



## PAC Partners 2020 Agfood Conference Resilience & Comparative Advantages



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# Buderim Group, 79 Year History - \$74m Revenue\*

## Ginger \$24m Revenue\*

- Leading Ginger company in Australia & Fiji
- Strong provenance and heritage - *Buderim Ginger*

## Tourism \$6m Revenue \*

- Branding and marketing platform for *Buderim Ginger*

## Macadamias \$42m Revenue \*

- Largest vertically integrated US orchard to retail business distributing to over 50,000 outlets across US
- Continuing to leverage strategic position to further penetrate the USA market, and looking to Asia and other North American markets.
- Strengthened supply chain and further developing strategic partnerships.
- Investment in orchard and factory to further improve production efficiencies.

### 1940's

1941 Buderim Ginger co-operative Association forms  
1942 Factory opens at Buderim



### 1960's

1961 Commenced exporting overseas

### 1950's

1958 First ginger retail outlet opens at Buderim factory

### 1970's

1979 Ginger processing begins at Yandina plant

### 1980's

1980 Tourist attraction the Ginger Factory opens.  
1989 Buderim Ginger Limited lists on the ASX as a public company



### 2000's

2008 Acquires US macadamia business - MacFarms and leases orchard in Hawaii

### 1990's

1998 investment in Fiji ginger processing industry with Frespac

### 2010's

2014 Purchase of MacFarms macadamia orchard.  
2018 Acquisition of Royal Hawaiian Orchards retail business & long term strategic partnership with grower HMNC.



\*Source:- Buderim Group Limited 2019 Annual Report

# Macadamias – Resilience & Comparative Advantages



Macadamia farming, processing and marketing operations located in USA

- ✓ Revenues YTD 31 March >\$35.6m\*
- ✓ Favourable growing conditions, steady production
- ✓ Increased sales distribution, 1000 Walmart, 3500 CVS stores
- ✓ Asian and other North American market opportunities
- ✓ Strong inventory levels to support growth



\* Source:-un-audited management accounts

# Ginger – Resilience & Comparative Advantages



Ginger processing and marketing operations located in Australia and Fiji

- ✓ Revenues YTD 31 March >\$18.7m\*
- ✓ Improved gross margins and increased sales demand
- ✓ Distribution model changed in Independent Retailer channel in Australia
- ✓ Carryover stock to cover early harvest drought shortfall



\* Source:-un-audited management accounts



# Tourism – Resilience & Comparative Advantages

## The Ginger Factory – award winning Sunshine Coast attraction

- 24<sup>th</sup> Annual Ginger Flower and Food Festival 17-19 January
- COVID-19 temporary closure from 23 March
- Continued engagement – Facebook, Instagram, On-line shopping
- Domestic tourism key to strong recovery



## Funding – Resilience & Comparative Advantages

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- ✓ Strong inventory position - \$35.7 million
- ✓ Unused financing facility - \$15.9 million
- ✓ COVID-19 response measures put in place have to date provided a safe and secure manufacturing environment which has enabled manufacturing to continue with minimal disruption.





*Buderim  
Ginger*

*frespac*  
FIJI GINGER

THE  
GINGER  
FACTORY  
PLAY | TASTE | DISCOVER

ESTABLISHED 1977  
MACFARMS

Royal  
Hawaiian  
ORCHARDS

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