

## Price Justification Organic

In setting milk prices for 2023/2024 milk year, Kyvalley Dairy Group does its own assessment using the available market intelligence and customer feedback along with global trends for Organic dairy ingredients and fresh milk.

Other considerations that play a part in price setting is our ability to recover cost increases in the domestic market and our ability to compete in the export market. Our business is continually researching options for export and additional markets which it can then use to add value and pay a competitive milk price.

Kyvalley has a flat payment model and pays the same each month for fat and protein. This pricing structure is easy to understand and has cashflow benefits to our suppliers.

Exclusive contracts allow Kyvalley Dairy Group increased certainty around milk supply and this is what drives the additional value over a Non-Exclusive contract. This allows Kyvalley to give more certainty to its customers year-round.



Michelle Sonnenschein  
CEO