



November 17, 2023

Dear Valued Customer,

We would like to inform you that on November 1<sup>st</sup>, 2023, the Canadian Dairy Commission (CDC) conducted its annual review of Canadian farm gate milk prices and intends to implement a farm gate milk price increase of 1.77% effective May 1st, 2024. Please see CDC press release <https://www.cdc-ccl.ca/en/adjustment-farm-gate-price-milk-postponed-may-1-2024>

Lactalis Canada will be implementing a general market increase which will vary by product effective May 1st, 2024, to offset other common to market factors. This includes input costs such as raw materials, ingredients, packaging, machinery and parts, labour, distribution, carbon taxes and ESG commitments.

Your Lactalis Canada Sales Representative will provide details for your specific adjusted pricing plans in the coming days. It is important to note alignment on operational plans will be required as soon as possible to avoid any break in service on the effective date of the pricing change.

We want to thank you for your business as we continue to deliver high-quality products to Canadians.

Sincerely,

Marie Josee Gervais  
VP, Foodservice & Distributor Sales Div FS, Distributors Lactalis Canada