

## TRACK RECORD

# SunGold Kiwifruit



# 23.3% p.a.

Total investment returns on SunGold orchard investments (cash plus capital).



# 10% p.a.

Average cash distributions to SunGold investors 2018-2020



# 96 Cha

Total area of 12 SunGold kiwifruit orchards owned by MyFarm investors



# \$100mil

Invested in SunGold orchards by MyFarm investors since 2017.

## SunGold – the stellar variety.

The high orchard productivity of SunGold, combined with Zespri building new demand has driven high operating margins despite increasing labour costs. This new demand has been driven by consistency of supply of a high-quality and superior tasting product supported by a world leading supply chain, an innovative portfolio of Zespri-exclusive product offerings (i.e. organic), significant investment and support of brand marketing and category growth, a comprehensive understanding of the health benefits of kiwifruit and deep penetration of core markets with an evolving distribution model that has closer linkages through to the end consumer and e-commerce.

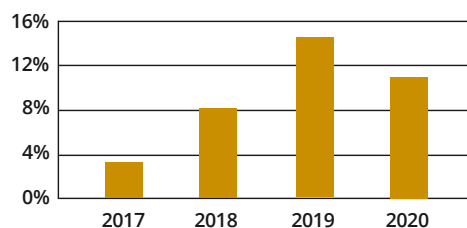


Figure 1: Average cash distributions from MyFarm Kiwifruit orchards.

## The story behind the numbers

In 2017 MyFarm took the early opportunity to invest in the kiwifruit sector as the potential of the SunGold variety was emerging as a key ingredient in the industry's recovery from the effects of Psa.

MyFarm was attracted to the sector's very high operating margins of 60-65%. This provided the ability to pay regular distributions. Gold orchard productivity was climbing steadily too as a result of improving orchard management and Zespri's investment in brand marketing and channel development was driving year on year average price lifts despite growing fruit volumes.

Since 2017, we've enabled our investors to purchase 12 SunGold kiwifruit orchards at different stages of development through to full maturity. In total the properties represent 119 cha of which 96 cha is in SunGold kiwifruit producing an average of 12,700 trays/cha (including a Northland orchard in its first year of development). Mature orchards are producing from 14,500 trays/cha to over 17,000 trays/cha. MyFarm's highest production orchard, Napoli, is DMS Progrowers highest producing commercial orchard.



Figure 2: Location of MyFarm SunGold kiwifruit syndicates in Bay of Plenty