



Growing, harvesting, packing and producing
premium New Zealand exports




Seeka
SELECT EXCELLENCE

The Seeka logo consists of a stylized, multi-pointed star or flower-like symbol in yellow and white, positioned above the word "Seeka" in a large, white, sans-serif font. Below "Seeka" is the tagline "SELECT EXCELLENCE" in a smaller, yellow, sans-serif font.

A full orchard-to-market service

An Australasian business founded in rural 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
- Manufacture and retail
 - Kiwi Crush, Kiwi Crushies
 - Avocado oil
 - Kiwifruit pollen
- Import, ripen and supply
 - Bananas
 - Pineapple, Papaya
- Wholesale
 - Seasonal produce



Our business model

Founded on relationships

- Publicly-listed company
- Te Awanui Huka Pak is our largest New Zealand shareholder
- Nearly all growers are shareholders
 - Just completed a 3-year grower share programme
- Large shareholders in our key markets
 - Farmind Corporation of Japan
 - Sumifru – Asian produce distributor
- Many employees are shareholders
 - 5% of company shares owned by the employee share scheme



Our strategy

New Zealand's "Premier Produce People"

- Sustainable and profitable growth
- Focus on core strengths
 - Integrated from orchard to market
 - Kiwifruit business – the platform
- Deliver value to stakeholders
 - Helping landowners grow value
 - Investments must earn cost of capital
- Value accretive acquisitions
 - Build on core strengths
 - Pursue vertically integrated opportunities
 - Extend geographical and produce spread
- Target \$300m market capitalisation
 - Our growth aspiration





Key operations

Orcharding



Post Harvest



Retail Services



Seeka Australia





Orcharding

New Zealand's largest kiwifruit grower

- Growing 10% of national export crop
 - 11m trays 2016
- Grow landowner value
 - 900 hectares in production
- Long term leases
 - Develop and operate high-production orchards
- Expert grower support
 - Dedicated orchard managers
 - Leading technical advice
- Avocados and kiwiberry
 - Diversifying landowner operations
 - Includes new GEM avocado variety

Experienced managers servicing all key orcharding areas from Northland to Hawke's Bay





Post harvest

A leading New Zealand post harvest operator

- Packing 22% of national kiwifruit crop
 - 33m trays 2016
- Work for landowners to optimise orchard income
 - High-tech grading and packing systems – Spectrim
 - Advanced Inventory Management Systems – AIMS
- 7 major facilities
 - \$110m in assets
- Strong volume growth
 - Investing in new capacity
- Avocados and kiwiberry





Retail services

Expanding product range and geographical reach

- Adding value to our products
 - Delivering incremental grower returns
 - Preferred supplier to key Australian retailers
 - Expanding product mix
 - > Avocados, kiwifruit, kiwiberry
- Gateways to China and Japan
 - Partnering with local experts
- Domestic retail services
 - Import and ripen bananas
 - > Pineapples and papaya
 - Auckland wholesale floor
 - > Specialist Asian vegetables and seasonal produce
 - Christchurch supply centre
- Kiwi Crush and Kiwi Crushies





Seeka Australia

We are Australia's largest kiwifruit and nashi producer

- Using our expertise developed in New Zealand to grow our business
- 250 hectares of orchards in Victoria
 - Largest producer of kiwifruit and nashi
 - Pears, apricots, cherries and plums
- Integrated post harvest services
- High-value retail channels
 - Suppling more products to more retailers
 - Australia and Asia
- 100% Seeka New Zealand owned
 - AUD \$27m acquisition in 2015
 - Includes 100+ hectares of bare land
- Investing in growth
 - New orchards, pack line and coolstores



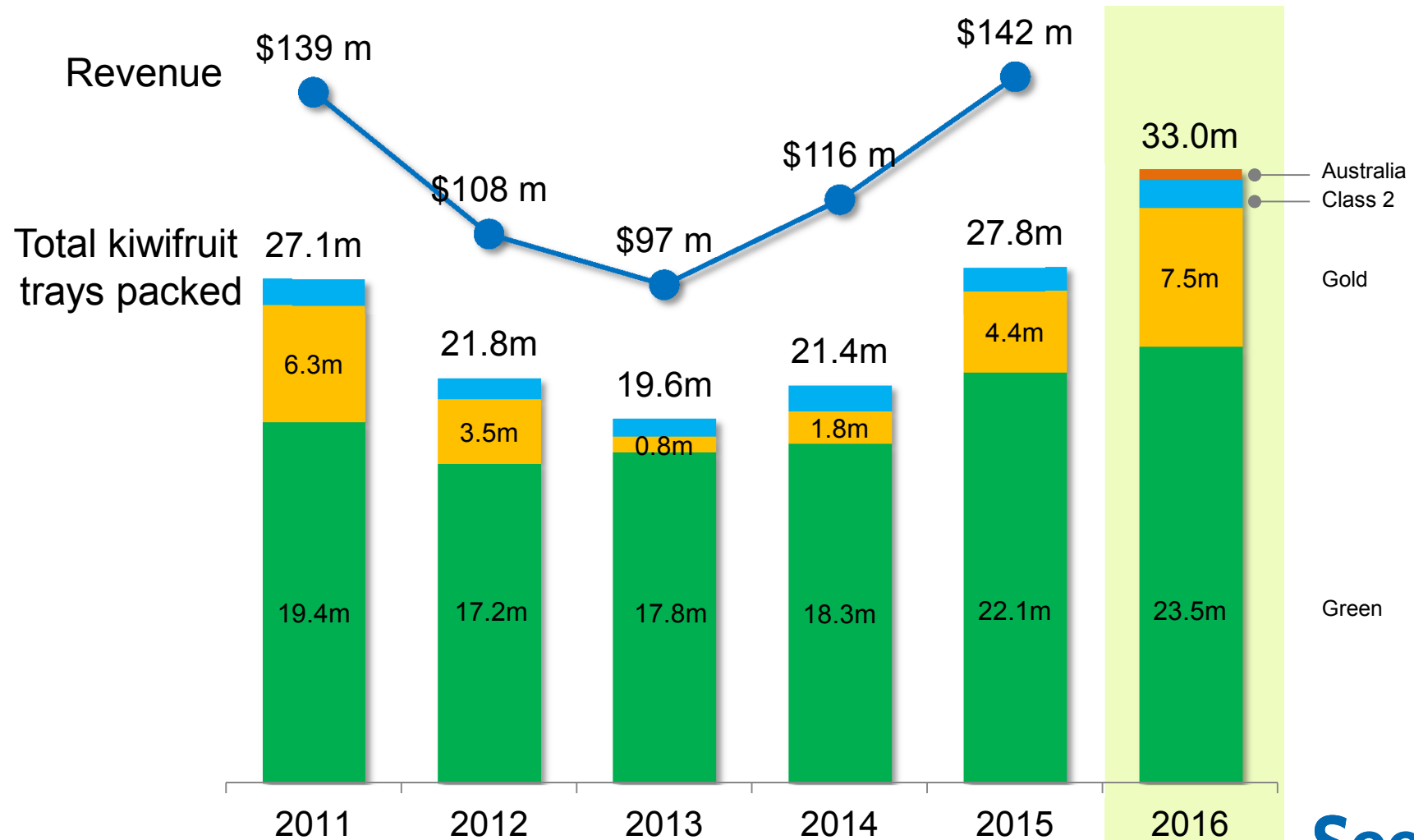
Financial performance

Growing our business



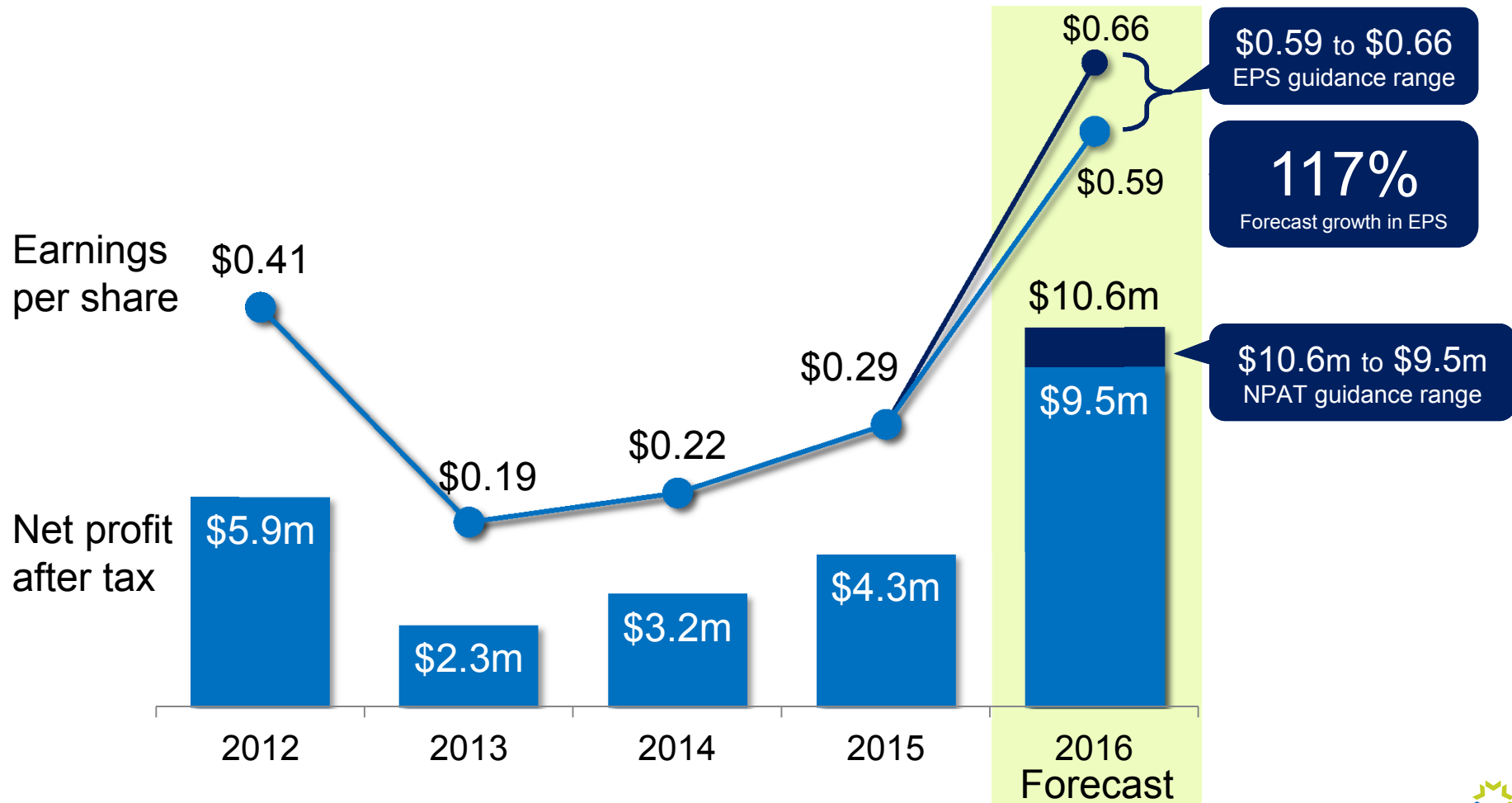
Seeka financial performance

Strong rebound in revenue on kiwifruit volumes – our core business



Seeka financial performance

Forecasting lift in net profit after tax and earnings per share



Audited financials to be released Monday 27 February





Growing futures

Connecting local landowners to high-value markets

Founded on relationships

Supplying premium products to high-returning markets

- Close working relationship with our growers
 - Long-term relationships founded on performance
 - Nearly all growers are shareholders
 - Open, honest and transparent
- Strong connections with key markets
 - Significant supplier in Australia
 - Innovative supply programmes into China
 - Proven working relationships with Asian produce handlers
- Supporting vibrant rural communities
 - Seeka is a rural New Zealand business with rural roots
 - Supporting Maori landowners
 - Delivering sustainable wealth for this and future generations



Questions



END

