



Dairy for life

Fonterra Elections 2022

Co-operative Council

Candidate Profiles
Ward 8 - South Waikato

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NOTE ON CANDIDATE STATEMENTS

Each Candidate Profile Statement contains a maximum of 400 words (excluding the Candidate Interest Statement) provided by the candidate.

The Returning Officer and Fonterra Co-operative Group Limited note that 'shareholdings' in Fonterra or other companies disclosed by candidates may include shares held by third parties in which candidates have a relevant interest as defined by the Financial Markets Conduct Act 2013.

Any emphasis (including capitalisation, italics, bolding, underscoring and bullet points) has been added by the candidate.

The Returning Officer and Fonterra Co-operative Group Limited accept no responsibility for the content, or accuracy of the content, contained in Statements supplied by candidates.

Warwick Lampp, Returning Officer – 2022 Fonterra Elections
Freephone 0800 666 034
iro@electionz.com

Key information – 2022 election

Ward 8 - South Waikato

There are two candidates – Amy Gillies and Wynn Brown.

Votes may be cast via post or online and must be received by 10.30am on Tuesday, 8 November.

Voting entitlement

Voting for Co-operative Councillors is on the basis of two votes per shareholder. Both votes may be used by the shareholder, or one may be given to a sharemilker. Votes are not weighted by milksolids production.

Voting system

The Co-operative Council elections are held on a Ward basis using Single Transferable Voting.

Lost or damaged Voting Papers

Replacement Voting Papers are available to shareholders who did not receive their Voting Paper or spoil or damage it. These are available from the Returning Officer until the close of voting at 10.30am on Tuesday, 8 November 2022.

Replacement Voting Papers will be posted directly to shareholders. They cannot be collected by candidates or their assistants for distribution to shareholders.

Completed voting papers must be received by the Returning Officer by 10.30am on Tuesday, 8 November 2022.

Key qualities and capabilities of a Councillor

The key capabilities required to successfully fulfil a Councillor's representation role are set out to below. A Co-operative Councillor is also expected to be willing to continually develop their capabilities around business understanding, communication and interpersonal skills, and teamwork.

- Honesty and integrity
- Courage to question/challenge the status quo
- In-depth farming knowledge
- An understanding of Fonterra's business
- Awareness of the regulatory frameworks in which the Co-operative operates
- An understanding of and empathy with the Co-operative
- An understanding of the key drivers of wealth - milk price and profit
- Business acumen - financial literacy and ability to think strategically
- Communication skills (including presentation/public speaking capability)
- Interpersonal skills (approachable nature, empathy with fellow farmers)
- Time available to undertake a Councillor's responsibilities
- A commitment to on-going training including building broad-based Co-operative and governance knowledge to enhance their effectiveness in the role.

Councillors are expected to commit an average of one day per week to their role.

The role of Council

Council's role, functions and powers are set out in Fonterra's Constitution.

Council's role is to support Shareholders' democratic control of their Company and to actively represent and seek to protect members' interests as owners, investors, suppliers and members of the Fonterra Co-operative community.

Council's functions, and the activities undertaken to perform them, can be summarised under three main themes:

Connection

- The primary role of Council is to connect members to their Co-operative
- Engagement activities within each Ward aim to build a comprehensive understanding of members' interests, needs, views and expectations and to provide members with regular feedback on Council's representation of these to the Board
- Councillors receive calls and emails from members and hold Ward meetings, and may be asked to represent Council at field days and other events
- Councillors are expected to report in a timely manner on the feedback and themes they hear
- Council arranges educational programmes for members, such as the Understanding Your Co-operative Programme (which Councillors host) and the Governance Development Programme.

Accountability

- Council seeks to ensure Co-operative members are fully informed about their Co-operative's performance
- Councillors meet with the Board at least four times each financial year to seek explanation on how well recent performance is meeting members' expectations, whether Fonterra is 'on-track' for meeting its strategic objectives, and what new and/or emerging challenges Fonterra is facing and addressing
- Council seeks to hold the Board to account by seeking from the Board explanation of and responsibility for Fonterra's strategy and performance
- Councillors refer to publicly available information and Council commissions external advisors to provide independent analysis
- Council regularly submits questions to the Board
- Council regularly and transparently reports back to members on its engagements with the Board, including the Board's explanations.

Guardianship

- Along with the Board, Council acts as the guardian of the Co-operative Philosophy, including the Co-operative Principals, Purpose Statement and Values
- Council is also the primary channel for consultation when Fonterra is considering policy or operational changes that may affect members
- Council advocates publicly on members' collective behalf on matters relating directly to members' interests in the Co-operative
- Council also:
 - manages the Director election process in consultation with the Board
 - appoints the Milk Commissioner
 - consults with the Board in relation to the operation of the Fonterra Shareholders' Market and the Fonterra Shareholders' Fund
 - consults with the Board in relation to any changes to the Milk Price Manual and Principles
 - has four Councillor observers attend meetings of the Board's Co-operative Relations Committee.

Council has the power to:

- consider and, in consultation with the Board, propose to shareholders changes to the Constitution
- recommend the commissioning of a special report on specific projects or activities
- call a special meeting of shareholders, in certain circumstances.

In carrying out its representation role, Council represents the interests of all members of the Co-operative, who include shareholders, sharemilkers, farmers supplying MyMilk, and those farmers who supply milk to the Co-operative in New Zealand on a non-share backed basis.

Each Councillor is assigned to one of three committees - Connection, Accountability or Guardianship. However all Councillors are expected to participate fully in all Council activities.



Amy GILLIES

PUTARURU

Mobile: 021 562 480

Email: amy_gillies@outlook.com

My husband and I recently purchased our first farm, and after converting it to Fonterra, as it historically supplied another company, we join you as shareholders of Fonterra. There were two main reasons for changing dairy company. Firstly, the New Zealand dairy industry needs a strong Fonterra. Fonterra are leaders and price setters for our industry, this can only be achieved through the support of NZ dairy farmers who provide Fonterra with the scale it needs to be market leaders. And secondly, after much analysis we were financially better off supplying Fonterra than the competitor. Its critical this continues, and Fonterra is attractive to other first farm buyers.

In 2020, I completed the Fonterra Governance Development Programme, which aims to develop leaders in agribusiness. My husband and I also attended Understanding Your Co-op. These opportunities gave me insights into how complicated the business is, with many moving parts, but underneath it all, the core foundation of Fonterra are its farmer shareholders.

Prior to farming in the South Waikato, I worked as a DairyNZ consulting officer and rural banker in the area. These roles enabled me to build many skills that will be required for the role of Councillor, including good communication skills and financial literacy.

I will bring a fresh perspective and ideas to the Co-operative Council. I'm not afraid to consider ideas that are 'outside the box'. We diversified our own farming business by purchasing an Equipment Hire business. We then diversified our business further by establishing an Engineering Supplies store after identifying a need in our community.

Governance roles I currently hold include a directorship for Vetora Waikato and a directorship for the Hire Industry Association of New Zealand (essentially the Federated Farmers of the hire industry), of which I have recently been elected president. I'm also a member of the production committee for Manuka Farms in Chile.

The farm we own is a system 3 spring calving farm. We have also continued our sharemilking position which is a high input split calving operation. While contract milking on this farm, we were lucky enough to win Waikato Sharemilker of the Year Award and pick up third in the New Zealand placings.

I am very approachable and promise to always act with honesty and integrity. I look forwards to being able to advocate for you, ensuring your thoughts and opinions are heard and considered by the Board of Fonterra.

Candidate Interest Statement

Listed below are details of all business, investment and other relationships I have with Fonterra Co-operative Group Limited and its subsidiaries (the "Fonterra Group") (including as a supplying shareholder), or with any third party that transacts with the Fonterra Group or carries on business in competition with the Fonterra Group:

- I am a director and 50% shareholder of Broadmeadows Farms Limited, which is a supplying shareholder of the Fonterra Group and holds 1,000 Fonterra shares.

To the best of my knowledge and belief these disclosures set out above are full and complete.



Wynn BROWN

MATAMATA

Mobile: 027 554 4120

Email: wynnbrown11@gmail.com

As a farmer I have always had a strong belief in the value of co-ops and the support they provide for us. The strength in unity and scale provides not only stronger financial returns but many benefits inside the farm gate we sometimes take for granted.

I have taken on roles beyond the farm gate either in my community or farming related when time has allowed me to do so juggling hands-on farming and family commitments. Our children have now grown up and left home leaving me in a position to be able to contribute more. With your support I would like to put some of this time back into our co-op to ensure it stays strong and relevant both now and for future generations.

With my background and achievements, I believe I've proven to be a forward-thinker with good communication and interpersonal skills. I have the experience to help farmers navigate the challenges we have ahead of us as we work to ensure our businesses are economically, environmentally, and socially sustainable.

Background

- 30yrs experience, farming on 'Tiroroa', Matamata, married to Tracy (4 teenage/adult children).
- Converted family sheep and beef farm to dairying, 1993.
- Worked for JD & RD Wallace, specialising in dairy conversions.
- Massey University B.Ag. (majoring Soil Science & Agronomy), 1988-1991.

Experience

2014 to present – DairyNZ Dairy Environment Leaders Alumni

2013 to 2020 – LIC Shareholders Councillor

2011 to present – Ballance Farm Environment Awards, Judge Waikato & National Alumni

2005 to 2014 – Hinuera School Board of Trustees (incl. Chair, 3yrs), Finalist Prime Ministers Educational Excellence Awards 'Governance' and 'Leadership' categories.

2005 to 2011 – Agriculture ITO, Waikato (Convenor Dairy Trainee of the Year)

Achievements

2018 – Fonterra Farm Source 'Responsible Dairying Award'

2010 – Ballance Farm Environment Awards 'Waikato Supreme Award'

2001 – Waikato Regional Council 'Habitat Enhancement Award'

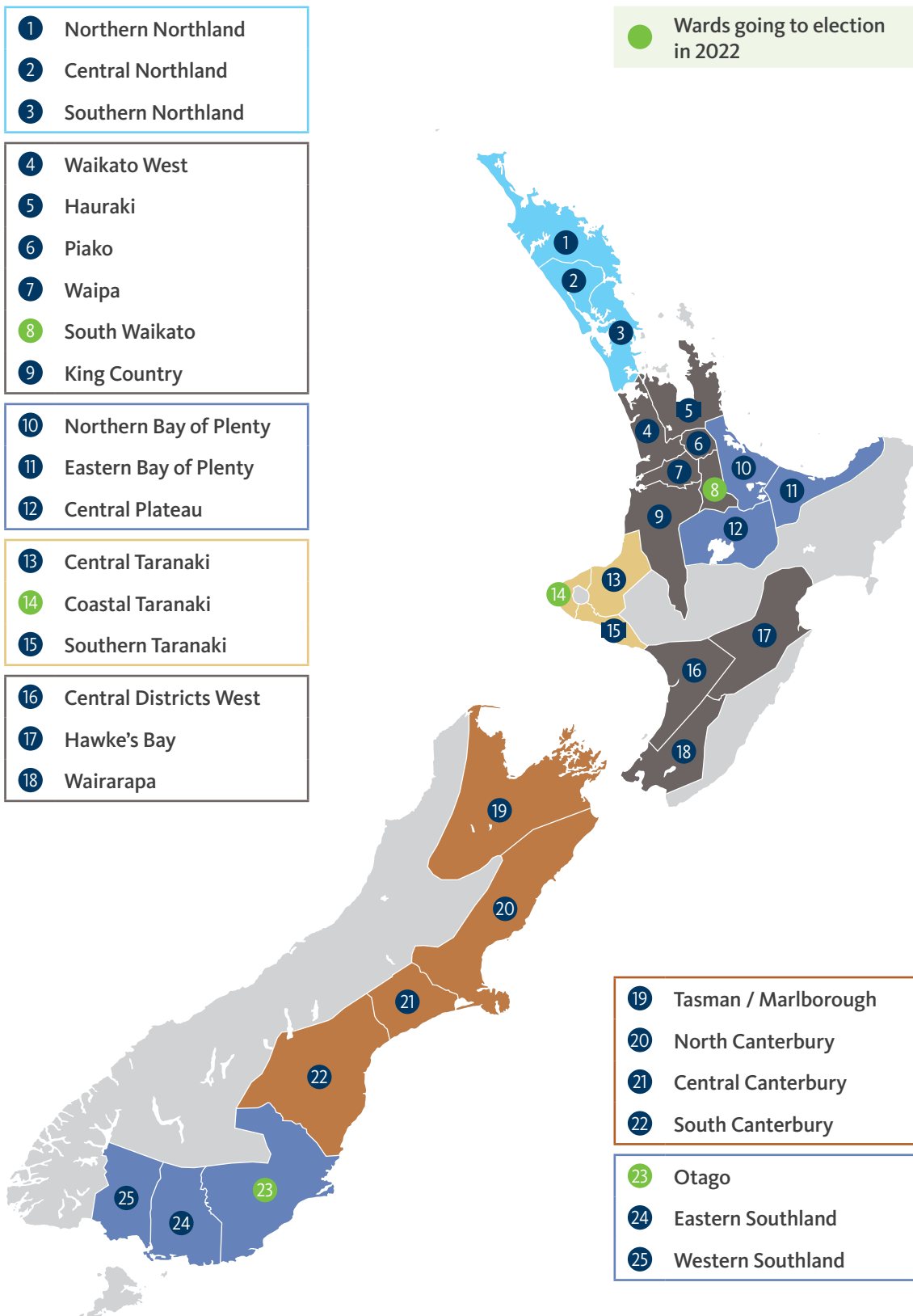
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- I am a 50% shareholder in Tiroroa Farms Limited, which is a supplying shareholder of the Fonterra Group and holds 261,065 shares.

To the best of my knowledge and belief these disclosures set out above are full and complete.

Council Wards





If undelivered please return to:

The Returning Officer

Fonterra Elections 2022

PO Box 3138

Christchurch 8140

Free phone 0800 666 034

FONTERRA ELECTIONS 2022

Co-operative Council Election

VOTING PAPER 1



For the Co-operative Council Election you have received two Voting Papers for each farm that you own in Ward 8.

Votes for the Co-operative Council Elections are on a per farm basis, not on milksolids production.

- You are automatically entitled to two votes. You may use your two votes in the following ways:**
1. If you want BOTH YOUR votes to be the same just complete and return VOTING PAPER 1.
 2. If you want your two votes to be different, or give the second vote to your sharemilker, tick the blue box below.
- ☐ I want my two votes to be different and have completed both Voting Papers / I have given Voting Paper 2 to my sharemilker to complete.

WARD 8 - SOUTH WAIKATO
Election of ONE (1) Councillor

YOU CAN VOTE IN ONE OF THE FOLLOWING WAYS:

1

ONLINE VOTING

Electronically via Farm Source website at:
www.nzfarmsource.co.nz

- Login using your Farm Source login and password.
- Follow the voting links from the homepage.
- Enter your Personal Identification Number (PIN) and password – see below.

IMPORTANT: By entering the PIN and password you warrant and undertake that you are authorised to exercise the vote of this shareholder.

After voting online, you do not need to submit this Voting Paper and it can be destroyed.

PIN	PASSWORD
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OR

2

POSTAL VOTING

Post the completed “Voting Paper” to *electionz.com* in the freepost reply envelope provided.

To ensure your Voting Paper reaches the Returning Officer before the close of voting please post no later than Tuesday, 1 November 2022.

Postal Voting Instructions

(Please read carefully)

- Please rank the candidates you wish to vote for in your order of preference by clearly writing a “1” beside the name of the candidate you most prefer and a “2” beside the name of your second most preferred candidate.
- You can rank as many or as few candidates as you wish, **though your vote is most effective if you rank both candidates.**
- You can only write one number “1” and one number “2” and you must not give the same ranking to more than one candidate.
- **Do not** vote with a cross “X” or a tick, “✓”.
- If you make a mistake, cross it out and write the correct number next to it.

NUMBER HERE	Ensure each number is written neatly inside the voting box next to each candidate.
	Amy GILLIES
	Wynn BROWN

Please only use one of these voting methods
For enquiries phone the ELECTION HELPLINE: 0800 666 034

VOTING CLOSSES AT:
10.30AM ON TUESDAY, 8 NOVEMBER 2022

FONTERRA ELECTIONS 2022

Co-operative Council Election

VOTING PAPER 2



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OR

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