

FONTERRA'S ACTUALS FOR SEASON ENDING 31 MAY 2018
Clause 24(4) Dairy Industry Restructuring (Raw Milk) Regulations 2012

As at 19th October 2018, Fonterra's actual information in respect of the 2017/18 season ending 31 May 2018:

<i>Supply by Shareholding farmers:</i> (Cl. 24(4)(a))	The total quantity of raw milk actually supplied by shareholding farmers in the 2017/18 season was 16.8 billion litres
<i>Total Cost of Milk:</i> (Cl. 24(4)(b))	Fonterra's total cost of milk for the 2017/18 season was \$9,958 million
<i>Farmgate Milk Price:</i> (Cl. 24(4)(c))	Fonterra's farm gate milk price for the 2017/18 season is \$6.69/kgMS
<i>Milksolids:</i> (Cl. 24(4)(d))	The milksolids supplied by shareholding farmers in the 2017/18 season totalled 1,489 million kgMS
<i>Winter Milk:</i> (Cl. 24(4)(e))	The additional cost of winter milk (being raw milk supplied in June and July 2017) was: <i>North Island</i> \$1.53/kgMS <i>South Island</i> \$2.16/kgMS
<i>Organic Milk:</i> (Cl. 24(4)(f))	The additional cost of organic milk for the 2017/18 season was: \$0.81/kgMS
(Cl. 24(4)(g))	The total winter milk premium for the 2017/18 season was: \$47.0 million