



Seeka

SELECT EXCELLENCE

# Integrated orchard-to-market service

An international business based in Te Puke New Zealand



## ➤ Grow, handle and market

- Kiwifruit
- Nashi pears
- European pears
- Other produce
  - > Apricots
  - > Plums
  - > Cherries

Largest grower of kiwifruit in New Zealand and Australia

Australia's largest Nashi grower

## ➤ Grow, handle and market

- Kiwifruit
- Avocado
- Kiwiberry

New Zealand



## ➤ Manufacture and retail

- Kiwi Crush, Kiwi Crushies
- Avocado oil
- Kiwifruit pollen

## ➤ Import, ripen and supply

- Bananas
- Pineapple, Papaya

## ➤ Wholesale

- Seasonal produce

## Our brand attributes



Growing  
futures

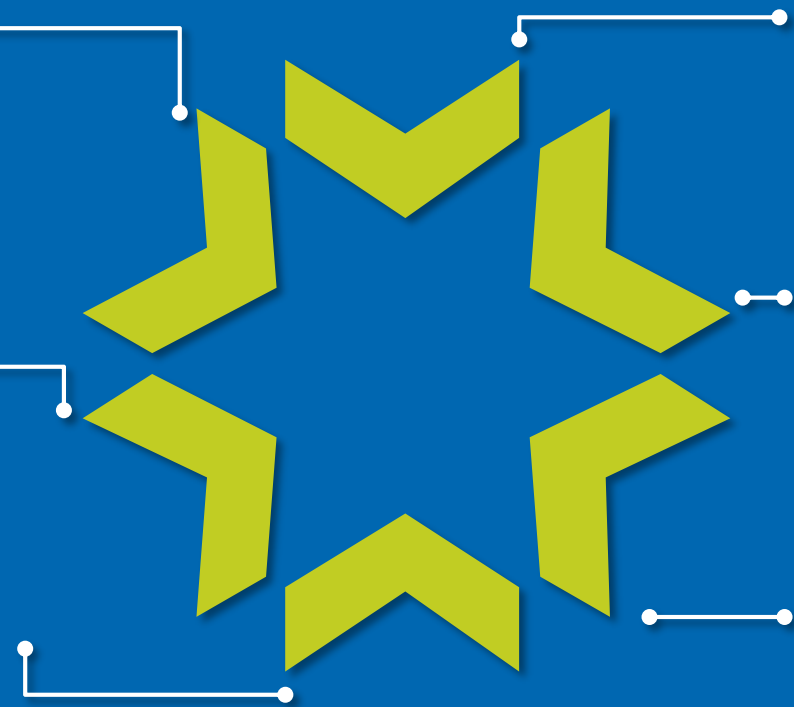
Inspirational  
people

Quality  
obsession

Founded on  
relationships

Independently  
ingenious

Safety always



# Our business model

## Publicly-listed company with 1000+ shareholders

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- Large international shareholders
  - Farmind Corporation of Japan
  - Sumifru – Asian produce distributor
- Te Awanui Huka Pak is our largest New Zealand shareholder
- Nearly all supplying Seeka kiwifruit growers are shareholders
- Many employees are shareholders
  - 5% of company shares owned by the employee share scheme
- NZD\$90m market capitalisation
- \$5.20 share price
  - 81% lift in 2 years [ \$2.15 increase plus \$0.39 dividends ]

# Our strategy

## “New Zealand’s Premier Produce Business”

- Sustainable and profitable growth
- Focus on core strengths
  - Integrated from orchard to market
  - Kiwifruit business – the platform
- Value accretive acquisitions
  - Build on core strengths
  - Pursue vertically integrated opportunities
  - Extend geographical and produce spread
- Aspiring to grow
  - And be more profitable



# Seeka

## Australia and New Zealand

- Complementary supply programmes
- Complementary orcharding operations
- Scale
- Uplift in technology
  - Infrastructure and safety
- Accelerated development
- Knowledge, systems and processes





# Trends in New Zealand and Australia

## Our key markets

- Demographic changes are happening
- Race for new licenced varieties
  - Zespri SunGold and others
  - Apples
  - Blueberries
  - Stonefruit and pears
- Flood of capital
  - Venture, fresh, foreign
- Avocados
  - A fruit phenomena
- Quality, service, price
- Simplified supply chain
- Globalisation
  - Wake up to export



END

