

**QD 1: TOTAL kgMS COLLECTED AND PROCESSED
ACTUAL MILK SUPPLY COMPARED TO FORECAST**

Request
Total kgMS collected and processed by Fonterra in each year 2002 – 2017.

The table below shows the total kgMS collected and processed by Fonterra each year.
Collected kgMS: All kgMS Fonterra has paid farmers for
Processed kgMS: Total kgMS Fonterra processed. Total of processed milk is lower than collected milk as processed milk excludes raw milk sales, force majeure milk and any milk that was collected and not processed e.g (quality issues or went to R&D)

Season	Total kgMS collected (m kgMS)	Total to processing (m kgMS)
2001/2002	1,111	
2002/2003	1,148	
2003/2004	1,201	
2004/2005	1,160	
2005/2006	1,210	
2006/2007	1,246	
2007/2008	1,192	
2008/2009	1,281	
2009/2010	1,286	
2010/2011	1,346	
2011/2012	1,493	
2012/2013	1,463	
2013/2014	1,584	
2014/2015	1,614	
2015/2016	1,586	
2016/2017	1,526	
2017/2018	1,505	

Request
How Fonterra's actual additional milk supply (net of exiting and entering/re-entering milk supply volumes) compares to Fonterra's forecasts during the 2001/02 – 2017/18 seasons.

Over the years Fonterra has both over forecasted and underforecasted milk collections.

Clause 24(1) to (3) of the Dairy Industry Restructuring (Raw Milk) Regulations 2012 require Fonterra to publish quarterly forecasts.
 The below table has the quarterly forecasts of kgMS for the season.
 Note: the forecast below is Fonterra's forecast of milk supplied by shareholding farmers. (In addition, Fonterra collects milk from some farmers that are not shareholders - this includes Fonterra Company farms, Gisborne Farmers and My Milk.)
 These are the public notice statements posted on the Fonterra website

Season	DIRA Announcement: Official Quarterly Forecasts - milk supplied to Shareholding farmers only			
	June (m kgMS)	Sep (m kgMS)	Dec (m kgMS)	March (m kgMS)
2001/2002				
2002/2003				
2003/2004				
2004/2005		1,198		
2005/2006	1,215	1,211		1,155
2006/2007				
2007/2008	1,227	1,270	1,267	1,267
2008/2009	1,237	1,242		1,227
2009/2010		1,263		1,266
2010/2011	1,340	1,338		
2011/2012	1,361	1,371	1,412	1,429
2012/2013	1,439	1,466	1,508	1,515
2013/2014	1,493	1,538	1,553	1,570
2014/2015	1,613	1,613	1,581	1,529
2015/2016	1,586	1,582	1,516	1,538
2016/2017	1,514	1,514	1,450	1,477
2017/2018	1,559	1,559	1,509	1,464

- In the years where the forecast cannot be obtained, the box is blank

Key
Over forecast
Under forecast

Actual Milk Collected (Refer table above)	Variance from forecast					Comments
	Variance from June Forecast of the current season	Variance from September Forecast	Variance from December Forecast	Variance from March Forecast		
1,111						
1,148						
1,201						
1,160						
1,210						
1,246						
1,192						
1,281						
1,286						
1,346						
1,493						
1,463						
1,584						
1,614						
1,586						
1,526						
1,505						