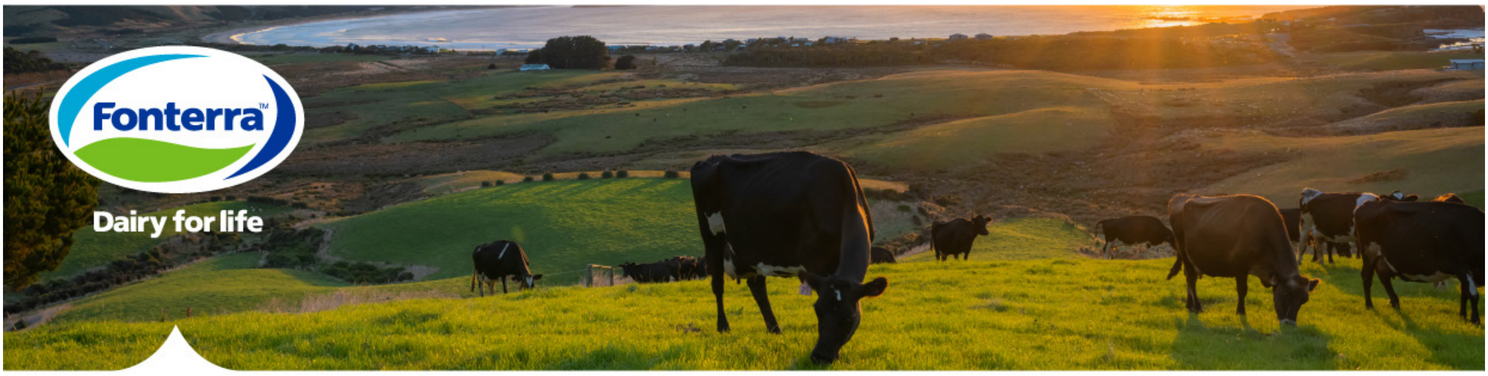


NOVEMBER 2025

Global Dairy
UPDATE

Our Markets

- New Zealand, EU and US monthly production increased. Australia monthly production decreased

- EU and US monthly exports increased. New Zealand and Australia monthly exports decreased

- China monthly imports increased. Asia, Latin America and Middle East & Africa monthly imports decreased

- Fonterra's New Zealand milk collections for October were 209.5 million kgMS, 2.2% above October last season. Season-to-date collections are 525.9 million kgMS, 2.7% above last season
- Fonterra's Australia collections for October were 12.4 million kgMS, 1.9% above October last season. Season-to-date collections are 35.8 million kgMS, 2.6% above last season

Our Performance

- Fonterra's Edendale site honoured with Mars™ Dairy Supplier Quality Award

Our Co-op

- Fonterra and Growing Future Farmers team up to get more young people into dairy

Coming up ...

- The next issue of the Global Dairy Update will be published on 30 January 2026

Key Dates

4 December 2025
FY26 Q1 Business Update

11 December 2025
Fonterra Co-operative Group Annual Meeting

15 December 2025
Fonterra Shareholders' Fund Annual Meeting

Global Production

New Zealand, EU and US monthly production increased. Australia monthly production decreased

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

CLICK HERE

NEW ZEALAND

1.7% ↑
Change for October 2025 compared to October 2024

1.7% ↑
Change for the 12 months to October 2025

New Zealand milk production increased 1.7% in October compared to the same period the year prior.

The increase was mainly due to higher collections in the South Island from favourable weather conditions and higher soil moisture, partially offset by marginally lower collections in the North Island.

New Zealand milk production for the 12 months to October was up 1.7% on the previous comparable period.

Fonterra New Zealand collections are reported for October, see page 5 for details.

AUSTRALIA

2.4% ↓
Change for October 2025 compared to October 2024

2.1% ↓
Change for the 12 months to October 2025

Australia milk production decreased 2.4% in October compared to the same period the year prior.

Collections in Victoria and South Australia decreased 3.1% and 7.6% despite typical rainfall for this time of year and easing feed costs. The decrease was partially offset by higher collections in New South Wales, Queensland and Tasmania.

Australia milk production for the 12 months to October was 2.1% down on the previous comparable period.

Fonterra collections in Australia are reported for October, see page 5 for details.

EUROPEAN UNION

4.2% ↑
Change for September 2025 compared to September 2024

0.4% ↑
Change for the 12 months to September 2025

EU milk production[1] increased 4.2% in September compared to the same period the year prior.

The increase was mainly due to higher production in Germany, France and the Netherlands. Combined, these three countries recorded an increase of over 295 million litres, or 63% of the total increase for EU.

The increase, in part is due to higher milk prices and the prior years production being impacted by Bluetongue disease.

EU milk production for the 12 months to September was up 0.4% on the previous comparable period.

USA

3.7% ↑
Change for October 2025 compared to October 2024

1.7% ↑
Change for the 12 months to October 2025

US milk production increased 3.7% in October compared to the same period the year prior.

The increase was mainly due to higher yields, with milk per cow up 1.4% year-on-year.

The highest producing US state, California, increased production 6.9% year-on-year, in part, due to the impacts of last years bird flu outbreaks, while Kansas increased 21.1%, mainly due to larger herds.

US milk production for the 12 months to October was 1.7% up on the previous comparable period.

1 Excludes UK.

Global Exports

EU and US monthly exports increased. New Zealand and Australia monthly exports decreased

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

CLICK HERE

NEW ZEALAND

1.7%↓
Change for October 2025 compared to October 2024

1.3%↑
Change for the 12 months to October 2025

New Zealand dairy exports decreased 1.7%, or 5,346 MT, in October compared to the same period the year prior.

The decrease was mainly due to lower export volumes of WMP and SMP, down 3.3% and 10.7% year-on-year, respectively, partially offset by higher export volumes of butter and cheese.

Exports for the 12 months to October were up 1.3%, or 44,634 MT, on the previous comparable period.

The increase was mainly due to higher exports of cheese, followed by butter, fluid milk products, MPC and MPI, partially offset by lower export volumes of WMP and SMP.

AUSTRALIA

2.6%↓
Change for September 2025 compared to September 2024

1.9%↓
Change for the 12 months to September 2025

Australia dairy exports decreased 2.6%, or 1,440 MT, in September compared to the same period the year prior.

The decrease was mainly due to lower exports of whey powder and butter, which decreased 60.4% and 65.8%, respectively. The decrease was partially offset by higher export volumes of SMP.

Exports for the 12 months to September were down 1.9 %, or 13,146 MT, on the previous comparable period.

The decrease was mainly due to lower exports of fluid milk products and whey powder, partially offset by higher export volumes of cheese.

EUROPEAN UNION

4.3%↑
Change for September 2025 compared to September 2024

3.6%↑
Change for the 12 months to September 2025

EU dairy exports[1] increased 4.3%, or 522,693 MT, in September compared to the same period the year prior.

The increase was mainly due to higher exports of SMP from Ireland, Germany and Belgium, and whey powder from Ireland, Germany and France. The increase was partially offset by lower export volumes of fluid milk products.

Exports for the 12 months to September were up 3.6%, or 239,163 MT, on the previous comparable period.

USA

5.5%↑
Change for August 2025 compared to August 2024

2.7%↑
Change for the 12 months to August 2025

US dairy exports increased 5.5%, or 13,149 MT, in August compared to the same period the year prior.

The increase was mainly due to higher cheese exports, which lifted to a record high, supported by higher demand from Mexico, South Korea, Japan and Australia. The increase was partially offset by lower export volumes of SMP.

Exports for the 12 months to August were up 2.7%, or 74,534 MT, on the previous comparable period.

The increase was mainly due to strong cheese exports, supported by butter, fluid milk products and AMF.

1 Excludes UK.

Global Imports

China monthly imports increased. Asia, Latin America, Middle East & Africa monthly imports decreased

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

CLICK HERE

LATIN AMERICA

7.0% ↓
Change for September 2025 compared to September 2024

2.9% ↑
Change for the 12 months to September 2025

Latin America dairy import volumes decreased 7.0%, or 14,783 MT, in September compared to the same period the year prior.

The decrease was mainly due to lower import volumes of SMP by Mexico, and WMP by Venezuela and Peru.

Imports for the 12 months to September were up 2.9%, or 74,629 MT, on the previous comparable period.

The increase was mainly due to higher import volumes of SMP by Mexico and cheese by Mexico, El Salvador and Guatemala, partially offset by lower import volumes of WMP by Brazil.

ASIA

16.2% ↓
Change for September 2025 compared to September 2024

0.6% ↑
Change for the 12 months to September 2025

Asia (excluding China) dairy import volumes decreased 16.2%, or 71,751 MT, in September compared to the same period the year prior.

The decrease was mainly due to lower import volumes of SMP, whey powder and Fluid milk products from the Philippines, Malaysia and Pakistan.

Imports for the 12 months to September were up 0.6%, or 31,688 MT, on the previous comparable period.

The increase was mainly due to higher import volumes of cheese by South Korea and WMP by Sri Lanka and Bangladesh.

MIDDLE EAST & AFRICA

37.2% ↓
Change for September 2025 compared to September 2024

7.1% ↓
Change for the 12 months to September 2025

Middle East and Africa dairy import volumes[1] decreased 37.2%, or 153,369 MT, in September compared to the same period the year prior.

The decrease was mainly due to lower import volumes of fluid milk products and cheese by the United Arab Emirates and Saudi Arabia, and SMP by Algeria.

Imports for the 12 months to September were down 7.1%, or 382,484 MT, on the previous comparable period.

The decrease was mainly due to lower import volumes of fluid milk products by the United Arab Emirates and Saudi Arabia.

CHINA

0.4% ↑
Change for October 2025 compared to October 2024

5.1% ↑
Change for the 12 months to October 2025

China dairy import volumes increased by 0.4%, or 732 MT, in October compared to the same period the year prior.

The increase was mainly due to higher import volumes of whey powder and cheese, partially offset by lower import volumes of fluid milk products.

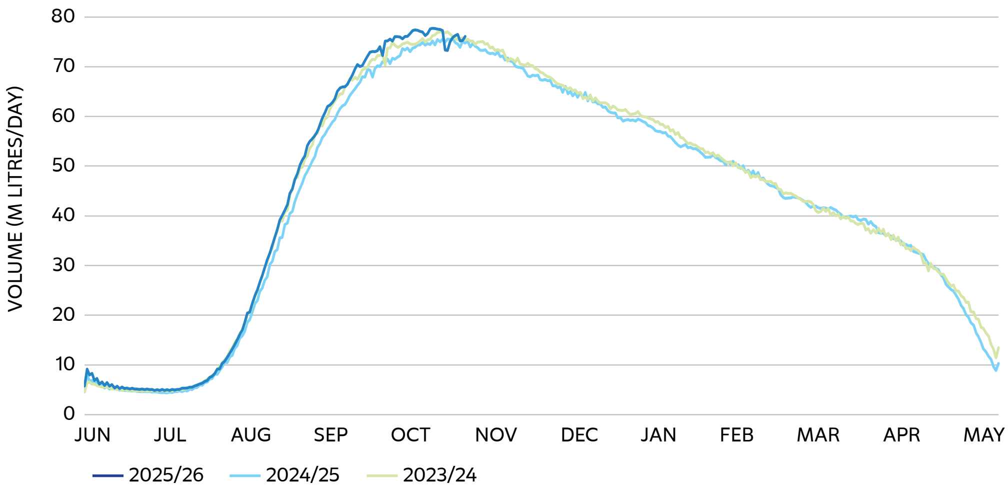
Imports for the 12 months to October were up 5.1%, or 143,330 MT, on the previous comparable period.

The increase was mainly due to higher import volumes of whey powder and WMP, partially offset by lower volumes of fluid milk products and SMP.

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

Fonterra Milk Collections

New Zealand Milk Collections



To view a table that shows detailed milk collections in New Zealand and Australia compared to the previous season-

CLICK HERE

NEW ZEALAND

2.2% ↑
Increase for October 2025 compared to October 2024

2.7% ↑
Season-to-date 1 Jun–31 Oct compared to prior season

Fonterra's New Zealand collections for October were 209.5 million kgMS, 2.2% above October last season.

The increase was mainly due to favourable weather conditions in the South Island, and last years flooding events which impacted collections in October last year.

The higher collections were partially offset by lower collections in the North Island.

Season-to-date collections are 525.9 million kgMS, 2.7% above last season.

NORTH ISLAND

0.3% ↓
Increase for October 2025 compared to October 2024

2.0% ↑
Season-to-date 1 Jun–31 Oct compared to prior season

North Island milk collections in October were 118.7 million kgMS, 0.3% lower than October last season.

The decrease was mainly due to less favourable weather conditions across the North Island, with below average sunlight hours and higher temperatures across all regions except Central North Island and Taranaki.

Soil moisture was above average, with water tables at capacity in all regions apart from Hawkes Bay, due to reduced rainfall in the region during the month.

Season-to-date collections are 330.8 million kgMS, 2.0% above last season.

SOUTH ISLAND

5.6% ↑
Increase for October 2025 compared to October 2024

3.8% ↑
Season-to-date 1 Jun–31 Oct compared to prior season

South Island milk collections in October were 90.8 million kgMS, 5.6% higher than October last season.

The increase was mainly due to flooding events impacting lower South Island collections last year. Soil moisture was well above average for most of the South Island, supporting pasture growth, with drier soil conditions in Eastern parts of Marlborough and Canterbury.

Sunlight levels were above average for the Eastern regions, while temperatures were varied across the South Island.

Season-to-date collections are 195.0 million kgMS, 3.8% above last season.

AUSTRALIA

1.9% ↑
Increase for October 2025 compared to October 2024

2.6% ↑
Season-to-date 1 Jul–31 Oct compared to prior season

Fonterra's Australia collections in October were 12.4 million kgMS, 1.9% higher than October last season.

The increase was mainly due to favourable pasture conditions, with regular rainfall continuing to support pasture growth and milk production. Rainfall was above the historical average in Western Victoria, supporting drought recovery and higher quantities of silage and hay. Tasmania also experienced higher rainfall, delaying the need for irrigation compared to last year.

Season-to-date collections for Fonterra Australia are 35.8 million kgMS, 2.6% above last season.

OUR MARKETS

Fonterra Global Dairy Trade Results

Fonterra GDT results at trading event 392 **18 November 2025:**

2.5% ↓

Change in Fonterra's weighted average product price from previous event

USD 3,735

Fonterra's weighted average product price (USD/MT)

36.1 000' MT

Fonterra product quantity sold on GDT

SMP
0.8% ↓
USD 2,561/MT

WMP
1.5% ↓
USD 3,450/MT

CHEDDAR
2.7% ↓
USD 4,328/MT

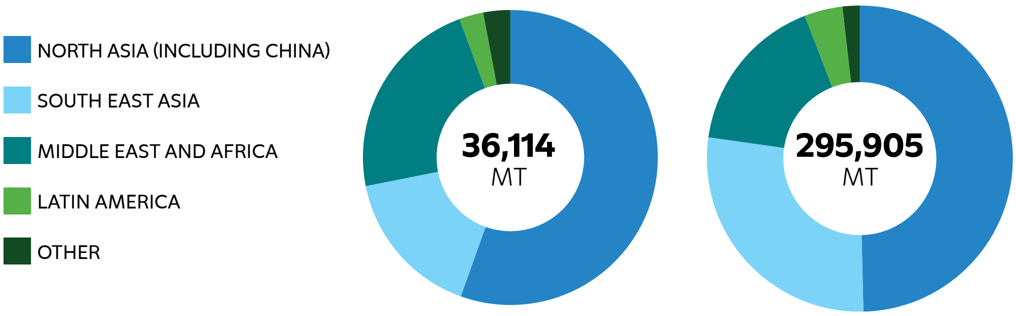
AMF
5.0% ↓
USD 6,543/MT

BUTTER
7.6% ↓
USD 5,921/MT

Fonterra GDT sales **by destination:**

LATEST AUCTION

FINANCIAL YEAR-TO-DATE



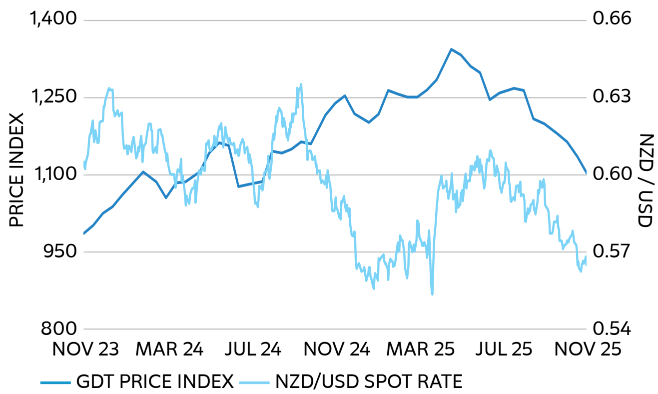
To view more information, including a snapshot of the rolling year-to-date results –

CLICK HERE ▸

▸ The next trading event will be held on 2 December 2025. Visit www.globaldairytrade.info for more information.

Dairy commodity prices and New Zealand dollar trend

The USD outperformed most other currencies during November spurred on by an end to the US Government shutdown - the longest in history - a diminishing probability that the US Federal Reserve will reduce interest rates in December as the US economy proved, yet again, to be more resilient than expectations, and a souring of investor risk sentiment driven by questions over 'AI' exuberance in equity markets. Financial markets participants continue to price at least one more 25bp interest rate cut from the RBNZ, in November, and for a near a one-in-two chance of a final 25bps of easing being required early in 2026. Against this backdrop of narratives, the NZD/USD exchange rate was pressured to below 56 US cents



Our Performance

Fonterra's Edendale site honoured with Mars Dairy Supplier Quality Award

Fonterra Edendale has been recognised with the Mars Dairy Supplier Quality Award which awards the top performing supplier sites in Mars' dairy supply chain.

It's a proud moment for the site that recognises years of dedication, collaboration and a shared commitment to excellence.

The award is a great example of how the Co-op creates value through excellence in food quality and trusted partnerships.

This milestone is the result of a multi-year journey, transforming the Co-op's relationship with Mars into a true partnership. Together, both parties are focused on delivering outstanding standards of quality and food safety.

The Mars Dairy Supplier Quality Award is based on a holistic approach to assessing suppliers within their global dairy supplier base. The assessment goes beyond traditional audit effectiveness by taking into account Site Quality Culture, Audit Performance, Global Food Safety Standards and overall plant condition. Edendale's top performance across these areas is a testament to the site team's relentless pursuit of quality.

Fonterra's Director Global Food Safety, Quality and Regulatory, Justine Pearce, says the award reflects the team's passion and commitment.

"This award highlights the incredible effort and passion of everyone at Edendale. It shows what's possible when we work together with a shared commitment to creating trust in every drop of our farmers' milk."

Heather Rankin, Supplier Quality Assurance Technologist at Mars, says the award is well deserved.

"Quality Culture is a big driver behind this award. Fonterra's Edendale team has a great Quality Culture – you can see and feel the pride from everyone on site and the drive to improve. This award not only celebrates what the Edendale team has achieved — it also sets the tone for what's next. Their commitment to quality and collaboration continues to strengthen Fonterra's reputation as a trusted supplier of world-class dairy. It's a clear example of how our people bring value to every partnership, every product, and every drop. Mars values and appreciates the focus on quality that the Edendale team provides and is excited to present this award to them."

Edendale Site Manager, Andrew Johns, says the recognition is a powerful acknowledgement of the team's long-standing commitment.

"We're ecstatic to win the award – it's great acknowledgement of all the hard work that has been done over decades from the site. We're continuously improving and that's the pleasing thing."

The award not only celebrates what the Edendale team has achieved – it also sets the tone for what's next. The site's commitment to quality and collaboration continues to strengthen the Co-op's reputation as a trusted supplier of high-quality dairy and is a clear example of how the Co-op brings value to every partnership, every product, and every drop of milk.

Fonterra and Growing Future Farmers team up to get more young people into dairy

Fonterra is increasing its support for young people entering the dairy industry with a new two-year programme delivered in partnership with Growing Future Farmers (GFF), a national charitable trust providing a hybrid farmer-led vocational training model.

Co-designed by the Co-operative, the programme will begin with a pilot in Waikato and Bay of Plenty, starting in early 2026.

Students will gain practical on-farm experience provided by Fonterra Farmer Trainers and achieve an NZQA qualification.

Group Director of Farm Source, Anne Douglas, says Fonterra is building on a sector-wide effort to support young people entering the dairy industry.

"We're excited to partner with Growing Future Farmers to introduce a new generation to the diverse opportunities that exist within the Co op and dairy industry."

The programme is designed to evolve over time to ensure it continues to set students, the Co-op and the industry up for long-term success, says Anne.

"The mentorship provided by Fonterra farmers will be hugely valuable in helping students build confidence, skills and a strong support network. This wrap-around support for young people entering the industry is central to creating a strong and sustainable Co-operative for future generations."

The pilot programme will reflect what has been learned through Growing Future Farmer's existing programme aimed at getting young people into the sheep and beef sector.

CEO of Growing Future Farmers, Wendy Paul, worked for Fonterra for more than 18 years and says the partnership is a full circle moment.

"Having spent many years with the Co-op, this partnership is close to my heart. During my time at Fonterra, I saw first-hand the passion of the Co-op's farmer shareholders and the challenges they face in finding and developing great people."

The Growing Future Farmers model combines practical experience with academic learning and strong pastoral support to set young people up for success in the primary sector says Wendy.

"One of my goals in moving from Fonterra to Growing Future Farmers was to see this model extended into dairy, because there's a clear need. Succession planning and how we resource both intergenerational and corporate farms in the future is top of mind for many.

"We're truly excited and grateful for this partnership and what it means for the next generation coming into the industry."

Fonterra farmer and Growing Future Farmers trustee, Jo Johnstone, says her experience as a Farmer Trainer in the sheep and beef programme has been incredibly rewarding.

"By investing in the next generation, we're growing resilient, community-minded, environmentally aware young people who will keep our rural communities thriving and our primary sector strong.

"Graduates will not only be productive employees but the future farm owners, managers, sharemilkers, contract milkers and industry leaders who will strengthen the long-term sustainability of the Co-op."

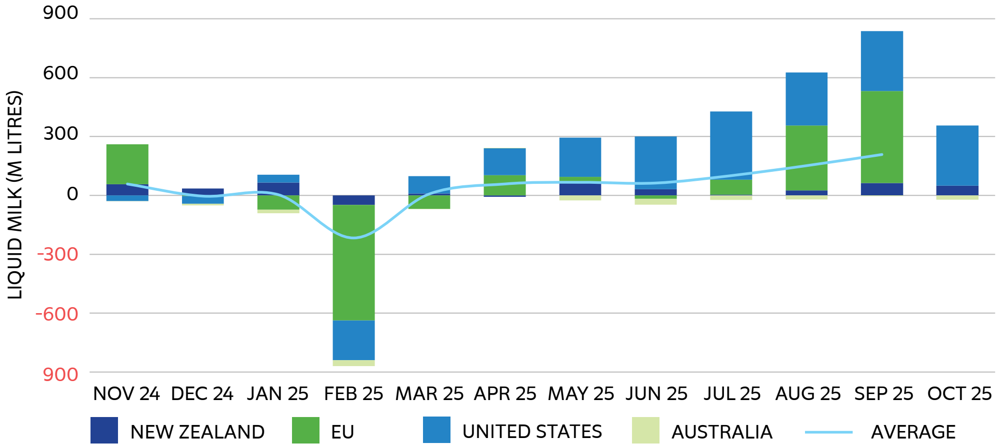
Fonterra farmers in Waikato or Bay of Plenty and young people aged 16-20 can express their interest in joining the programme through the Growing Future Farmers website.

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.

PRODUCTION



NOTE: Data for EU to September; New Zealand, US and Australia to October.

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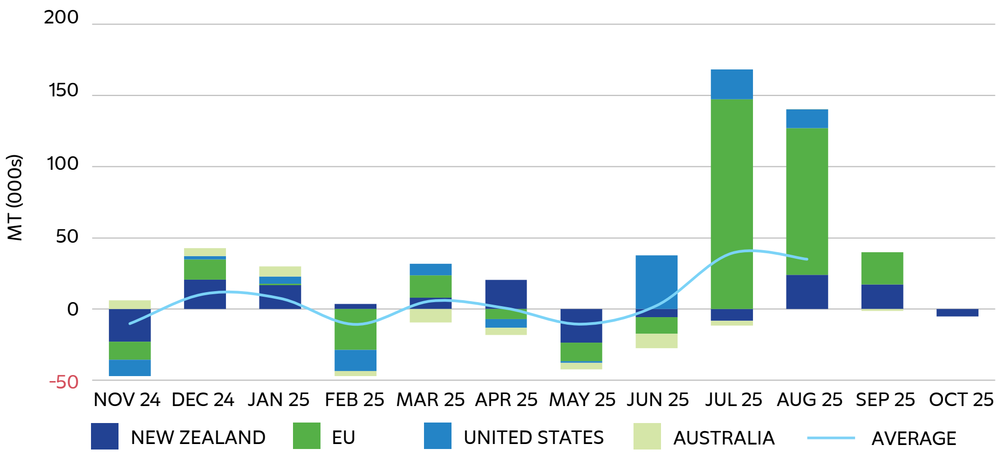
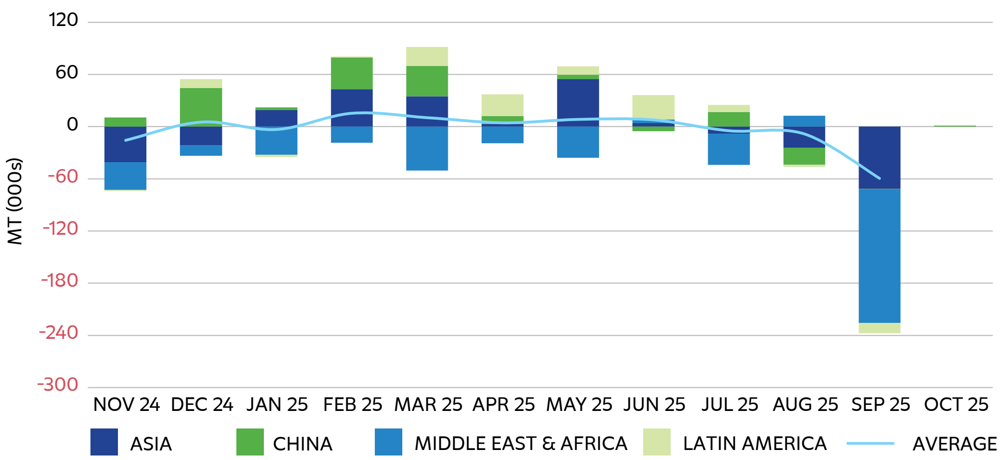
EXPORTS



NOTE: Data for US to August; EU and Australia to September; New Zealand to October.

BACK TO SUMMARY ▶

IMPORTS



NOTE: Data for Asia, Middle East & Africa and Latin America to September; China to October.

SOURCES: Government milk production statistics (DCANZ, Dairy Australia, Eurostat, USDA)/GTA trade data/Fonterra

BACK TO SUMMARY ▶

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.

BACK TO SUMMARY

MILK COLLECTION (MILLION KGMS)	OCTOBER 2025	OCTOBER 2024	MONTHLY CHANGE	SEASON-TO-DATE 2025/26	SEASON-TO-DATE 2024/25	SEASON-TO-DATE CHANGE
Total Fonterra New Zealand	209.5	205.3	2.2%	525.9	512.3	2.7%
North Island	118.7	119.0	(0.3%)	330.8	324.4	2.0%
South Island	90.8	86.0	5.6%	195.0	187.9	3.8%
Australia	12.4	12.2	1.9%	35.8	34.9	2.6%

2025/26 season Forecast Farmgate Milk Price (FGMP) update

ANNOUNCEMENT DATE	FORECAST FGMP / RANGE (NZD)	NZD/USD RATE AT ANNOUNCEMENT DATE	FORECAST AVERAGE CONVERSION RATE FOR 2025/26 SEASON	FORECAST FOREIGN EXCHANGE EXPOSURE FOR 2025/26 SEASON HEDGED[1] (%)	FOREIGN EXCHANGE OPTION COVER REMAINING IN HEDGED AMOUNT[1] (%)
25 November 2025	$9.50 / $9.00-$10.00	0.5609	0.5951	48%	17%
25 September 2025	$10.00 / $9.00-$11.00	0.5815	0.5892	72%	18%

As at the most recent update to the 2025/26 season forecast Farmgate Milk Price on 25 November 2025:

- Fonterra had hedged approximately 84% of the full year forecast USD cash flows related to the 2025/26 season Farmgate Milk Price.
- Of that 84%, approximately 17% was hedged with foreign exchange options which had not yet expired or been exercised.
- If the remaining 16% of the forecast USD cash flows were to be hedged at the 25 November 2025 spot rate of 0.5609, the average NZD/USD conversion rate for the 2025 season would be 0.5838.
- Also shown for information are the equivalent measures at the date of the previous forecast of the 2025/26 season Farmgate Milk Price on 25 September 2025.

1 Hedged percentages shown are as at the most recent month end prior to announcement date.

Supplementary Information

Fonterra GDT results

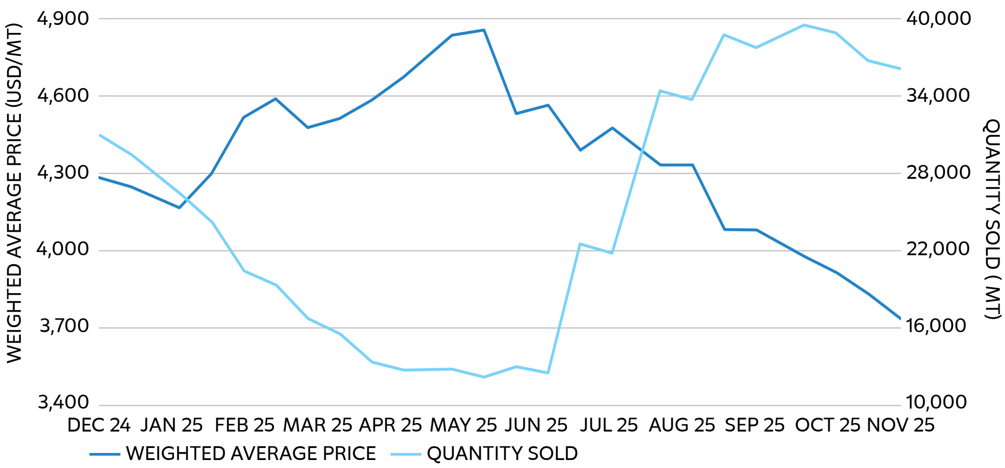
This table provides more information on the latest results, including a snapshot of the rolling year-to-date results.

	LAST TRADING EVENT (18 NOVEMBER 2025)	YEAR-TO-DATE (FROM 1 AUGUST 2025)
Quantity Sold on GDT (Winning MT)	36,114	295,905
Change in Quantity Sold on GDT over same period last year	5.8%	5.0%
Weighted Average Product Price (USD/MT)	3,735	4,030
Change in Weighted Average Product Price over same period last year	(9.8%)	2.8%
Change in Weighted Average Product Price from previous event	(2.5%)	-

Fonterra GDT results

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

BACK TO SUMMARY ▶



Glossary

AMF
Anhydrous Milk Fat.

BMP
Butter Milk Powder.

Cultured Products
Fermented milks that are prepared by using starter cultures and controlled fermentation including yoghurt, yoghurt drinks, sour cream, and crème fraiche.

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 Products
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.

MPC
Milk Protein Concentrate.

Non-Reference Products
All dairy products, except for Reference Products, produced by the New Zealand 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.

WPC
Whey Protein Concentrate.

WPI
Whey Protein Isolate.