



8th July 2022

Ben Appleby
800 Toorak Road
Hawthorn East Vic 3123
Australia

Re: Price changes to selected Danone Murray Goulburn products - effective 12th September 2022

Dear Ben,

We are writing to inform you of an increase in our wholesale prices that will impact our Dairy portfolio, applicable to all orders placed on or after Monday 12th September 2022.

Our current operations have been dealing with unprecedented global movements in both commodity and freight prices. Core ingredients and packaging have dramatically increased in price in addition to acceleration in freight costs in the past 18 months. Danone do not anticipate any relief in our forward buying positions resulting in our list and recommended retail prices in 9 weeks.

We anticipate some consumers may find these changes significant, however amongst other upward price changes in the category we are confident that our brand preferences will deliver a more sustainable commercial impact for both of our businesses. Our Account team will be in contact with you to complete the requirements for these price changes before the implementation date.

Attached is the revised price list changes effective September 12th, 2022.

Please reach out to your Account Manager or members of the sales team if you have any further questions.

Kind regards,

REDACTED - PII

Dean Calder
Sales Director, Australia & New Zealand

Danone Murray Goulburn Pty Ltd
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MELBOURNE VIC 3004
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Annexure A – List PRICE information effective 12th September 2022

			List Price		RRP	
Product Name	DMG SKU Code	Customer SKU Code	Current	New	Current	New
Yopro Vanilla 160g	127212	2991948	REDACTED - CONFIDENTIAL		\$2.40	\$2.70
Yopro Strawberry 160g	127116	2991880			\$2.40	\$2.70
Yopro Salted Caramel 160g	153534	3532298			\$2.40	\$2.70
Yopro Mango 160g	127119	3246856			\$2.40	\$2.70
Yopro Passionfruit 160g	127118	3025041			\$2.40	\$2.70
Yopro Banana 160g	135257	3246889			\$2.40	\$2.70
Yopro Blueberry 160g	127120	2991937			\$2.40	\$2.70
YoPRO Vanilla Pouch 150g	141049	4346222			\$2.40	\$2.70
YoPRO Banana Pouch 150g	141324	4346255			\$2.40	\$2.70
YoPRO Strawberry Pouch 150g	141050	4346244			\$2.40	\$2.70
YoPRO Mango Pouch 150g	141322	5312328			\$2.40	\$2.70
YoPRO Passionfruit Pouch 150g	141323	5312306			\$2.40	\$2.70
YoPRO Mixberry Pouch	178303	5312339			\$2.40	\$2.70
Yopro Vanilla 700g	135385	3246914			\$7.00	\$7.80
Yopro Strawberry 700g	135386	3538818			\$7.00	\$7.80
Yopro Salted Caramel 700g	181907	4935052			\$7.00	\$7.80
YoPRO PERFORM Mixed Berries 700g	181908	4935020			\$7.50	\$8.30
YoPRO PERFORM Plan 700g	181909	4935041			\$7.50	\$8.30
YoPRO PERFORM Mixed Berries	174592	4346277			\$3.00	\$3.30
YoPRO PERFORM Banana	174618	4346299			\$3.00	\$3.30
YoPRO PERFORM Key Lime 175g	174619	4934912			\$3.00	\$3.30
YoPRO PERFORM Mango Passionfruit 175g	174617	4934901			\$3.00	\$3.30
YoPRO PERFORM Strawberry 175g	182171	4935008			\$3.00	\$3.30
YoPRO PERFORM Peach 175g	182172	4935019			\$3.00	\$3.30
Activia Vanilla 4x125g	104994	8169355			\$4.50	\$5.00

Activia Berries 4x125g	104993	8169435	REDACTED - CONFIDENTIAL	\$4.50	\$5.00
Activia Strawberry 4x125g	104992	8169424		\$4.50	\$5.00
Activia Mango 4x125g	104690	8872089		\$4.50	\$5.00
Activia Blueberry 4x125g	182067	4935529		\$4.50	\$5.00
Ultimate Greek Black Cherry 4x115g	137069	3310183		\$4.50	\$5.00
Ultimate Greek Honey 4x115g	137067	3310139		\$4.50	\$5.00
Ultimate Greek Strawberry 4x115g	137068	3310140		\$4.50	\$5.00
Ultimate Greek Blueberry 4x115g	137070	3310150		\$4.50	\$5.00
Ultimate Banoffee 4 x 115g	182606	3310161		\$4.50	\$5.00
Ultimate Greek Mango 4x115g	137652	3310194		\$4.50	\$5.00
Liddells Yoghurt Plain 4x140g	105028	1200107		\$5.35	\$6.00
Liddells Yoghurt Strawberry 4x140g	105027	1200118		\$5.35	\$6.00
Liddells Mango 700g	174993	4339511		\$6.50	\$7.30
Liddells Vanilla 700g	174994	4339533		\$6.50	\$7.30