

GLOBAL DAIRY UPDATE



Dairy for life



OUR MARKETS



- China imports back to growth for the month. Imports down in Latin America and Middle East and Africa.



- Dairy exports for all regions grew strongly. The US has highest monthly exports in four years.



- Increases in production across all regions for the month. Australian production up for the sixth consecutive month.



- In April, Fonterra's New Zealand collections were down 2% and Fonterra's Australian collections were up 25% compared to April last year.
- Fonterra's forecast milk collection for the 2018/19 season is 1,525 million kgMS.

KEY DATES

1 June 2018
Measurement Date for Share
Standard 2018/19 Season

Late September 2018
FY18 Annual Results
Announcement

12 November 2018
Fonterra Shareholders' Fund
Annual Meeting

December 2018
FY19 Q1 Business Update

OUR PERFORMANCE



- 2018 nine-month business update.
- Increased forecast farmgate milk price for the 2017/2018 season of \$ 6.75 per kgMS.
- New season forecast farmgate milk price for the 2018/2019 season announced at \$ 7.00 per kgMS.
- Forecast earnings per share revised to 25-30 cents due to the rapid and late increase in our input costs.
- Full year target dividend range lowered to 15-20 cents per share.

OUR CO-OP



- Fonterra-EECA partnership drives 25% reduction in emissions at Brightwater site.
- Te Rapa celebrates 50 years – a place of work, a producer of world class dairy, a supportive community and, for some, it has even been home.





CHINA IMPORTS BACK TO GROWTH FOR THE MONTH. IMPORTS DOWN IN LATIN AMERICA AND MIDDLE EAST AND AFRICA

To view a chart that illustrates year-on-year changes in imports –

[CLICK HERE ▶](#)

LATIN AMERICA



Latin America's dairy import volumes¹ declined 2%, or 3,000 MT, in January compared to the same month last year. The decline was driven by 13,000 MT in WMP which was partially offset by cheese and lactose, up a combined 8,000 MT.

For the 12 months to January, imports were down 1%, or 20,000 MT, compared to the same period the previous year. This was primarily driven by WMP and AMF down 91,000 MT and 18,000 MT respectively. These were partially offset by SMP and whey powder, up a combined 16%, or 77,000 MT.

ASIA



Asia (excluding China) dairy import volumes¹ were up 9%, or 33,000 MT, in January. This was primarily due to a combined growth of 18%, or 42,000 MT, in most of the largest export categories, in particular fluid fresh dairy and WMP, which were up 9,000 MT and 7,000 MT respectively. These gains were dampened by a decline in SMP of 10,000 MT.

For the 12 months to January, imports were flat. Driven by a 66,000 MT decline in SMP, the largest import category, largely offset by gains in cheese of 56,000 MT.

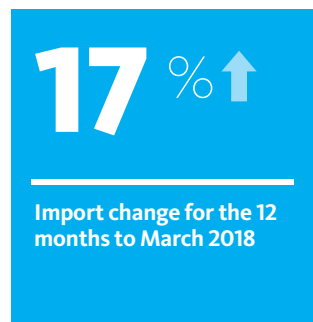
MIDDLE EAST & AFRICA



Middle East and Africa dairy imports¹ in January decreased 1%, or 3,000 MT, compared to the same month the previous year. This was due to growth in SMP and butter categories of a combined 13,000 MT, being more than offset by combined declines in fluid and fresh dairy and WMP of 16,000 MT.

Imports for the 12 months to January were down 2%, or 86,000 MT. Declines continue to be seen across most of the key import categories apart from fluid and fresh dairy and SMP, which were up a combined 3%, or 54,000 MT, for the period.

CHINA



China dairy imports increased 3%, or 7,000 MT, in March compared to the same month last year. This was driven by a combined 14,000 MT, or 22%, growth in fluid and fresh dairy, butter and lactose categories. Declines in WMP of 6,000 MT partially offset the gains made.

Imports for the 12 months to March were up 394,000 MT compared to the same period last year. Strong demand out of China continues with imports across all key categories up for the period. Infant formula, WMP and SMP imports added a combined 220,000 MT of additional volumes.

¹ Estimates are included for those countries that have not reported data.



DAIRY EXPORTS FOR ALL REGIONS GREW STRONGLY. THE US HAS HIGHEST MONTHLY EXPORTS IN FOUR YEARS

To view a chart that illustrates year-on-year changes in exports –

[CLICK HERE ►](#)

NEW ZEALAND



Total New Zealand dairy exports in March were up 12%, or 32,000 MT, compared to the same month last year. The increase was driven by SMP, WMP and butter, up a combined 30,000 MT, or 20%. Exports for the 12 months to March were up 1%, or 17,000 MT, on the previous comparable period. This was driven by an additional 107,000 MT in WMP and fluid and fresh dairy. These increases for the 12 months to March were partially offset by AMF, SMP and cheese, down a combined 81,000 MT, or 8%.

AUSTRALIA



Australia dairy exports increased 26%, or 14,000 MT, in March compared to the same month last year. Key drivers were SMP, fluid and fresh dairy and WMP, up a combined 43%, or 14,000 MT. Exports for the 12 months to March were up 3% on the previous comparable period. Fluid and fresh dairy and infant formula exports continue to show strong growth, up 20%, or 49,000 MT, for the 12 month period to March. However most other export categories remain down, in particular, WMP, whey powder and butter which declined 24%, or 31,000 MT, combined.

EUROPEAN UNION



EU dairy exports in January increased by 10%, or 39,000 MT, compared to the same month last year. Exports grew for all categories except WMP and caseinate, which were down a combined 9,000 MT. Growth was primarily driven by fluid and fresh dairy, infant formula and whey powder, up a combined 33,000 MT, or 19%. Exports for the 12 months to January were up 6%, or 323,000 MT, on the previous comparable period.

USA



US dairy exports increased 23%, or 42,000 MT, in March, compared to the same month the previous year. This marks the highest exported volumes since March 2014¹. SMP, lactose and WPC and WPI were the primary growth categories, adding a combined 30,000 MT. Exports for the 12 months to March were up 7%, or 141,000 MT, on the previous comparable period. The increase was driven by cheese, whey powder and SMP up a combined 118,000 MT.

¹ <http://blog.usdec.org/usdairyexporter/us-dairy-exports-set-a-new-record-in-march-0>.

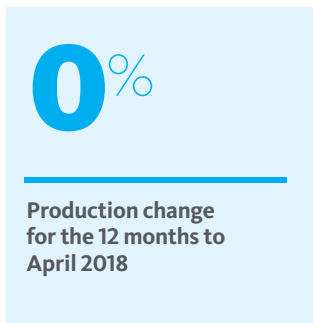


INCREASES IN PRODUCTION ACROSS ALL REGIONS FOR THE MONTH. AUSTRALIAN PRODUCTION UP FOR THE SIXTH CONSECUTIVE MONTH

To view a chart that illustrates year-on-year changes in production –

[CLICK HERE ▶](#)

NEW ZEALAND



Total New Zealand milk production in April was up 3% compared to the same month last year. This is largely due to favourable weather conditions resulting in good late season grass growth throughout most of the country. The South Island in particular, continues to have a strong autumn compared to the same month last year. For the 12 months to April milk production was flat compared to the same period the previous year. Fonterra collections have been reported for April, see page 5 for details.

AUSTRALIA



Australia milk production in March increased 3% compared to the same month last year, largely driven by Victoria and Tasmania benefiting from favourable seasonal and production conditions. Production for the 12 months to March was up 2% compared to the same period the previous year due to improved seasonal conditions and cost efficiencies. Fonterra collections in Australia have been reported for April, see page 5 for details.

EUROPEAN UNION



EU milk production increased 1% in March compared to the same month last year, driven by favourable conditions and strong prices. Germany, France and Italy had the largest increases in production, up 2%, 2% and 3% respectively, in March. Production for the 12 months to March was up 3% compared to the same period the previous year. This is driven primarily by lower feed costs, higher raw milk prices and good pasture conditions. Ireland, Germany and the United Kingdom showed the most growth, up a combined 4%.

USA



US milk production in February increased 2% compared to the same month last year. The increase in production continues to be driven by larger herd numbers and improved production per cow. Milk production for the 12 months to February increased by 2% compared to the same period the previous year.

OUR MARKETS

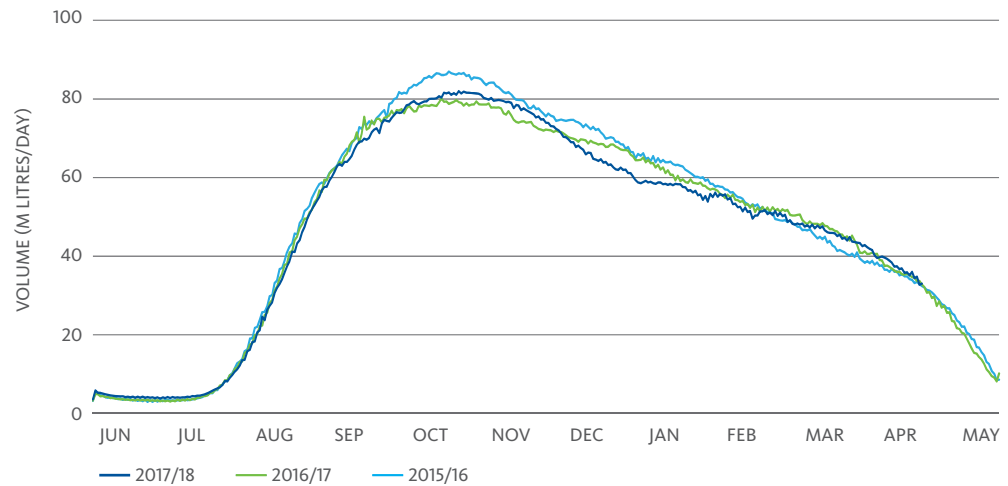
FONTERRA MILK COLLECTION 2017/18 SEASON



To view a table that shows our detailed milk collection in New Zealand and Australia compared to the previous season –

[CLICK HERE ►](#)

NEW ZEALAND MILK COLLECTION



NEW ZEALAND

2% ↓

Decrease for the season from 1 June to 30 April

Fonterra's milk collection across New Zealand for the 11 months to 30 April reached 1,434 million kgMS, 2% below the same period last season.

April collections reached 120 million kgMS, up 2% compared to the same period last year. This was largely due to favourable weather conditions and improved pasture quality in the South Island.

NORTH ISLAND

3% ↓

Decrease for the season from 1 June to 30 April

North Island milk collection in April reached 65 million kgMS, 2% down on April last season.

SOUTH ISLAND

0% ↑

Decrease for the season from 1 June to 30 April

South Island milk collection in April reached 55 million kgMS, 8% up on April last season.

AUSTRALIA

26% ↑

Increase for the season from 1 July to 30 April

Fonterra's milk collection across Australia in April reached 11 million kgMS, 2 million kgMS higher than April last season

This growth in April is due to a combination of favourable seasonal conditions supporting strong production growth and the increase of milk collections from new suppliers.

Forecast Farmgate Milk Price and Fonterra Milk Collection Across New Zealand

We are required to provide a new season forecast for the Farmgate Milk Price of total New Zealand milk collections under DIRA. The Farmgate Milk Price is forecast at \$7.00, and collections estimated to increase by 2% in the 2018/19 season assuming a return to more usual climatic conditions.

NZD **7.00** per KGMS

Forecast Farmgate Milk Price for the 2018/19 season

1,525m KGMS

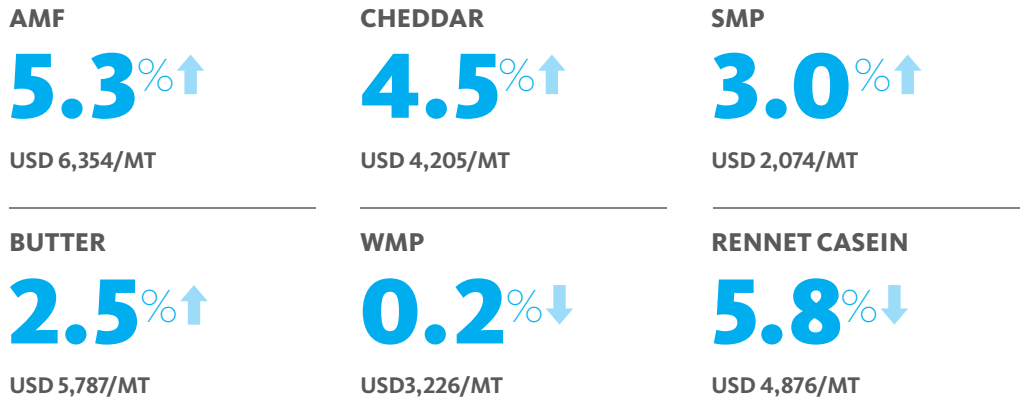
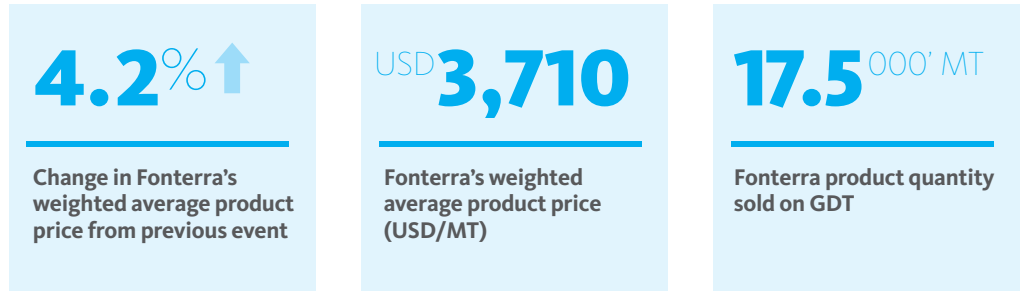
Forecast milk collection for the 2018/19 season

OUR MARKETS

FONTERRA GLOBAL DAIRY TRADE RESULTS



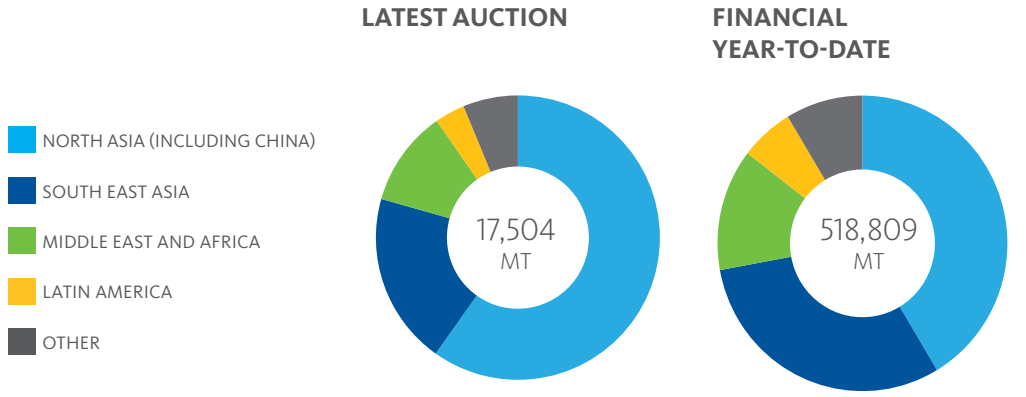
Fonterra GDT results at last trading event
15 May 2018:



Fonterra GDT sales by destination:

To view more information, including a snapshot of the rolling year-to-date results –

[CLICK HERE ▶](#)



▶ The next trading event will be held on 5 June 2018. Visit www.globaldairytrade.info for more information.

Dairy commodity prices and New Zealand dollar trend

The NZ dollar depreciated sharply in April, driven by a broad strengthening in the US dollar as interest rates in the US lifted.



OUR PERFORMANCE



2018 NINE-MONTH BUSINESS UPDATE

VOLUME

16.0^{B LME}

↓ DOWN 5%

REVENUE

\$14.8^B

↑ UP 7%

GROSS MARGIN

16.0%

↓ DOWN FROM 18.0%

OPEX

\$1.9^B

↑ UP 2%

CAPEX

\$584^M

↑ UP 35%

The forecast Farmgate Milk Price of \$6.75 per kgMS has increased 20 cents for this season to reflect a global supply and demand picture that continues to be positive for farmers. This is expected to continue for next season and we are forecasting a Farmgate Milk Price of \$7.00 per kgMS for the 2018/2019 season. We will announce our forecast earnings per share for the 2019 financial year in July as normal.

This increase in the forecast Farmgate Milk Price puts pressure on our business, particularly this late in the season. As a result, we have revised our forecasted normalised earnings per share guidance range down to 25-30 cents per share and the dividend range to 15-20 cents per share.

For the first nine months to 30 April, sales volumes were down 5% reflecting lower opening inventory and low spring milk collections. Revenues grew 7% as a result of higher prices, but this was insufficient to offset higher input costs leading to margin compression. Gross margin declined from 18% to 16% on the previous comparable period. This was

primarily due to lower margin percentages in Consumer and Foodservice.

Ingredients had lower sales volumes (down 5%) but higher revenues (up 9%) due to higher commodity prices. Gross margins were at 10% and in-line with the comparable period. In the third quarter strengthening commodity prices tightened margins. This is partly because in a rising milk price environment there is a natural pricing lag inherent in our sales contracts. In addition, we also had lower price achievement due to increased competition from US and Europe in cheese and proteins

The Consumer and Foodservice business achieved growth in three regions but was down in Oceania. For the first nine months overall sales volumes were flat and revenues grew 6% on last year. Gross margins reduced from 28% to 24% on the previous comparable period due to higher input costs, especially for fat products. In the third quarter there was increased competition in the Greater China's foodservice market and further constraints in some Asian markets limiting

our ability to pass through costs.

Our current forecast for the full year is to sell an additional 130 million LMEs in Consumer and Foodservice than the same period last year, down from the previous target of 400 million.

Our China Farms business grew production by 4% for the first nine months of the year. The business continues to be well positioned for increasing demand for fresh milk in China.

We expect our full year capital expenditure to be within the range of \$800-850 million, which at the top end is in line with last year.

At 30 April 2018 our working capital days were 9 days higher than last year due to higher commodity prices, reflected in higher inventory and receivables. Our year-end gearing is likely to be above 40-45% target range due to the abnormal items announced at the interim result and lower earnings. Our expectation is for gearing to be back within the target range next year.

Changes are expressed relative to first nine - months of FY17





NEW ZEALAND INGREDIENTS

Fonterra manufactures five commodity products that inform the Farmgate Milk Price.

These are referred to as reference products. All other products are referred to as non-reference products. The pricing relativities between reference product prices and non-reference product prices can impact Fonterra's gross margins.

Reference products are whole milk powder (WMP), skim milk powder (SMP), butter, anhydrous milk fat (AMF), and butter milk powder (BMP).

Milk collection for the season to date was 2% lower than the same time last year resulting in lower production volumes. This is largely a result of the difficult weather conditions impacting pasture growth. For the 2018/2019 we are forecasting collections to rise by 1.5% on the current season, to 1,525 million kgMS.

Revenues were \$11.8 billion for the first nine months of the year (up 9% on last year). Volumes were down 5% compared to last year due to lower opening inventory and lower spring milk collections in New Zealand. In the third quarter, revenues were up 7% on last year and volumes were up 9% on last year.

For the first nine months our margins were in-line with the comparable period, at 10%. We were expecting our earnings to be weighted in the second half of the year and this has

not occurred due to the rapid rise in our input costs. Gross margins tightened in the third quarter from 11% recorded in the first half. In a rising milk price environment, there is a natural pricing lag inherent in our sales contracts. We also had lower price achievement because of increased competition in the US and Europe in our cheese and protein portfolios.



Revenue (\$ per metric tonne) for reference products fell 2% on the last quarter while non-reference products declined by 7%. The reduction in revenue per metric tonne for reference products is due to product mix, as we sold less of the higher

priced fat products than in the same period last year.

Closing inventory for the nine-months to 30 April 2018 was 2% higher than the same period last year and we are targeting a similar closing inventory in the fourth quarter of this year, compared to last year.

The 2016 Milk Price Manual change has added 7 cents per kgMS to milk price for the 2017/18 season to date.

CHANGE Q3 FY17

Q3 FY17 Q4 FY17 Q1 FY18 Q2 FY18 Q3 FY18 TO Q3 FY18

PRODUCTION VOLUME¹ (000 MT)

Reference products	461	84	583	683	481	4%
Non-reference products	221	71	237	246	208	(6%)

SALES VOLUME^{1,2} (000 MT)

Reference products	386	481	287	614	455	18%
Non-reference products	185	212	130	180	168	(9%)

REVENUE^{1,2} (\$ PER MT)

Reference products	4,798	4,618	4,928	4,715	4,636	(3%)
Non-reference products	5,781	6,094	5,777	5,958	5,555	(4%)

1 Includes bulk liquid milk.

2 Excludes China and Latin America foodservice sales and revenue which is included in the production volume.

OUR PERFORMANCE

CONSUMER AND FOODSERVICE



Our strategy is to convert as much milk as possible into higher-value products

We achieved volume growth in three regions (up 3%) but Oceania decreased 8% due to New Zealand performance challenges. Overall Consumer and Foodservice volumes were flat at 4 billion LME for the nine months to 30 April 2018.

We continued our growth in Greater China, where sales volumes were up 12% in the third quarter. Other regions outside Oceania also experienced growth but below

our expectations. We also had lower butter sales than forecast because of sustained high fat prices.

Our current forecast for the full year is to sell an additional 130 million LMEs in Consumer and Foodservice than the same period last year, down from the previous target of 400 million.

For the nine months, gross margins declined 4% to 24%

relative to the comparable period. With the increase in the price of milk fats we have seen continued demand towards products with a lower fat composition, sustained competition in Greater China's foodservice market and further constraints in some Asian markets limiting our ability to pass through costs.

CONSUMER AND FOODSERVICE NINE-MONTH PERFORMANCE

	ASIA	GREATER CHINA	LATIN AMERICA	OCEANIA	TOTAL
VOLUME (M LME)					
Nine-month FY18	1,306	936	555	1,219	4,016
Nine-month FY17	1,284	884	546	1,318	4,032
% Change	2%	6%	2%	(8%)	0%
GROSS MARGIN (%)					
Nine-month FY18	24%	22%	29%	20%	24%
Nine-month FY17	29%	32%	31%	24%	28%

GREATER CHINA

Increased volumes in our Consumer business came mainly from growth in both E-commerce and offline channels. Our Foodservice volume growth was driven by increased market demand for Anchor Food Professionals.

Gross margins for our Consumer and Foodservice business were impacted by higher input costs and product mix changes during this period.

OCEANIA

For the first nine months of the year volumes for Oceania were down on the same period last year due to increased competition and performance challenges in New Zealand. Our Consumer and Foodservice business did not fully pass

through higher input costs, which impacted gross margins.

ASIA

The Asia region delivered volume growth in our Consumer and Foodservice business. This reflects the strength and diversity of our market positions across the regions. However gross margin for the nine-month period

declined compared to the same period last year, due to further constraints in some Asian markets limiting our ability to pass through costs.

LATIN AMERICA

Our Soprole business continues to perform well with strong margins through good execution and continuous innovation. Overall volumes for the Latam region were up 2% for the first nine months of the year, despite difficult conditions

in Venezuela and Brazil. Gross margins were down only 2% to 29% for the first nine months of the year compared to 31% last year.



Fonterra-EECA partnership drives 25% reduction in emissions at Brightwater site

Fonterra's Brightwater dairy factory is set to reduce its carbon dioxide emissions by 25% following an industry first move that will significantly reduce the site's reliance on coal.

Thanks to funding support from the Energy Efficiency and Conservation Authority (EECA), conversion is about to get underway on Brightwater's existing coal boiler, adding capacity to burn wood biomass to generate steam.

The move will cut emissions from the factory by around 2,400 tonnes a year – roughly the same as taking 530 cars off the road.

Fonterra Chief Operating Officer Global Operations Robert Spurway says the move to a co-fired boiler decreases reliance on fossil fuels and is a significant step towards achieving Fonterra's emission reduction targets.

"Last year we joined forces with the Ministry for the Environment to develop a roadmap to a low emissions future, which included a commitment to undertake a demonstration of co firing wood biomass with coal at one of our sites.

"Now, with the support of EECA, we're putting our co-firing strategy into action. Brightwater's transition to a lower emission energy source is a tangible step toward achieving our target of reducing our Global



Operations emissions by 30% by 2030, and our longer-term goal of net zero emissions by 2050."

EECA Business Group Manager Market Engagement Greg Visser says the boiler technology has the potential to be a sustainability game-changer.

"This is exactly the type of demonstration project that EECA looks to support. Our funding helps de-risk investment in new technology

application where there are big emissions reductions on offer. It's a great opportunity for replication across Fonterra – and by others looking to adopt this technology to save energy," says Mr Visser.

The move to convert the existing coal boiler at Brightwater follows a successful trial that was undertaken in 2017. It is expected that the boiler will be able to co-fire with wood biomass by October this year.

Te Rapa celebrates 50 years

For over half a century Te Rapa has been a place of work, a producer of world class dairy, a supportive community and, for some, it has even been home

Te Rapa's official opening on 20 April 1968, was a milestone which represented the confidence the New Zealand Co-Operative Dairy Company (now Fonterra) had in the productive Waikato, dairy farming community and its role in the national economy.

Brian Whittington remembers when the site was being built and moving into the small village on site where 35 key staff members were housed.

"We had a real sense of community living in that village. There was a swimming pool, tennis courts, a rugby field and always plenty to do when you weren't working. We had inter-factory rugby and netball

competitions in the off season."

Brian was appointed the dispatch driver to assist the transport office, organising the largest milk tanker fleet.

"I had to organise 42 tankers to collect milk from 934 suppliers. There was chilled and un-chilled milk. The un-chilled milk had to be off the farm by 12.30pm and the chilled milk had to be off by 3.30pm."

"Te Rapa had a lot to be proud of and the people who worked there have a lot to be proud of because we worked hard and we achieved lots of things."

Fast forward 50 years, Te Rapa's dairy products have made a significant stamp on the 96 offshore markets it exports to. From the 1,000 local farmers, the site processes 7.5 million litres of milk a day in peak season – enough product to fill nearly 50 shipping containers per day.



The site has been an early adopter of new systems and a showcase for the milk powder industry. Throughout the early 2000s, innovation and development became increasingly significant, with automation, robotics, and digital technology replacing valves, buttons and paperwork.

Lindsey Pijnenburg, Processing Advanced Operator, is in his 35th year and over that time has worked in several different roles.

"I've had the chance to work with some great people and have been here for expansions, technology changes and even a

fire," says Lindsey.

"I remember when the plant burnt down. There was a lot of pressure to get it back up and running. We used cloth nappies and toothbrushes to clean the entire plant – so many that we actually cleaned New Zealand and Australia out of nappies."

An integral part of Fonterra's commitment to feeding the world, Robert Spurway, Fonterra Chief Operating Officer Global Operations, says "Celebrating 50 years is a fantastic opportunity to recognise our people who have contributed to the success and endurance of our Te Rapa site."

SUPPLEMENTARY INFORMATION

Global Dairy Market

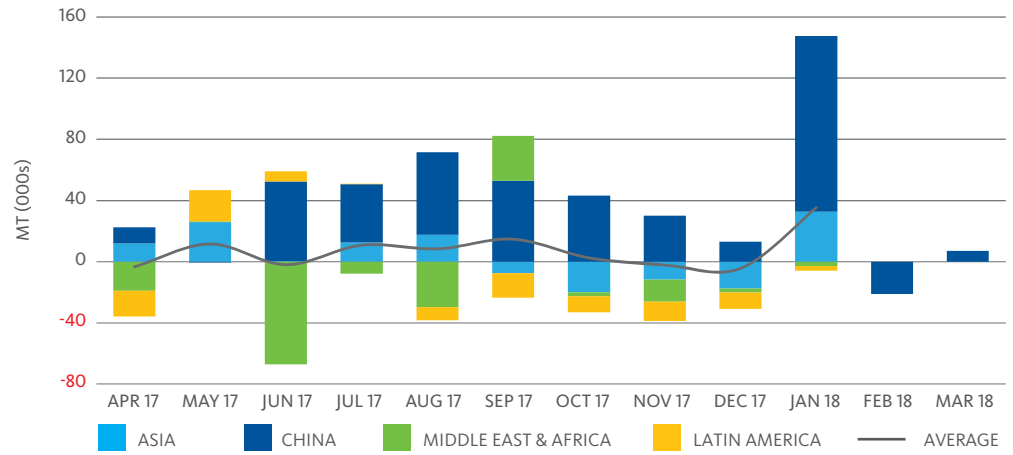
The charts on the right illustrate the year-on-year changes in imports, exports and production for a range of countries that are important players in global dairy trade.

The absolute size of the bars represents the change in imports, exports or production, relative to the same period the previous year.

Averages are shown where data is complete for the regions presented.

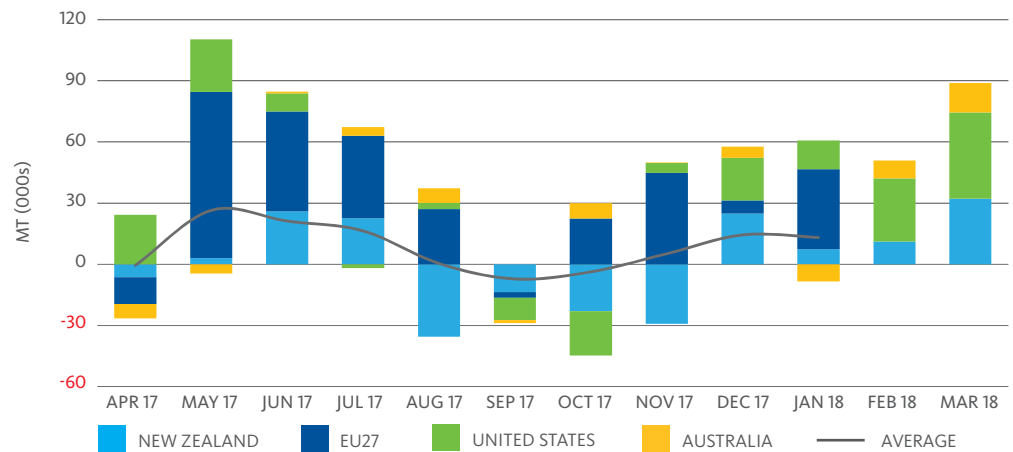
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IMPORTS



NOTE: Data for Asia, Middle East and Africa and Latin America to January; China to March.

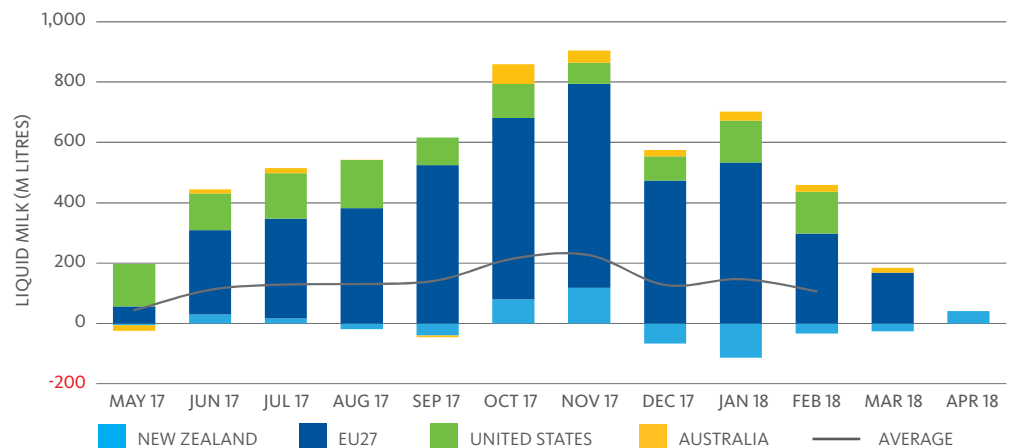
EXPORTS



NOTE: Data for EU to January; New Zealand, US and Australia to March.

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PRODUCTION



NOTE: Data for US to February; EU and Australia to March and New Zealand to April.

SOURCE: Government milk production statistics/GTIS trade data/Fonterra analysis.

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SUPPLEMENTARY INFORMATION

Fonterra milk production

The table on the right shows Fonterra milk solids collected in New Zealand and Australia compared to the previous season.

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MILK COLLECTION (MILLION KGMS)	APRIL 2018	APRIL 2017	MONTHLY CHANGE	SEASON-TO-DATE 2017/18	SEASON-TO-DATE 2016/17	SEASON-TO-DATE CHANGE
Total Fonterra New Zealand	120.3	117.7	2.3%	1,434.2	1,459.2	(1.7%)
North Island	65.3	66.7	(2.1%)	857.2	883.4	(3.0%)
South Island	55.1	50.9	8.1%	577.0	575.8	0.2%
Fonterra Australia	11.4	9.1	24.9%	131.8	104.7	26.0%

Fonterra GDT results

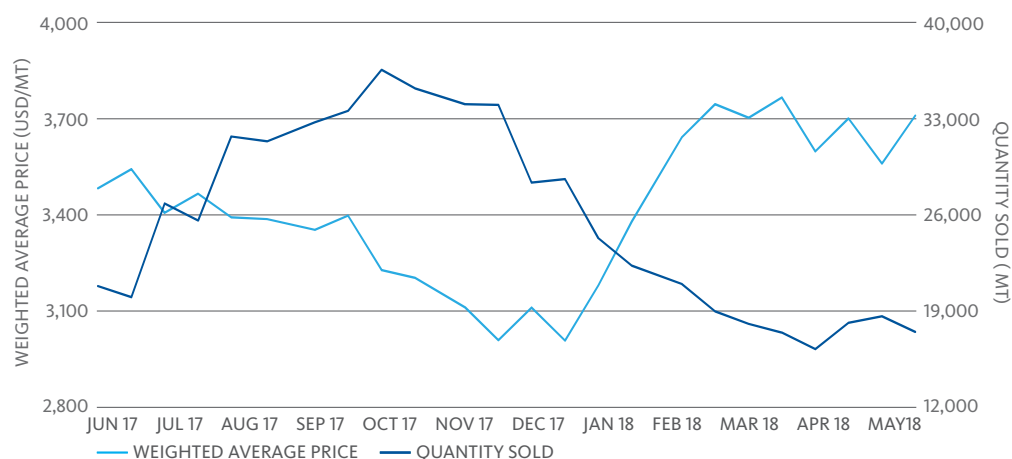
This table provides more information on the latest results, including a snapshot of the year-to-date results.

	LAST TRADING EVENT (15 MAY 2018)	YEAR-TO-DATE (FROM 1 AUGUST 2017)
Quantity Sold on GDT (Winning MT)	17,504	518,809
Change in Quantity Sold on GDT over same period last year	(13.9%)	2.5%
Weighted Average Product Price (USD/MT)	3,710	3,356
Change in Weighted Average Product Price over same period last year	9.5%	5.2%
Change in Weighted Average Product Price from previous event	4.2%	-

Fonterra GDT Results

This chart shows Fonterra GDT prices and volumes over the past 12 months.

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GLOSSARY

AMF

Anhydrous Milk Fat.

BMP

Butter Milk Powder.

DIRA

Dairy Industry Restructuring Act 2001 (New Zealand).

Farmgate Milk Price

The price for milk supplied in New Zealand to Fonterra by farmer shareholders.

Fluid and Fresh Dairy

The Fonterra grouping of fluid milk products (skim milk, whole milk and cream – pasteurised or UHT processed), concentrated milk products (evaporated milk and sweetened condensed milk) and yoghurt.

GDT

Global Dairy Trade, the online provider of the twice monthly global auctions of dairy ingredients.

kgMS

Kilogram of milk solids, the measure of the amount of fat and protein in the milk supplied to Fonterra.

LME (Liquid Milk Equivalent)

A standard measure of the amount of milk (in litres) allocated to each product based on the amount of fat and protein (“milk solids”) in the product relative to the amount of fat and protein in a standardised raw milk.

Non-Reference Products

All dairy products, except for Reference Products, produced by the NZ Ingredients business.

Reference Products

The dairy products used in the calculation of the Farmgate Milk Price, which are currently WMP, SMP, BMP, butter and AMF.

Season

New Zealand: A period of 12 months to 31 May in each year.

Australia: A period of 12 months to 30 June in each year.

SMP

Skim Milk Powder.

WMP

Whole Milk Powder.

Fonterra Strategic Platforms

Ingredients

The Ingredients platform comprises bulk and specialty dairy products such as milk powders, dairy fats, cheese and proteins manufactured in New Zealand, Australia, Europe and Latin America, or sourced through our global network, and sold to food producers and distributors in over 140 countries.

It also includes Fonterra Farm Source™ retail stores.

Consumer

The Consumer platform comprises branded consumer products, such as powders, yoghurt, milk, butter, and cheese. Base products are sourced from the ingredients business and manufactured into higher-value consumer dairy products.

Foodservice

The Foodservice platform comprises a range of branded products and solutions for commercial kitchens, including bakery butter, culinary creams, and cheeses.

China Farms

The China Farms platform comprises the farming operations in China, which produce high quality fresh milk for the Chinese market.