

## Price Justification North

In setting milk prices for 2022/2023 milk year Kyvalley Dairy Group does its own assessment using the available market intelligence and customer feedback along with global trends for 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 the impact that Covid and supply chain disruptions continue to have internationally, with port closures and container availability. 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 base price and has a seasonal impact payment for nine months of the year which will vary from month to month. On top of this we pay additional value for flatter milk.

Exclusive contracts allow Kyvalley 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 it's customers year round.



Michelle Sonnenschein  
CEO