

FONTERRA'S ACTUALS FOR SEASON ENDING 31 MAY 2017

Clause 24(4) Dairy Industry Restructuring (Raw Milk) Regulations 2012

As at 16th October 2017, Fonterra's actual information in respect of the 2016/17 season ending 31 May 2017:

Supply by Shareholding farmers: (Cl. 24(4)(a)) The total quantity of raw milk actually supplied by shareholding farmers in the 2016/17 season was 16.9 billion litres

Total Cost of Milk: (Cl. 24(4)(b)) Fonterra's total cost of milk for the 2016/17 season was \$9,273 million

Farmgate Milk Price: (Cl. 24(4)(c)) Fonterra's farmgate Milk Price for the 2016/17 season is \$6.12/kgMS

Milksolids: (Cl. 24(4)(d)) The milksolids supplied by shareholding farmers in the 2016/17 season totalled 1,515 million kgMS

Winter Milk: (Cl. 24(4)(e)) The additional cost of winter milk (being raw milk supplied in June and July 2016) was:

North Island **\$0.87/kgMS**

South Island **\$1.46/kgMS**

Organic Milk: (Cl. 24(4)(f)) The additional cost of organic milk for the 2016/17 season was: **\$2.71/kgMS**

(Cl. 24(4)(g)) The total winter milk premium for the 2016/17 season was: **\$25.1 million**