

FONTERRA'S FORECASTS FOR SEASON ENDING 31 May 2026
Clauses 24(1) to (3) Dairy Industry Restructuring (Raw Milk) Regulations 2012

As at 18 December 2025, Fonterra forecasts the following figures in respect of the 2025/26 season ending 31 May 2026:

<i>Supply by shareholding farmers:</i> (Cl. 24(1)(a))	The total quantity of raw milk to be supplied by shareholding farmers in the 2025/26 season is forecast to be 16.3 billion litres				
<i>Total cost of milk:</i> (Cl. 24(1)(b))	The total cost of milk for the 2025/26 season is forecast to be \$13,694 million				
<i>Farm gate milk price:</i> (Cl. 24(1)(c))	The farm gate milk price for the 2025/26 season is forecast to be \$9.06/kgMS*				
<i>Kilograms of milksolids:</i> (Cl. 24(1)(d))	The milksolids supplied by shareholding farmers in the 2025/26 season are forecast to be 1,512 million kgMS				
<i>Winter milk:</i> (Cl. 24(1)(e))	The additional cost of winter milk (being raw milk supplied in June and July 25) is forecast to be: <table style="margin-left: auto; margin-right: 0;"> <tr> <td><i>North Island</i></td><td>\$1.62/kgMS</td></tr> <tr> <td><i>South Island</i></td><td>\$2.06/kgMS</td></tr> </table>	<i>North Island</i>	\$1.62/kgMS	<i>South Island</i>	\$2.06/kgMS
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<i>South Island</i>	\$2.06/kgMS				
<i>Organic milk:</i> (Cl. 24(1)(f))	The additional cost of organic milk for the 2025/26 season is forecast to be: \$3.85/kgMS				
<i>Raw milk:</i> (Cl. 24(2))	The aggregate of the volume limits of raw milk that Fonterra is contracted to supply to independent processors is 350 million litres and Fonterra estimates that it is actually likely to supply above this amount for the 2025/26 season.				

The total volume of raw milk that Fonterra is contracted to supply to independent processors for the following 5 seasons is:

- 2026/2027 season - 350 million litres
- 2027/2028 season - 350 million litres
- 2028/2029 season - 350 million litres
- 2029/2030 season - 350 million litres
- 2030/2031 season - 350 million litres

Fonterra will publish revised forecasts and actual information for this season in accordance with the Dairy Industry Restructuring (Raw Milk) Regulations 2012.

*Due to the way the farm gate milk price is defined in the Dairy Industry Restructuring (Raw Milk) Regulations 2012 and the impact of Fonterra's price risk management contracts (including Fixed Milk Price, Minimum Milk Price and Milk Price Range), the forecast above may differ to what Fonterra announces to the market in the forecast "Farmgate Milk Price" range.