



10 July 2017

Dear Suppliers

I am writing to you today to provide a brief update about some of the initiatives currently underway at Murray Goulburn.

Forthcoming supplier meetings

The next round of regional supplier meetings will commence following the announcement of our full year results on 22 August. As part of our usual process, a summary of the questions and answers discussed at these sessions will be made available to you. A table of proposed meetings is attached and a formal invitation will be sent to you once arrangements have been finalised.

Since commencing with MG, I have had the opportunity to meet with numerous suppliers and stakeholders and I look forward to continuing this valuable dialogue, as well as meeting with local political and industry representatives, retailers and other partners in each of the regions.

Northern region Supplier Director elections

Further to our Company Secretary, Amy Alston's letter to local suppliers on 8 June, we wish to update suppliers in the northern region that final candidates will be advised on 13 July. The candidate assessment process is currently underway and well progressed.

Ceasing share offtake

As a reminder, participation in MG's share offtake program remains optional and you may elect to continue share offtake, cease offtake or change your offtake rate. All suppliers will revert to having share equity deducted from milk supplied from 1 July at the standard offtake rate. However, if you would prefer to cease share equity deductions, or increase your offtake rate, simply complete the attached *Share Offtake Change Request Form* and return it to the supplied e-mail address or your local Field Services team. A supporting form related to this option is included with this letter. Please complete this form to indicate whether or not you wish to participate in share offtake for the 2017/18 season.

Advance payment of the Flat Milk Incentive

As outlined in Supplier Relations Director, Cameron Smith's e-mail of 29 May, the revised Flat Milk Incentive (FMI) provides for eligible suppliers to take a portion of their FMI as an early payment. Early FMI payments are paid as a proportion of the anticipated total FMI payment. If you are interested in pursuing this option, please contact your Field Services team for further information and eligibility criteria.

Sale of Leitchville cheese production line

I would also like to inform you that an agreement has been reached to sell the cheese production line at Leitchville. Longer term we do not intend for the site to remain dormant and are considering future options for the land and buildings, including a possible sale. Our focus is to maximise value to MG, our suppliers and stakeholders.

On behalf of my management team and all at MG, I hope that your season is off to a solid start and I look forward to meeting as many of you again in the near future as is possible.

Yours faithfully

Ari Mervis
Chief Executive Officer

Full year results regional roadshow

Date	Time	Location
24 August	7.30pm to 9.30pm	Kiewa
25 August	11.30am to 1.30pm	Cobram
28 August	10.00am to 12.00pm	Heywood
	1.00pm to 3.00pm	Koroit
	7.30pm to 9.30pm	Cobden
29 August	11.00am to 1.00pm	Maffra
	7.30pm to 9.30pm	Leongatha
30 August	12.00pm to 2.00pm	Cohuna
	7.30pm to 9.30pm	Rochester
11 September	7.30pm to 9.30pm	Smithton
12 September	11.30am to 1.30pm	Deloraine
13 September	11.30am to 1.30pm	Taree
	7.30pm to 9.30pm	Singleton
14 September	11.30am to 1.30pm	Berry
20 September	11.30am to 1.30pm	Orbost
	7.30pm to 9.30pm	Yarram
21 September	11.30am to 1.30pm	Warragul
25 September	11.30am to 1.30pm	Mount Gambier
	7.30pm to 9.30pm	Hahndorf



SHARE OFFTAKE CHANGE REQUEST

Supplier Number: _____
Supplier Name: _____
Supplier Address: _____

The Board of Murray Goulburn has announced that share offtake will again be optional for all shareholders from 1 July 2017 to 30 June 2018. Please complete this form to indicate how you wish to participate in Share offtake.

Murray Goulburn's Share Offtake Policy can be found at www.mgc.com.au/working-with-us/becoming-a-supplier

For the financial year ended 30 June 2018, participation in MG's share offtake program is **OPTIONAL**, therefore, you may **continue** share offtake, **change** your offtake rate or **cease** offtake.

I/We wish to continue to participate in offtake at the following rate (please check one box):

\$0.09 kgms
(0.65c/litre)

\$0.27 kgms
(2c/litre)

OR

\$0.13 kgms
(1c/litre)

I/We wish to cease to participate in offtake:

Cease

I/We understand that any change will take effect from the later of one month following receipt of the notice or such later date as I/we nominate.

1st of the month following receipt of this notice: **OR** From Date: ____/____
Month / Year

Signed: – _____ **Date:** _____

Note: Your Associated Shareholders can confirm their Share Standard and shareholding by reviewing their Shareholding Statement or by:

- Using their SRN to login to the Computershare website – www.computershare.com.au
- Using their registered login on Belldirect – www.belldirect.com.au/mg
- Calling (within Australia) 03 9415 5000 or (outside Australia) +61 3 9415 4293 (8:30am – 7:00pm AEST / 8:30am – 8:00pm AEDST)

Mail: Supplier Services, Murray Goulburn Co-operative Co. Ltd, Freshwater Place,
Level 15, 2 Southbank Boulevard, Southbank VIC 3006

Fax: +61 3 9040 5102

Email: SupplierServices@mgc.com.au