manager.
- Certificate of Title(s)
- Sharemilking Arrangement Form  
Please complete this form if you will be employing a sharemilker on your farm.
- Farm Dairy Assessment completed by a Fonterra approved assessor

### Sending paperwork to Fonterra

#### A01 Form:

Please complete and sign your Form and hand it to your Area Manager or Business Development Manager, or scan and email [SharesandPayments@fonterra.com](mailto:SharesandPayments@fonterra.com) or alternatively fax to 09 374 9451

#### A02 + A04 Forms:

When the PCB and DDT reports are ready, you may hand them to your Area Manager or Business Development Manager. Alternatively, you may scan and email to [specialty.milks@fonterra.com](mailto:specialty.milks@fonterra.com)

### Funding Arrangements

You should ensure you have necessary funding arrangements in place to enable you to pay for your Fonterra shares on commencement of supply and each following season.

### Next Steps

- » Your application will be processed by Fonterra.
- » We will advise whether or not your application has been accepted.
- » Following acceptance you can commence purchasing Fonterra Shares.
- » You will receive a Monthly Supplier Statement showing the amount paid for milk supplied.