

| | | |
|-----------------|-----------|-------|
| Reference Litre | Butterfat | 4.00% |
| | Protein | 3.20% |

| Monthly Period | July | August | September | October | November | December | January | February | March | April | May | June | Average |
|---|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|---------|
| Period Date range | 1/07/2021 - 31/07/2021 | 1/08/2021 - 31/08/2021 | 1/09/2021 - 30/09/2021 | 1/10/2021 - 31/10/2021 | 1/11/2021 - 30/11/2021 | 1/12/2021 - 31/12/2021 | 1/01/2022 - 31/01/2022 | 1/02/2022 - 28/02/2022 | 1/03/2022 - 31/03/2022 | 1/04/2022 - 30/04/2022 | 1/05/2022 - 31/05/2022 | 1/06/2022 - 30/06/2022 | 6.49 |
| Days in Period | 31 | 31 | 30 | 31 | 30 | 31 | 31 | 28 | 31 | 30 | 31 | 30 | |
| Minimum Price | \$/kg Butterfat | 6.33 | 6.33 | 6.33 | 6.33 | 6.33 | 6.33 | 6.66 | 6.66 | 6.66 | 6.66 | 6.66 | 6.66 |
| | \$/kg Protein | 9.50 | 9.50 | 9.50 | 9.50 | 9.50 | 9.50 | 9.99 | 9.99 | 9.99 | 9.99 | 9.99 | 9.99 |
| Top Quality Incentive | | 2.00 | 2.00 | 2.00 | 2.00 | 2.00 | 2.00 | 2.00 | 2.00 | 2.00 | 2.00 | 2.00 | 2.00 |
| Cents per litre at reference litre | | 57.70 | 57.70 | 57.70 | 57.70 | 57.70 | 57.70 | 60.61 | 60.61 | 60.61 | 60.61 | 60.61 | 60.61 |
| New Milk | \$/kg Butterfat | 0.65 | 0.65 | 0.65 | 0.65 | 0.65 | 0.65 | 0.65 | 0.65 | 0.65 | 0.65 | 0.65 | 0.65 |
| | \$/kg Protein | 0.98 | 0.98 | 0.98 | 0.98 | 0.98 | 0.98 | 0.98 | 0.98 | 0.98 | 0.98 | 0.98 | 0.98 |

Retailer payments any applicable payments from the retailers will be passed through in full each month

| Production Incentive | Location Incentive | | QUALITY | | | | | | | |
|--|--------------------|---------|----------|--------------------------|------|----------------|--------|--|--|--|
| | from | to | points | Demerit Points per month | | Bonus/ Penalty | | | | |
| Based on monthly production kg milk solids (fat + protein) rate: 2.50c/kg MS per 1000 kg MS below 3000 kg MS = no payment max rate = 42.0c/kg MS example: 144,500 litres @ 3.98%F, 3.24% P = 10,433 kg Fat+Protein rate is 10433/1000x2.50 = 26.08c/kg 26.08c/kg x 10433 kg = \$2,721.19 Chart below shows approximate c/l production incentive -v- monthly production (assumes reference composition) | 1.70 | cpl | | | | | | | | |
| New Milk & / or Growth Incentive | TPC | 0 | 15,000 | 0 | From | To | c/l | | | |
| | | 15,001 | 24,000 | 1 | 0 | 0 | 2.0 | | | |
| | | 24,001 | 39,000 | 2 | 1 | 1 | 1.4 | | | |
| | | 39,001 | 64,000 | 4 | 2 | 4 | 1.0 | | | |
| | | 64,001 | And over | 8 | 5 | 9 | 0.0 | | | |
| | SCC | 0 | 200,000 | 0 | 10 | 14 | -1.0 | | | |
| | | 200,001 | 250,000 | 1 | 15 | 17 | -4.0 | | | |
| | | 250,001 | 300,000 | 3 | 18 | 23 | -8.0 | | | |
| | | 300,001 | 350,000 | 6 | 24 | 29 | -12.0 | | | |
| | | 350,001 | 400,000 | 10 | 30 | 60 | -16.0 | | | |
| | | 400,001 | And over | 15 | 61 | and over | no pmt | | | |
| | | 0 | 9.99% | 0.21 | 0.32 | | | | | |
| | | > | 10% | 0.85 | 1.28 | | | | | |

| | |
|---------------------|--------------|
| Stop Charges | \$20 /pickup |
|---------------------|--------------|

Incurred on 10 day periods, high SCC & TPC dropped - see policy for more details.
Other - see payment policy document for demerit points incurred for other issues.

The CPL prices represent the conversion of the Minimum Milk Price for milk solids (butterfat plus protein) to a Cpl price calculated on the assumption that the relevant litre of milk will comprise the Assumed Composition Levels, being 4.00% butterfat and 3.2% protein. Given that the quality (SCC & TPC) of your milk may differ from the Assumed Composition Levels, the Cpl pricing is not necessarily indicative of the price you will receive for your milk or the minimum milk price under this Contract