

FONTERRA'S ACTUALS FOR SEASON ENDING 31 May 2021  
Clause 24(4) Dairy Industry Restructuring (Raw Milk) Regulations 2012

As at 07 October 2021, Fonterra's actual information in respect of the 2020/2021 season ending 31 May 2021:

*Supply by Shareholding farmers:*  
(Cl. 24(4)(a)) The total quantity of raw milk actually supplied by shareholding farmers in the 2020/2021 season was 16.5 billion litres

*Total Cost of Milk:*  
(Cl. 24(4)(b)) Fonterra's total cost of milk for the 2020/2021 season was \$11,148 million

*Farm gate Milk Price:*  
(Cl. 24(4)(c)) Fonterra's farm gate milk price for the 2020/2021 season is \$7.50/kgMS\*

*Milksolids:*  
(Cl. 24(4)(d)) The milksolids supplied by shareholding farmers in the 2020/2021 season totalled 1,486 million kgMS

*Winter Milk:*  
(Cl. 24(4)(e)) The additional cost of winter milk (being raw milk supplied in June and July 2020) was:  
*North Island* **\$1.56/kgMS**  
*South Island* **\$1.90/kgMS**

*Organic Milk:*  
(Cl. 24(4)(f)) The additional cost of organic milk for the 2020/2021 season was: **\$1.28/kgMS**

(Cl. 24(4)(g)) The total winter milk premium for the 2020/2021 season was: **\$53.6 million**

\* Due to the way the farm gate milk price is defined in the Dairy Industry Restructuring (Raw Milk) Regulations 2012 and the impact of the fixed milk price offer Fonterra launched for the 2019/20 season, this differs to the "Farmgate Milk Price" Fonterra announced to the market.