

Market Announcement

20 November 2026

Fonterra increases FY27 forecast Farmgate Milk Price

Today, Fonterra Co-operative Group Ltd has increased the midpoint of the 2026/27 season forecast Farmgate Milk Price and narrowed its forecast range.

The midpoint has increased from $9.75 per kgMS to $10.10 per kgMS, with the forecast range lifting and narrowing from $9.00 - $10.50 per kgMS to $9.60 - $10.60 per kgMS.

CEO Richard Allen says the improved forecast reflects continued strength in demand for milk powders and progress made in contracting the Co-op's sales book.

"Whole and skim milk powder prices have continued to improve since our update last month, underpinned by strong Chinese buying and resilient demand across Southeast Asia, the Middle East and Africa.

"This is offset by softening fat prices over recent Global Dairy Trade events. While we're well hedged, FX volatility also remains a factor across the rest of the year.

"Our focus is firmly on delivering value through both the Farmgate Milk Price and earnings, using scale and flexibility to direct our farmers' milk into products and markets with the most valuable demand."

There is no change to the forecast organic milk price.

ENDS

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