

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 the Application to Supply – Existing Farm Information Sheet and the Fonterra Farmers' Terms of Supply accompanying this form before completing this form. Please also ensure you have read and understood the Share-Up Over Time Booklet where you are interesting in entering into a Share-Up Over Time Arrangement. If you do not have a copy of that Information Sheet or Terms of Supply please call the Supplier Services Team on 0800 65 65 68 so they can send it to you.

## 1. Applicant Details

Supply Number:

Party Number:

If you are an existing Fonterra supplier and are going to supply from this farm using the same supplier entity, insert your Party Number, otherwise leave blank.

Expected Farm Possession Date:

This is the date that you expect to take possession of the farm and commence milking.

**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.

**Current Contact Details**

Contact Person:	
Number and Street Name or Post Office Box/Private Bag:	Suburb or RD Number:
Town or City:	Postcode:
Ph Number:	Mob Number:
Email:	

**Postal Address and Contact Details after Farm Possession Date (if different from Current Contact Details above)**

Number and Street Name or Post Office Box/Private Bag:	Suburb or RD Number:
Town or City:	Postcode:
Ph Number:	

**Residential Details after Farm Possession Date (if different from Current Contact Details above)**

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

**GST Number of Supplier Entity**

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

Yes. I would like my 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. Data for Milk Planning

Total Area  Hectares

Effective Milking Area  Hectares

Number of Cows

### Sharemilker Details

Will you be employing a Sharemilker?

Yes  No  If Yes, complete Sharemilking Arrangement Form.

### Specialty Milks

Are you considering supplying any Specialty Milks?

Yes  No  If Yes, specify below.

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

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

### 100% Milk Supply

Are you intending to provide 100% of your milk supply to Fonterra?

Yes  No  If No, please discuss this in detail with your Area Manager.

## 3. Shareholding Requirements

Are you (please tick one):

purchasing the farm from a third party you do not have any interest in?

leasing the farm from a third party you do not have any interest in?

changing the nature of your supplying entity (e.g. partnership becoming a company, or company becoming a trust, etc.)?

If so, do you wish to continue to pay the existing sharemilker at the current rate. Yes  No

Are you purchasing/leasing the total dairy farm? Yes  No

Are all or any of the vendor's/lessor's Co-operative Shares being transferred to you Yes  No  (If Yes, you will need to complete an Off-Market Transfer Form for the Shares being transferred to you.)

### Production Information for Shareholding Requirements

If you are changing the nature of your supplying entity then we will use your average production from the prior 3 seasons to calculate your shareholding requirement.

If you are purchasing/leasing this farm then please choose how you wish your shareholding to be determined:

I wish to use the farm's average production from the prior 3 seasons to determine my shareholding requirements.

OR

I wish to use the following future production estimates to determine my shareholding requirements.

Season	Number of Cows	Supplier Estimate of Minimum Production	Supplier Estimate of Maximum Production
2022/2023			
2023/2024			
2024/2025			
2025/2026			

You may be eligible to supply some or all of your milk under a Share-up Over Time arrangement commencing the 2022/2023 season. Please discuss this with your Area Manager.

### Contract Details (excludes Specialty Milk Contracts)

Does the Vendor currently supply under Contract? Yes  No

If Yes, do you seek Fonterra's consent to take over that Contract? Yes  No

Are you interested in supplying under a 2022 Share-Up Over Time arrangement? Yes  No

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 a 2022 Share-Up Over Time arrangement 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.

## 4. 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) 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, and the terms and conditions of supply set out in the Fonterra Farmers' Terms of Supply (as amended from time to time).

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 accounts 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 to 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 purchasing or leasing an existing farm that currently supplies Fonterra, and you intend to be a Fonterra supplier or you are changing the nature of your supplying entity (e.g. partnership becoming a company, sole trader becoming a trust). 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 of this form). Applications received outside the Application Period (generally 15 December to 28 February) will only be accepted at Fonterra's discretion.

If the current Shareholder on this farm is transferring some or all of their Shares to you as part of the farm purchase/lease/shareholding entity change, an Off-Market Transfer Form will need to be completed.

### What you will need

- » Supplier Entity name
- » Contact details
- » GST Number
- » Bank Account Details
- » Sharemilking Arrangement Form (if you are employing a Sharemilker)

### After you finish

Please sign your completed form and email it to:  
[sharesandpayments@fonterra.com](mailto:sharesandpayments@fonterra.com)

Or fax 09 374 9451

You may wish to keep a copy for your records.

### Contact Us

You can:

- » Call the Supplier Services Team on 0800 65 65 68
- » Have your local Area Manager visit you

### Checklist

Have you provided us with:

- your bank account details
- your GST number
- your signature(s) in the required boxes

Have you enclosed (where applicable):

- Bank deposit slip
- Sharemilking Arrangement Form

### 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, and a Farm Source Account will be opened for you.
- » After settlement of your farm purchase, send the Off-Market Transfer Form (original copy), including shareholder and witness signatures, to Computershare if you are purchasing shares off-market.
- » Once you hold a minimum 1,000 shares, you can commence supply.
- » Please contact the Supplier Services Team on 0800 65 65 68 to set up your Milk Quality alerts.
- » Your solicitor must advise us of the commencement date of your milk supply to enable us to pay you for milk supplied from the farm from the date.
- » You will receive Monthly Supplier's Statement showing the amount paid for milk supplied.