Easy Guide to the Bidding Website

VIND UNT

MARCH 2016 VERSION 1.0

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HOW TO SUBMIT A BID

Log into www.globaldairytrade.com

1. Click on the "Submit Bid" tab as shown below

Last Login (GMT): 10-Dec-2012 18:33:55 Pre-Event Info Trading Status Messages Submit Bid Trading Schedule Results Auto-Bid

- 2. You will be taken to the following "Bid Submission" screen
- 3. Place the MT quantity against the product you want to bid against.
- 4. Click "Submit Bid and Continue" button

| | | Submit Bid and | Controle | Cancel | | |
|---|---------------------|---------------------|---------------------|-------------------------|-------------------------------|-------------------------|
| | (Contract 1) | (Chinese) | (Contract 2) | Jan13 (Contract 4) | Febs5 (Contract 5) | Har15 (Contract 6) |
| | Bid (MT) USO/MT FAS | Bid (MT) USO/MT FAS | Bid (HT) USC/MT FAS | BIJ (HT) USC/HT FAS | Bid (NT) USO/HT FAS | Bid (HT) US0/HT FAS |
| Aria - DK | | | | | | |
| SMP Medium Heat Regular Join - EU | | 0 @ 82,550 | | | | |
| SMP Hedium Heat Regular Aris - UK | | 0 @ #2,550 | | | | |
| SMP Hedium Heat Extra Grade Suroserum - PR | 0 @ \$2,700 | 0 @ 82,700 | 0 @ \$2,700 | | | |
| DRP Hedium Heat Imul - 18 | | 0 0 \$3,785 | 0 0 \$3.785 | | | |
| SMP Hedium Heat Fonterra - NZ | | 0 0 \$2.375 | 0 0 \$2.415 | 0 0 52,465 | 0 0 82.555 | 0 @ \$2.635 |
| SMP High Heat Amul - 18 | | 0 0 \$2.895 | 0 0 \$2.885 | | | |
| SMP HH Heat Stable Fonterne - NZ | | 0 @ \$2,425 | 0 @ \$2.465 | 0 @ \$2.535 | 0 0 \$2,605 | 0 @ \$2.685 |
| SMP UHT Fonterra - NZ | | 0 @ 82,425 | 0 @ 82,465 | 0 @ \$2,525 | 0 @ \$2,405 | 0 @ \$2,685 |
| | | | | | | |
| WMP Regular Fontarra - NZ | 0 @ \$2.225 | 0 0 82.225 | 0 0 \$2,265 | 0 @ \$2.410 | 0 0 52,400 | 0 0 82.445 |
| WHP Instant Fonterre - NZ | 0 0 \$2,205 | 0 0 \$2,295 | 0 0 \$2,415 | 0 0 \$2,460 | 8 \$2,450 | 0 0 \$2,495 |
| WHP UHT | 0.0.02.410 | 0.0000410 | 0.012440 | 0.012.441 | 0.042.475 | 0.0000 |

5. Review and confirm that you are satisfied with your bid and click "Verify and Complete bid" button

| | (Centract 5) | (Castract 2) | Dec14 (Cantract 3) | Juni5 (Centract 4) | Fub15 (Contract 5) | Flar13 (Contract 6) |
|--|---|---|---|---|---|---|
| | Bid (HT) USD/MT FAS | BH (NT) USD/NT PAS | BIJ (NT) USD/MT PAS | Bid (MT) USD/MT FAS | Bid (MT) USD/HT FAS | Bid (MT) USD/HT FAS |
| via - DK | | | | | | |
| HP Hedium Heat Regular Ha - CU | | 0 @ \$2,550 | | | | |
| HP Medium Heat Regular Ma + UK | | 0 @ \$2,550 | | | | |
| MP Medium Heat Extra Grade Surgeorum - FR | 0 @ \$2,700 | 0 @ \$2.700 | 0 @ \$2.700 | | | |
| PIP Medium Heat Imul - IN | | 0 0 \$3,785 | 0 @ \$3,785 | | | |
| HP Hedium Heat | | 0 @ \$2,375 | 0 @ \$2.415 | 0 @ \$2,485 | 0 @ \$2,555 | 0 @ \$2,635 |
| IMP High Heat Imul - IN | | 0 0 \$3.885 | 0 @ \$3.685 | | | |
| HP HH Heat Stable | | 0 @ \$2,425 | 0 (\$ \$2,463 | 0 @ \$2,535 | 0 @ \$2,403 | 0 @ \$2,683 |
| INP UNT Ionterre - NZ | | 0 @ \$2.425 | 0 @ \$2.465 | 0 @ \$2.535 | 0 @ \$2.603 | 0 @ \$2.685 |
| INP Regular | 500 @ 62.335 | 500 @ \$2,335 | 500 @ \$2,345 | 500 @ \$2,410 | 500 @ \$2,400 | 103 @ 62,441 |
| onterra - NZ RMP Instant | | | | | | |
| WHP Instant onterra - NZ | 0 @ \$2,265 | 0 @ \$2,205 | 0 @ \$2.415 | 0 @ \$2,460 | 0 @ \$2,450 | 0 @ #2.495 |
| anter user | 0 @ 82,410 | 0 @ \$2,410 | 0 @ \$2,440 | 0 @ 82,485 | 0 @ 82,475 | 0 @ 82,520 |
| | | aur Ouastities Bid and G | entract Period Bid Limits | Remaining by Seller | | |
| | 0414 | Bey14 | Dec14 | Jan15 | Feb15 | Rar15 |
| | (Contract 1) | (Contract 2) | (Contract 3) | (Centract 4) | (Centract 5) | (Contract 6) |
| | Subtotal CP Bid Liwit (MT) Eamaining | Subtotal CP Bid Livik (MT) Remaining | Subtotal CP Bid Limit (MT) Remaining | Subtotal CP Bid Limit (MT) Remaining | Subtotal CP Bid Limit (NT) Remaining | Subtotal CP Bid Limit (NT) Remaining |



You will then see the below confirmation screen Contents 1.) Contents 2.) Contents 3.) Contents 3.) Matti 3. Matti 3. 644 (MT) VBOHNT FAS Bid (MT) VBOHNT FAS 0 @ \$2.550 0 @ \$2,700 0 @ \$2,700 0 @ \$2,700 0 @ \$3,785 0 @ 42,375 0 @ 42,415 0 @ 42,465 0 @ 42,505 0 (0 \$2,635 erre - NZ 0 10 \$3,000 0 0 12 10 1 0.@ 62,425 0.@ 62,465 0.@ 62,525 0 @ \$2,695 0 @ \$2.465 0 @ \$2.525 0 @ \$2.605 WMP Regular Fonterra - 82 WMP Testant 500 @ \$2,335 500 @ \$2,335 500 @ \$2,365 500 @ \$2,410 500 @ \$2,400 500 @ \$2,445 0 (\$ \$2,415 0 (8 52,460 0 (0 \$2,400

HOW TO SUBMIT A BID

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|-----------------------------|------------------|---------------------------|------------------|-------------------------|------------------|---------------------------|------------------|--------------------------|------------------|---------------------------|------------------|--------------------------|
| | Subtotal (MT) | CP Bid Limit Remaining | Subtotal (NT) | CP Bid Umb Remaining | Fubtotal (MT) | CP Bid Limit Remaining | Subtobal (HT) | CP Bid Umit Remaining | Subtotal (MT) | CP Bid Limit Remaining | Subtotol (MT) | CP Bid Limi Remaining |
| mul | 0 | 200 | 0 | 200 | 0 | 100 | 0 | 0 | 0 | 0 | 0 | |
| ria | ٠ | 0 | ٥ | 1,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| eroserum | 0 | 0 | 0 | 300 | 0 | ٥ | 0 | 0 | 0 | 0 | 0 | |
| onterra | 500 | 29,500 | 300 | 29,500 | 500 | 29,300 | 300 | 29,500 | 500 | 28,300 | 500 | 29,50 |
| and O'Lakes | | 0 | 0 | 94 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Your Current Eld Total (MT) | 500 | | 300 | | 500 | | 300 | | 500 | | 500 | |
| | | | | Xeen | urrent Filgik | Bhu (MT) | 101,004 | | | | | |

0 \$ 32,303 0 \$ 32,303 0 \$ 32,413 0 \$ 6 \$ 32,460 0 \$ 32,450 0 \$ 32,

0 (p \$2,495

IN EASE POINT THIS CONFIRMATION PAGE OF EXPORT TO POS SUE FOR YOUR RECORDS. Print this Page Export to PDF Return to Trading Status Page

- 7. Repeat the steps for each subsequent bidding round. Note: You can only maintain or reduce your quantity bid each round.
- 8. You can re-submit a new bid while the round is open, this will replace the previous bid.

If you place an auto-bid there is no need to submit a bid in each round, the system will bid on your behalf, following the rules you have set up in the auto-bid.

Any manual bid you enter will cancel all your existing autobids.



Time (GMT): 14:36:09

TRADING STATUS AND DEMAND INDICATORS

When a message is posted that round results have been published, prepare for the next bidding round by visiting each of the following pages:

1. Demand Indicator page for a broad overview of market conditions represented by the demand/supply ratio aggregated by product group.

| Round | 1 | 2 | э | 4 | 5 | 6 | 1 | 8 | | 10 | 11 | |
|--------|-----|-------|-------|-------|-------|-------|-------|-------|-------|----|-----|--|
| AMP | 1.5 | 1.5 | 1.3 | 1.5 | <1.25 | <1.25 | +1,25 | +1.25 | <1.25 | | | |
| 8449 | N/A | N/A | NA | N/A | N/A | N/A | N/A | N/A | N/A | | 7. | |
| Butter | 1.5 | +1.25 | <1.25 | +1.25 | *1.25 | <1.75 | +1.25 | +1.25 | <1.25 | | | |
| Ched | 1.5 | 1.5 | 1.5 | <1.25 | +1.25 | +1.25 | +1.25 | +1.25 | | | 2.2 | |
| RenCas | 2.0 | 2.8 | 1.5 | 1.5 | 1.5 | <1.25 | 41.25 | *1.25 | <1.25 | | | |
| SMP | 2.0 | 1.5 | 1.5 | <1.25 | +1.25 | <1.25 | <1.25 | +1.25 | <1.25 | | | |
| SWP | 3.5 | N/A | N'A | %/A) | | | | | | | | |
| WHP | 1.5 | 1.5 | 1.5 | 1.5 | <1.25 | <1.25 | <1.25 | e1.25 | 14 | | + | |
| Total | 1.5 | 1.5 | 1.5 | 1.5 | <1.29 | +1.25 | 41.25 | +1,25 | <1.25 | | | |

Pre-Event Info Trading Status Demand Indicator Hossages Submit Bid Trading Schedule Results Auto-Bid Preferences Help

2. Trading Status page to view detailed information for each product and contract period. This page shows the announced price for the next bidding round and how this differs from the previous round.

| | | Ord14 Entroite ct : | 1) | | Nev14 Horace 2 | :) | | North CT |) | | Jan15 Htrack 4 | 0 | | Fub15 Intract 5 | | | Har15 NYOCC (| 5) |
|-------------------------------------|---------------------------------|------------------------|-------|---------------------------------|-------------------|-------|--------------------------------|----------|------|--------------------------------|-------------------|------|--------------------------------|--------------------|------|--------------------------------|------------------|-----|
| | Announced Price \$/MT FAS | SLP | 564.P | Announced Price \$/MT FAS | \$4P | 562P | Announced Price S/NT FAS | SLP | 963P | Announced Price SINT FAS | SIP | 963P | Announced Price SINT FAS | \$10 | 964P | Assounced Price SINT FAS | \$4P | 160 |
| HP High Heat | | | | \$3,885 | \$0 | 0.0% | \$3,885 | \$0 | 0.0% | | | | | | | | | |
| MP HH Heat Stable onterva - NZ | | | | 52,245 | 6110 | 5,256 | 52,370 | \$125 | 5.6% | 52,465 | \$125 | 5.3% | \$2,818 | \$100 | 4.1% | \$2,870 | \$110 | 5. |
| IMP UNT Sonterva - 1/2 | | | | \$2,245 | 8110 | 5.2% | \$2,370 | \$125 | 5.6% | \$2,465 | 8125 | 5.2% | \$2,515 | \$100 | 4.1% | \$2,870 | \$140 | 5.1 |
| | | | | | | | | | | | | | | | | | | |
| WP Regular 25kg Immediand - DE | | | | \$1,250 | \$35 | 2.9% | | | | | | | | | | | | |
| WP Regular 1000kg Immeriand - DE | | | | \$1,235 | \$35 | 2.9% | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | |
| WHP Regular Senterra - 1/2 | | | | \$2,300 | 685 | 2.8% | \$2,355 | \$100 | 4,4% | \$2,395 | \$100 | 4.4% | \$2,565 | \$170 | 7.1% | \$2,595 | \$155 | 6 |
| WHP Instant ontern - NZ | | | | \$2,350 | \$85 | 3.9% | \$2,405 | \$100 | 4.3% | \$2,445 | \$100 | 4.3% | \$2.615 | \$170 | 7.0% | \$2.645 | \$155 | 6. |
| WHP UHT | | | | \$2,375 | \$85 | 3.756 | \$2,430 | \$100 | 4.3% | \$2,470 | \$100 | 4.2% | \$2.640 | \$170 | 6.9% | \$2,670 | \$155 | 6. |

Your total elipible quantity after round 1: 60 PJ

| | | http://www.icractil. | | iterate 2) | | Her14 Horace 3 (| | inn15 Innuck 4 (| | wb15 varues 5 (| | lær15 røset 6 (|
|--------------|--------------------------------------|-----------------------------------|--------------------------------------|-----------------------------------|--------------------------------------|-----------------------------------|--------------------------------------|-----------------------------------|--------------------------------------|-----------------------------------|---------------------------------------|-----------------------------------|
| | Contract Period Bid Limik (MT) | CP Bid Limit Remaining (NT) | Contract Period Bid Limit (MT) | CP Bid Limit Remaining (MT) | Contract Period Bid Limit (NT) | CP Bid Limit Remaining (MT) | Contract Period Bid Limit (NT) | CP Bid Limit Remaining (MT) | Contract Period Bid Limit (NT) | CP Bid Limit Remaining (MT) | Contract Period Bid Liviit (MT) | CP Bid Limit Remaining (MT) |
| Ammerland | 0 | 0 | 0 | 0 | ٥ | 0 | ٥ | 0 | 0 | 0 | 0 | |
| Annal | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Arla | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Euroserum | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Forderra | 400 | 400 | 400 | 400 | 400 | 340 | 400 | 400 | 400 | 400 | 400 | 40 |
| Land O'Lakes | 0 | 0 | 0 | 0 | 0 | 0 | • | 0 | | 0 | | |

To Bid: Log in to www.globaldairytrade.com. The bidding website is open 48 hours before each Trading Event. For Help: Call the Trading Manager collect on +1.617.425.3088. For local numbers click the HELP button. (It is open 2 hours prior to an event and during the event)

Easy Guide to the Bidding Website

MARCH 2016 VERSION 1.0



PRE-EVENT

View this tab prior to the Trading Event starting, here you will have access to the pre event data, information to help you prepare for bidding.

Pre-Event Info

Sales Group Supply (by Seller & Contract Period)

- Minimum Supply (MT)
- Maximum Supply (MT)

Product Group Supply (by Seller & Contract Period)

- Minimum Supply (MT)
- Maximum Supply (MT)
- Starting Price \$/MT FAS

AUTO BID

This tab allows you to set up an auto-bid. This functionality will bid on your behalf based on parameters set by you prior to the event.

Use auto-bid functionality whenever you are unable to attend a live trading event or there is a risk you may be late or your internet connection is unreliable.

- 1. Go to Auto-Bid tab
- 2. Specify the quantity and the maximum amount that you are prepared to pay
- 3. You must submit and verify this bid

More information on 'How to use Auto-Bids' is available on MyGDT, under Training tab.

TRADING SCHEDULE

This tab is where the Trading Manager will communicate the schedule of the rounds, including exact opening and closing times of each bidding round.

Trading Schedule

| 1 | Tuesday 18-Nov-2014 | 12:00:00 | 12:06:00 |
|---|---------------------|----------|----------|
| 2 | Tuesday 18-Nov-2014 | 12:11:00 | 12:17:00 |
| 3 | Tuesday 18-Nov-2014 | 12:22:00 | 12:28:00 |
| | | | |
| | | | |
| | | | |
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MESSAGES

This tab is where the Trading Manager will communicate to all bidders during each auction.

The Trading Manager will communicate when the round is open, round is closed, and Trading Event is closed and any other important messages.

lessage

Round 1 results have been published, please review the Results page and then the Trading Status page.

Round 1 is closed

Round 1 will be extended for 5 minutes.

Round 1 is open. Please click "Submit Bid" to enter your bid quantities.

Welcome to today's UAT. Round 1 will open at 8:30 PM GMT on Wednesday, May 19, 2010.

USER PREFERENCES

GDT Events auctions can include up to 40 products, and the bidding screen can appear complicated.

The user preferences tab allows you to customise the view of the Trading Status page and Bid Submission page to show only the products the bidder is interested in.

- · Go to Preferences tab.
- Select Customize Product List.
- Now select the contract periods and products you want to display on Trading Status and Bid Submission page.
- Place a \checkmark in the box.

RESULTS

This tab shows confirmed results (including Auto-Bid results).

At the end of the trading event quantities you have won will be at the top of the page, under 'Winning Quantity'

To retain a permanent copy for your records, click on 'Export to PDF'.

If you have questions - send a copy of your trading results along with your queries to Global Dairy Trade on help@globaldairytrade.info

The bidding website is open 48 hours after each Trading Event.

Results can also be accessed at any time via MyGDT.