

FONTERRA'S ACTUALS FOR SEASON ENDING 31 MAY 2012
Clause 16(4) Dairy Industry Restructuring (Raw Milk) Regulations 2001

As at 9th October 2012, Fonterra's actual information in respect of the 2011/2012 season ending 31 May 2012 is:

Total Cost of Milk: Fonterra's total cost of milk for the 2011/2012 season was \$8,976 million.

Farm Gate Milk Price Fonterra's farm gate milk price for the 2011/2012 season was \$6.08/kgMS

Milksolids: The milksolids supplied by shareholding farmers in the 2011/2012 season were 1,476 million kgMS.

Winter Milk: The additional cost of winter milk (being raw milk supplied in June and July 2011) was:

North Island **\$0.69/kgMS**

South Island **\$2.05/kgMS**

The total winter milk premium for the 2011/2012 season was: **\$19.9 million**

Organic Milk The additional cost of organic milk for the 2011/2012 season was: **\$1.11/kgMS**