

FONTERRA'S ACTUALS FOR SEASON ENDING 31 May 2019
Clause 24(4) Dairy Industry Restructuring (Raw Milk) Regulations 2012

As at 30 October 2019, Fonterra's actual information in respect of the 2018/2019 season ending 31 May 2019:

<i>Supply by Shareholding farmers:</i> (Cl. 24(4)(a))	The total quantity of raw milk actually supplied by shareholding farmers in the 2018/2019 season was 16.7 billion litres
<i>Total Cost of Milk:</i> (Cl. 24(4)(b))	Fonterra's total cost of milk for the 2018/2019 season was \$9,445 million
<i>Farm gate Milk Price:</i> (Cl. 24(4)(c))	Fonterra's farm gate milk price for the 2018/2019 season is \$6.35/kgMS
<i>Milksolids:</i> (Cl. 24(4)(d))	The milksolids supplied by shareholding farmers in the 2018/2019 season totalled 1,486 million kgMS
<i>Winter Milk:</i> (Cl. 24(4)(e))	The additional cost of winter milk (being raw milk supplied in June and July 2018) was: <i>North Island</i> \$1.60/kgMS <i>South Island</i> \$2.20/kgMS
<i>Organic Milk:</i> (Cl. 24(4)(f))	The additional cost of organic milk for the 2018/2019 season was: \$2.12/kgMS
(Cl. 24(4)(g))	The total winter milk premium for the 2018/2019 season was: \$52.0 million