



# Tangitu Whānau Trust

## AGM 2022

November 2022  
Rhys Rushton

# Agenda



- 1** Health and Safety
- 2** 2022 Production Overview
- 3** 2022 Production Overview
- 4** Orchard gate return
- 5** Tangitu Avocados
- 6** Industry Update
- 7** Seeka Update

TANGITU WHANAU TRUST  
HAYWARD ORCHARD





# Health and safety

## Keeping safe

### Health and Safety compliant

- Orchard staff, equipment and contractors comply with Seeka's - Health and Safety policies
- All staff and contractors are trained for task and aware of their Health and Safety obligations
- All equipment, tools and machinery are fit for purpose and regularly maintained

### No notifiable incidents

- No notifiable incidents on Tangitu Whanau Trust orchards thus far.

**We aim to keep it that way**

**SAFETY IS UP TO EACH AND EVERYONE OF US!**



# 2022 Production Overview

Tangitu Whanau + Te Maara Orchards



	2021					2022				
	Total Trays	HA	Size	Average yield	Reject %	Total Trays	HA	Size	Average yield	Reject %
Hayward	69,106	6.63	33	10,423	7.3	55,253	6.63	30.5	8,750	11.9
SunGold	26,441	1.81	27	14,608	8.6	30,177	1.81	27.5	16,673	8.0
<b>Total</b>		<b>8.44</b>					<b>8.44</b>			

- 16% decrease in Green crop
- 14% increase in Gold crop
- Increase in Green rejects
- Gold rejects on par with 2021

# 2022 Production Overview



- Another challenging growing season
- Rain affected pollination and harvest
- Labour shortages affected packing and shipping
- General labour shortages and COVID shortages
- Tangitu Green saw more affects from growing challenges
  - Decreased crop & more rejects due to pollination
- Tangitu fruit maturity was also slower than 2021
- Majority of fruit matured 1-2 weeks later
- Despite slow maturity, Kiwistart was achieved again

	2021	2022
	Pick Week	Pick Week
Hayward	12 & 14	14
SunGold	12, 13 & 14	12 & 13

# Orchard gate return

Tangitu Whanau + Te Maara Orchards



	2021 (final)			2022		
	\$/Tray	\$/HA	\$/Variety	\$/Tray	\$/HA	\$/Variety
Hayward	\$8.53	\$90,253	\$583,177	\$8.72	\$77,240	\$481,976
Hayward	\$6.25	\$49,453	\$19,286	\$5.97	\$42,272	\$16,486
SunGold	\$12.73	\$185,973	\$336,610	\$12.28	\$224,783	\$370,656
<b>Total</b>			<b>\$939,073</b>			<b>\$869,118</b>

- 2021 final OGR
- 2022 forecast 7.5% variance
- Impact of 2021/2022 growing season

# Industry update

- Industry focus is on completing shipping for 2022
- SunGold shipping almost complete.
- SunGold fruit loss is very high
- SunGold fruit loss is currently 4.3M trays (1.5M 2021)
- Hayward fruit loss is 1M trays (0.5M 2021)
- Growing conditions and labour shortages impacted season
- The industry has experts looking at the SunGold fruit quality
- Mitigations include 100% repack prior to shipping
- Fruit quality has increased costs and affected 2022 OGR's
- 100% of Tangitu Whanau Trust orchard crop has been shipped
- 99.8% of Te Maara crop has been shipped
- Tangitu Whanau Trust orchard fruit loss is 0 trays
- Te Maara orchard fruit loss of 233 trays
- Total fruit loss for Tangitu Whanau Trust is 0.2%

# Seeka update



- Recent expansion into Gisborne
- Further acquisition completed in Kerikeri
- Total of 12 Pack and Cool facilities in Seeka stable
- Seeka's capacity over 48M trays
- 2023 – New machine & automation in KKP (Te Puke)
  - New high cube cool-store (Te Puke)
- 2024 & beyond – New packhouse build
  - Automation upgrades across business
  - Machine upgrades



# Tangitu Whanau Avocados

## Production Overview



2020/2021				2021/2022			
Bins	Trays	Oil	Reject Trays	Bins	Trays	Oil	Reject Trays
23	978	437	2	16	853	48	48

- Second year under Seeka management
- 2022 crop – biannual bearing
- Rejected trays pressed into oil
- Health of trees continuing to improve
- New orchard – Waikaraka added to Tangitu Whanau Trust portfolio

# Tangitu Whanau Avocados

## 2022/2023 Season Update



- Another challenging season of low pack outs (43%)
- Poor recent weather conditions continue to impact fruit quality
- Low Class I volumes and large volumes of Class II to local markets
- Seeka has strong Class I orders for late season fruit to Australia
- Expecting better volume in 2023/2024
- Tangitu orchards are flowering well and bee hives are in
- Pest programme - high levels in new orchard are being managed
- Planning for a December harvest in both orchards (Australia)
- Both orchards will be pruned after harvest
- Tree health is very good and improving



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