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Your proceeds, your plan – ANZ's message to farmers following Fonterra payout

ANZ New Zealand (ANZ NZ) today acknowledged the outcome of the Fonterra shareholder vote, marking a significant moment for New Zealand's dairy sector.

The sale of Fonterra's Anchor and Mainland brands to France's Lactalis is expected to deliver a tax-free capital return of about \$3.2 billion to farmer-shareholders throughout New Zealand.

"The decision represents a significant moment for New Zealand's dairy sector and will provide a real boost to our regions," said Lorraine Mapu, ANZ NZ Managing Director for Business and Agri.

"We know this will be a hot topic around kitchen tables and in boardrooms across the country, with many asking what it could mean for farming businesses and family futures.

"Your proceeds, your plan – that's our message," Ms Mapu said. "We're here to back what's right for each farm, whether that's restructuring lending, investing in growth, or simply holding on to the funds."

Ms Mapu said the payout was a meaningful return for Fonterra shareholders, and it's important they take the time to consider what's right for their business.

"There's no one-size-fits-all approach. Some may look to reduce debt, others might invest in productivity or sustainability, and some may choose to hold a cash buffer for seasonal needs."

While the funds will not be available immediately, ANZ NZ said it was ready to support farmers in planning their next steps.

"We're happy to talk through how this might affect your lending – whether you're looking at a flexible facility, investment, or a buffer," Ms Mapu said.

"For a small group of customers, repaying debt will be the most sensible choice and we will be transparent about any such needs and why."

The bank also noted that some farmers may choose to use the funds outside their farming operations, including for family succession or other investments.

"This payout is a rare opportunity for shareholders to take stock and plan ahead with confidence," Ms Mapu said.

"It's a chance to strengthen businesses, support families, or invest in the future. We're here to help farmers make the most of it."

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