

FONTERRA'S FORECASTS FOR SEASON ENDING 31 MAY 2014
Clauses 24(1) to (3) Dairy Industry Restructuring (Raw Milk) Regulations 2012

As at 16 December 2013, Fonterra forecasts the following figures in respect of the 2013/2014 season ending 31 May 2014:

Supply by Shareholding farmers:
(Cl. 24(1)(a)) The total quantity of raw milk to be supplied by shareholding farmers in the 2013/2014 season is forecast to be 17.8 billion litres

Total Cost of Milk:
(Cl. 24(1)(b)) Fonterra's total cost of milk for the 2013/2014 season is forecast to be \$12,891 million

Farmgate Milk Price:
(Cl. 24(1)(c)) Fonterra's farmgate Milk Price for the 2013/2014 season is forecast to be \$8.30/kgMS*

Milksolids:
(Cl. 24(1)(d)) The milksolids supplied by shareholding farmers in the 2013/2014 season is forecast to be 1,553 million kgMS.

Winter Milk:
(Cl. 24(1)(e)) The additional cost of winter milk (being raw milk supplied in June and July 2013) is forecast to be:

North Island **0.63/kgMS**

South Island **1.79/kgMS**

Organic Milk:
(Cl. 24(1)(f)) The additional cost of organic milk for the 2013/2014 season is forecast to be **1.18/kgMS**

Raw Milk:
(Cl. 24(2)) The aggregate of the volume limits of raw milk that Fonterra is contracted to supply to independent processors is 250 million litres and Fonterra estimates that it is actually likely to supply above this amount for the 2013/2014 season.

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

- 2014/2015 season – 250 million litres
- 2015/2016 season – 250 million litres
- 2016/2017 season – 250 million litres
- 2017/2018 season – 250 million litres
- 2018/2019 season – 250 million litres

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

*as announced 11 December 2013