

PriceBreak

**Know the market.
Know your portfolio.
Leverage your insights.**



Case Study

THE CHALLENGE

As part of their wider portfolio and using their own market insights, a China based customer was seeking supply security and increased price certainty during the free trade window for their purchase of NZMP Wholemilk Powder (WMP). Their intention was to be able to contract part of their portfolio back-to-back with their end customers and benefit from the free trade shipment window

THE SOLUTION

In March 2018, we offered an NZMP PriceBreak for October to December shipments. NZMP PriceBreak allowed the customer to secure a competitive forward fixed price with a market referenced break point.

THE RESULT

As part of their broader portfolio, NZMP PriceBreak helped the customer back-to-back contracts with their end customers and secure their supply to align with the free trade window.

NZMP PRICEBREAK SOLUTION

Locked in supply

150MT (50MT/Month)

Fixed Price

\$3,175/MT

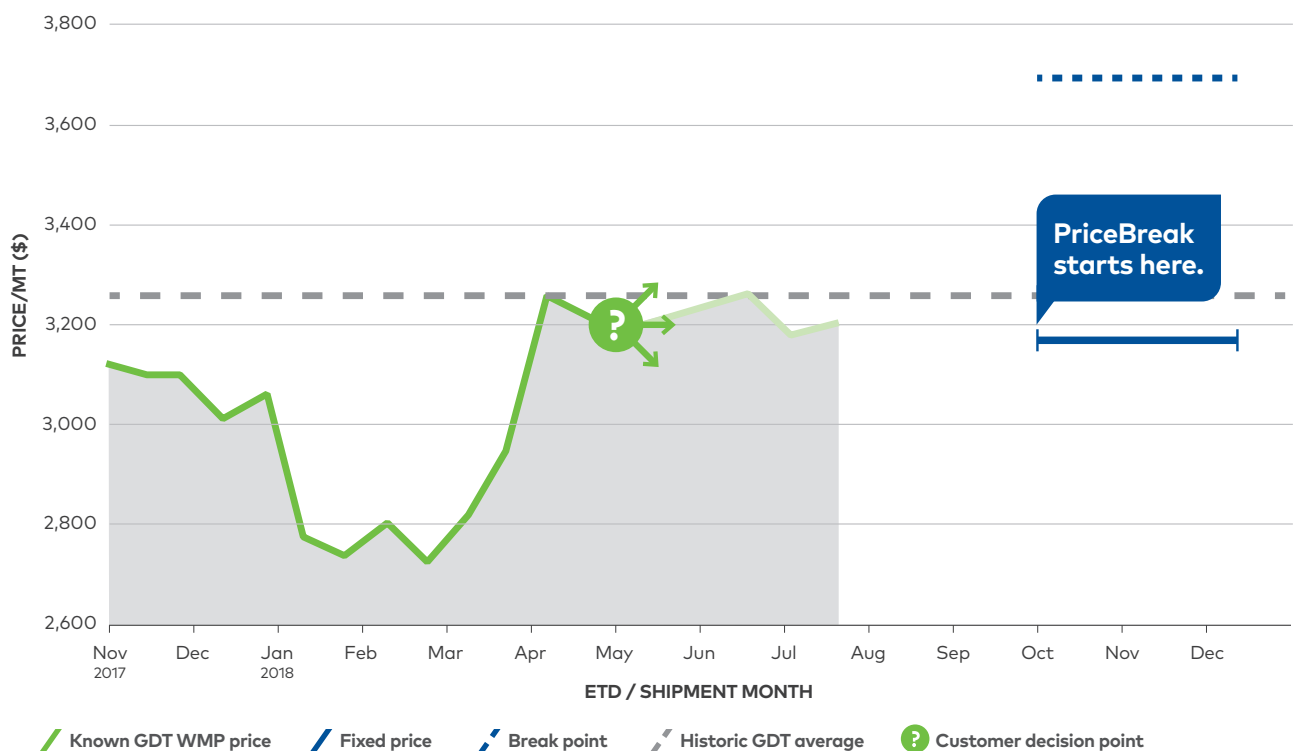
Break point price

\$3,700/MT

Locked in time

Oct-Dec

NZMP PriceBreak vs GDT WMP



To find out more about our ingredients and solutions, please visit nzmp.com/pricebreak