

On-farm Solutions: Farmer Terms and Conditions



The following terms and conditions apply to any farm that Fonterra has deemed eligible to participate in the 'On-farm Solutions' initiative (the 'Initiative') and receive funding towards solutions included in the Initiative (the 'Funding'). By accepting these terms and conditions, you acknowledge and accept:

- To participate in the Initiative and be considered eligible for the Funding, you will achieve any level of The Co-operative Difference in the 2025/2026 season.
- You will need to meet, and continue to meet, the Fonterra Farmers' Terms of Supply for the duration of the 2025/2026 season.
- By submitting a Funding application form and accepting these terms, you are merely confirming your interest in participating in the Initiative. A binding commitment to receive the Funding will only occur if and when Fonterra provides written confirmation that your Funding application has been accepted.
- By submitting a Funding application form, in addition to agreeing to these Funding terms with Fonterra, you are also agreeing to be bound by the applicable vendor terms and conditions for the solution you have selected on the application form. These terms and conditions will be provided by vendors when you sign up to receive a solution. Please make sure you have read and understood the vendor's terms and conditions before submitting your application to participate in the Initiative.
- Notwithstanding any confirmed eligibility to receive Funding, you remain liable for all vendor costs associated with your chosen solution, and Fonterra will not bear any financial liability to a vendor on your behalf under any circumstances from your participation, or the termination of your participation, in the Initiative. The Funding is paid as reimbursement to you in recognition of your use of a selected solution by the supply number set out in the application.
- The total volume of Funding across all solutions is capped, and vendor capacity to deliver the particular solutions may be limited.
- Applications are limited to one per supply number per season. If multiple applications are submitted, only the first application received will be considered for Funding.
- Your contact details and other information provided in the Funding application form will be provided to the applicable vendor(s) to confirm your eligibility to participate in the Initiative.
- Confirmation of Funding applied to your milk cheque will be emailed to you once we have verified your engagement with each solution. If your application is successful, you are expected to reach out to the vendors to book in the solution of your choice, if our vendors do not hear from you they may use the information provided in this form to contact you regarding scheduling your solution or onboarding you to their solution (if you are not already onboarded), and once confirmed with the vendor, you will receive a Funding confirmation email from Fonterra.
- If your chosen solution is not booked by 30 November 2025, your Funding will be considered withdrawn and will be redistributed back into the customer funding pool.
- If you are allocated Funding for a subscription-based solution, you are expected to continue that subscription until you have exhausted the Funding provided.

- If your application is accepted, the vendor terms and conditions applicable to the solution you receive Funding for will apply (as between you and the vendor). You are solely responsible for evaluating the solutions and committing yourself to using the solution on your farm. Fonterra makes no representations or warranties (whether express or implied) as to whether a selected solution is fit for purpose in your circumstances.
- Except for the commitment to provide the Funding (which will be strictly limited to the amount and for the duration as set out in any Funding confirmation you receive from Fonterra, as relevant), any rights, obligations and/or liabilities regarding your use of the solution will be between you and the vendor, and governed by the applicable vendor terms and conditions (for example, Dairy Herd Testing Standards). Fonterra makes no representation or warranty that any solution is fit for purpose in your circumstances and/or will deliver any particular outcome. You are solely responsible for evaluating the solutions included in the Initiative and deciding to purchase / use a particular solution on your farm.
- For solutions that have a variable cost, the Funding we agree to provide will be capped at \$1,500 (ex. GST) per supply number. Funding can only be applied to the solutions specified as 'Funded Solutions' as detailed in table 1 below, and excludes any add-ons to such solutions, including but not limited to herd test assists, field assists, EZ link devices.
- The Funding contribution will appear as a rebate/credit to your monthly milk statement, the month following verification of your invoice between the vendor and Fonterra. Where the cost of the solution exceeds \$1,500 (ex. GST), you will only be reimbursed to the limit of \$1,500 (ex. GST). Where the cost of the tool is less than \$1,500 (ex. GST), you will be credited by Fonterra for the amount spent on the solution.
- Delivery of the solution to you will be managed by the vendor, therefore depending on uptake, there may be some delay in the delivery or access to the solution.
- In addition to any rights a vendor may have to share your data under the applicable vendor terms and conditions, you also agree that the vendor of any solution has permission to share the Data Points outlined in the table below with Fonterra for the Purpose specified. Any data shared by the vendor and received by Fonterra will be managed by Fonterra in accordance with section 4 of the Fonterra Farmers' Terms of Supply.
- You may be asked to provide feedback (with reasonable notice) on the solution you have received Funding for. You agree to provide reasonable assistance, feedback, and cooperation as requested to facilitate the Initiative's success.
- You accept that Fonterra may receive a rebate or commission from vendor partners participating in the Initiative. Any rebate or commission received by Fonterra from vendor partners will be allocated back to the Funding pool to benefit farmers participating in the Initiative. Any solution discount that may be negotiated between Fonterra and a vendor as part of the Initiative will be applied directly to your vendor's invoice for that solution rather than being reimbursed by Fonterra via the Funding on your monthly milk statement. You acknowledge that solution rebates, commissions or discounts are prospective only, and Fonterra makes no representation or guarantee that these will be available as part of the Initiative.
- Fonterra reserves all rights to decline an application, withdraw or terminate Funding, or seek repayment of the Funding, at any time where it knows or reasonably believes:
 - there has been abuse or attempted abuse of the Initiative or the Funding;
 - there has been a breach of these terms and conditions, or any applicable vendor terms and conditions (this includes if you fail to achieve any level of the Co-operative Difference in the 2025/26 season after you have received Funding);
 - any behaviour relating to misconduct, theft or abuse, or supplying false or misleading information; or
 - you have not contacted the vendor and the vendor has used reasonable endeavours to contact you for onboarding, and your booking has not been completed with the vendor by 30 November 2025.

These Funding terms and conditions may be updated, amended or withdrawn by Fonterra at any time on reasonable notice to eligible participants.

Table 1: Solution specific terms and conditions:

On-farm solution	Funded Solutions:	Terms & Conditions (to receive Funding for Funded Solutions)
Herd testing	The 4 th herd test	Book & complete a 4 th herd test in the 2025/26 season (June 1, 2025 – May 31, 2026). Reimbursement via the milk cheque will require LIC or CRV to verify you have been invoiced for the service.
BVD testing	BVD tissue testing any replacement animal <12months of age during effective season & Associated materials, TSU punches, TSU sampling unit can also be included in the credit amount.	Book & complete BVD tissue testing on replacement calves in the 2025/26 season (June 1, 2025 – May 31, 2026). Reimbursement via the milk cheque will require LIC or CRV to verify you have been invoiced for the service.
Johne's testing	Johne's disease milk testing via LIC/CRV herd test.	Book & complete Johne's disease milk testing via a LIC/CRV herd test in the 2025/26 season (June 1, 2025 – May 31, 2026). Reimbursement via the milk cheque will require LIC or CRV to verify you have been invoiced for the service.
Genomics	Any genomic testing within the 25/26 season and associated materials, TSU punches, TSU sampling unit can also be included in the credit amount.	Book & complete genomic testing within the 2025/26 season (June 1, 2025 – May 31, 2026). Reimbursement via the milk cheque will require LIC or CRV to verify you have been invoiced for the service.
Sexed semen	Farmers that use any sexed straws within their mating plan within the 2025/26 season.	Use sexed semen straws as part of your mating plan within the 2025/26 season (June 1, 2025 – May 31, 2026). Reimbursement via the milk cheque will require LIC or CRV to verify you have been invoiced for the service.
FarmIQ	Performance+ & Pro	Sign up for or continue a subscription to specified solution associated with vendor in the 2025/26 season (June 1, 2025 – May 31, 2026) and honour respective agreement with vendor.
Trev	Trev Pro	Sign up for or continue a subscription to specified solution associated with vendor in the 2025/26 season (June 1, 2025 – May 31, 2026) and honour respective agreement with vendor.
Pasture.IO	Start fundamental + essentials & Start fundamental + ultimate	Sign up for or continue a subscription to specified solution associated with vendor in the 2025/26 season (June 1, 2025 – May 31, 2026) and honour respective agreement with vendor.
Aimer	Aimer essentials, Aimer Pro & Aimer Satellite	Sign up for or continue a subscription to specified solution associated with vendor in the 2025/26 season (June 1, 2025 – May 31, 2026) and honour respective agreement with vendor.
Planting	Plants for permanent planting on owned/milk platform land from a nursey provider of your choice. For the avoidance of doubt, this is separate to other Planting Projects that may be funded by other customers and which will have other T&Cs associated with them.	You are required to source woody vegetation from a provider of your choice and permanently plant them in the 2025/26 season (August 2025 – May 31, 2026), on your owned or formally leased Total Farm Area. You warrant to Fonterra that you are the owner or have the authorisation of the owner of the relevant land to undertake such planting. The plants must be woody vegetation capable of reaching a height of 5 metres at maturity, for guidance please refer to the recommended list of suitable plants on the Farm Source website. You are required to supply Fonterra with an itemised receipt/invoice and a photo of the planted vegetation purchased in the 2025/26 season (i.e. June 1, 2025 – May 31, 2026) for Fonterra to verify and reimburse you via your milk cheque. There is an expectation that appropriate preparation, ongoing maintenance and pest control will be your responsibility.

Table 2: Data Sharing Permissions with Fonterra*

On-farm solution	Data point	Purpose
Herd testing	Number of tests by farm completed for the relevant season.	Customer funded reporting.
BVD testing	Aggregated data of all animals BVD tested through this initiative number of animals sampled by status (PI/non-PI).	Customer funded reporting.
Johne's testing	Aggregated data of all animals sampled through this initiative by status.	Customer funded reporting.
Genomics	Aggregated data of all animals genomic tested through this initiative number of test completed and age group.	Customer funded reporting.
Sexed semen	Aggregated data of the number of straws used and for which age group through this initiative.	Customer funded reporting.
FarmIQ	Farm level data providing evidence of usage.	Customer funded reporting.
	Data providing evidence of solutions ability to reduce emissions or improve efficiencies.	Customer funded reporting.
Trev	Farm level data providing evidence of usage.	Customer funded reporting.
	Data providing evidence of solutions ability to reduce emissions or improve efficiencies.	Customer funded reporting.
Pasture.IO	Farm level data providing evidence of usage.	Customer funded reporting.
	Data providing evidence of solutions ability to reduce emissions or improve efficiencies.	Customer funded reporting.
Aimer	Farm level data providing evidence of usage.	Customer funded reporting.
	Data providing evidence of solutions ability to reduce emissions or improve efficiencies.	Customer funded reporting.
All solutions	Farm level verification that solution has been engaged with/completed by farmer in 2025/26 season and that invoicing has occurred and the monetary value of the solution.	To confirm and determine reimbursement for you.
	Vendors will inform Fonterra if a farm materially breaches terms and conditions of the solution and/or if the vendor has terminated its relationship with farm prior to the expiry of the agreed Funding period	Information will be used by Fonterra to determine if
		Funding should be amended/reimbursed/terminated