

Annual Shareholder Meeting

20 April 2023

Agenda

Welcome to Seeka's 2023 meeting

- 1** Introductions
- 2** Proxies and voting instructions
- 3** Chair's commentary and financial statements
- 4** Chief executive's report
- 5** Meeting resolutions
- 6** Questions
- 7** Director retirement and general business



Introducing Directors



Cecilia Tarrant
For Election



Hayden Cartwright
For Election



Ratahi Cross



Stewart Moss



Ashley Waugh



Marty Brick
Retiring today



Robert Farron
Chair Audit & Risk Committee



Fred Hutchings
Chair

Proxies



Chair	5,943,440
Grant Oakley	235,286
New Zealand Shareholders' Association	988,084
Total	7,166,810

Meeting process

Online voting and asking questions



Virtual Meeting
POWERED BY LINK MARKET SERVICES

HELP NUMBER
0800 200 220

Ask a Question

Get a Voting Card

The voting box

Annual Shareholder Meeting
20 April 2023

Question box

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Get a Voting Card

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Ask a Question

Downloads

Notice of meeting

Annual report

Previous questions



Chair's Commentary Fred Hutchings

A difficult year

1

Seeka and its growers experienced a very difficult year

Kiwifruit yields down on expectation | Up to 1,100 people short during peak operations | Covid-19 increased costs
KKP machine delay | Lower kiwifruit market returns from Zespri | Higher fruit loss at OPAC with insurance process enacted

2

Higher revenue from bigger business, but profitability below expectation

\$348m Revenue | \$46.1m EBITDA | \$7.6m NPBT | \$6.5m NPAT | \$0.16 EPS | \$548m Assets | No dividend

3

Seeka's regional presence strengthened

OPAC (Ōpōtiki, May 2021) | Orangewood (Kerikeri, Nov 2021) | NZ Fruits (Gisborne, Feb 2022) | 11 packhouses

4

Tangible progress on sustainability

3 years of verified carbon footprint calculations | Reduction targets set for 2025 | Sustainability report published

Group financials FY22

\$348.4m Revenue

\$46.1m EBITDA

– FY21 included \$7.6m Crown settlement of
Kiwifruit Claim

\$7.6m Net profit before tax

\$6.5m Net profit after tax

NZD millions	FY22	FY21	Growth
Revenue	348.4	309.6	13%
Cost of sales	280.1	236.3	19%
Gross profit	68.3	73.2	(7%)
EBITDA	46.1	56.8	(19%)
Net profit before tax	7.6	23.5	(68%)
Net profit after tax	6.5	14.9	(56%)

Earnings per share and dividends

\$0.16 earnings per share

No FY22 dividend ¹

- FY22 payment of \$0.13 is FY21 final dividend
- Focused on debt reduction

\$5.97 net tangible assets per share

\$2.88 current share price

	FY22	FY21
Earnings per share	\$ 0.16	\$ 0.43
Dividends paid in year	\$ 0.13	\$ 0.25
Net tangible assets	\$251 m	\$229 m
Shares at year end	42.0 m	40.2 m
Net tangible assets per share	\$ 5.97	\$ 5.71

1. FY22 payment of \$0.13 is FY21 final dividend. FY21 payment of \$0.25 is FY20 final dividend of \$0.12 plus FY21 interim dividend is \$0.13.

Net bank debt

Syndicated five-bank funding

- \$211m credit line

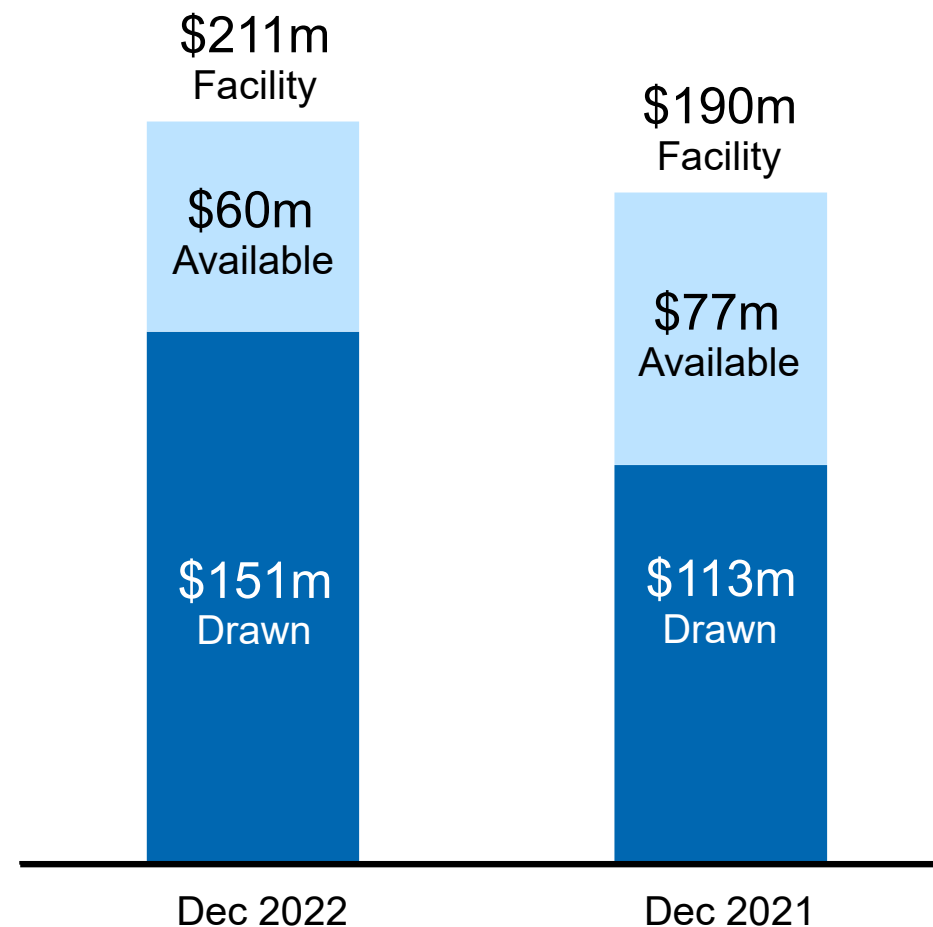
\$6.3m of assets held for sale December 2022

- \$3.4m Australian water shares – settled February 2023
- \$1.5m NZ orchard – settled March 2023

Sought and obtained covenant support from Banking Syndicate

Targeting debt / EBITDA ratio 1.5x to 2.5x

Bank debt facilities



ESG commitment

Reporting our sustainability journey and setting carbon reduction targets

Seeka working to be an environmental leader

- Transparently report our environmental impact

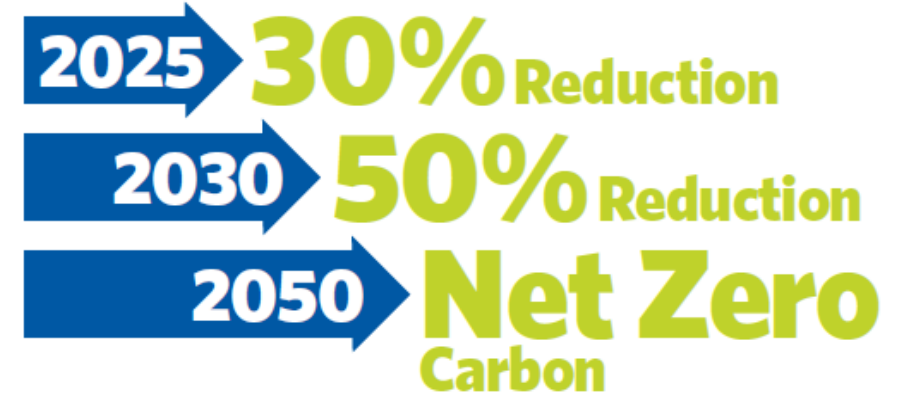
First full sustainability report released June 2022

- Carbon footprint and reduction initiatives outlined
- Social programmes and governance reporting

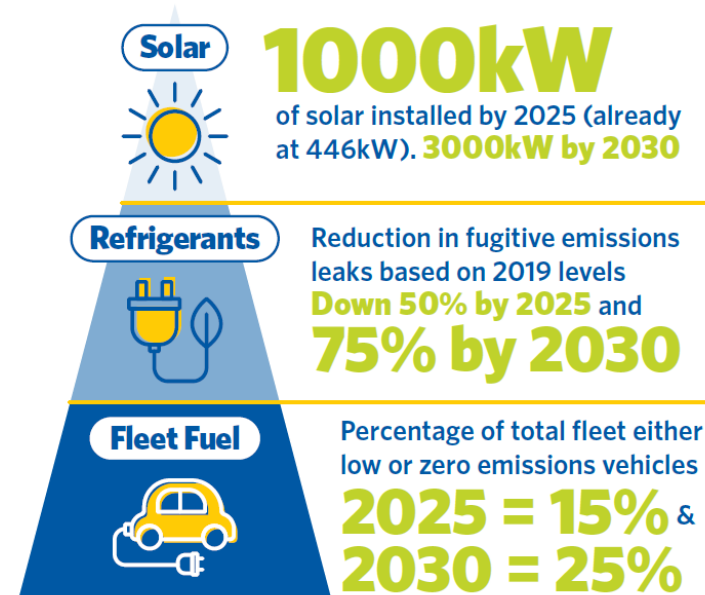
Commitment to reduce Seeka's carbon emissions

- 30% by 2025, 50% by 2030 – from 2019 base year
- Net zero carbon by 2050

Absolute and intensity-based carbon reduction targets for categories 1 and 2 starting from 2019 baseline



Initiatives to achieve targets



1

Capacity in place for 50m+ trays and investment set for the future

Automation projects at 3 facilities | More RSE and international workers | Operational improvements enacted

2

Weather events have impacted 2023 volumes

Late spring frost | February floods | Cyclone Gabrielle | Volumes could be 20% down on 2022

3

Outlook to 2024 positive

2024 volumes expected to be higher | Strong canopy growth | More hectares entering full production

4

Focus on operational excellence, cost management and debt reduction

Chief Executive's Report Michael Franks

People and safety



Labour availability has improved

Higher labour costs and inflation

Higher labour compliance costs

Health and safety statistics

	2022 Actuals	2022 Targets
Lead performance Health and safety meetings	93%	90%
Lag performance Total recordable injury frequency	2.75	Below 4.5
Lag performance Serious harm injuries	1	Zero

Risk management

Initiated a Captive Insurance Structure in 2023

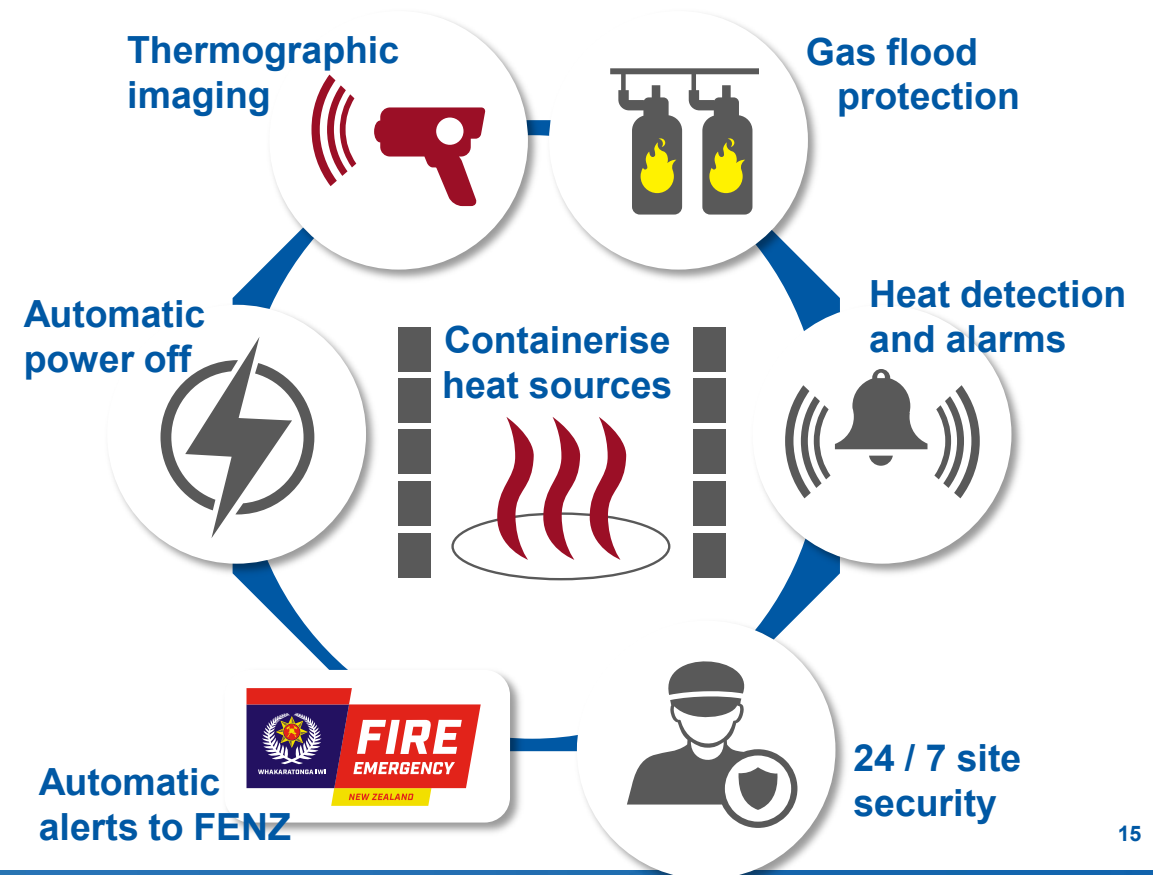
- Improved risk financing mechanism

Established Seeka Risk Management Limited

- Provides Seeka's Material Damage and Business Interruption (MDBI) insurance
- 65% international participation
- Potential to expand coverage in 2024

Fire risk mitigation plan for high risk areas

Protecting switch boards, forklift charging bays & plant rooms



Orchard operations

Growing kiwifruit, avocado and kiwiberry – led by Barry Penellum



\$80.5m orchard revenue

- Lift in kiwifruit volumes, but yields down
- 2021 Ōpōtiki storm lowered yields – 2m trays

\$4.6m EBITDA

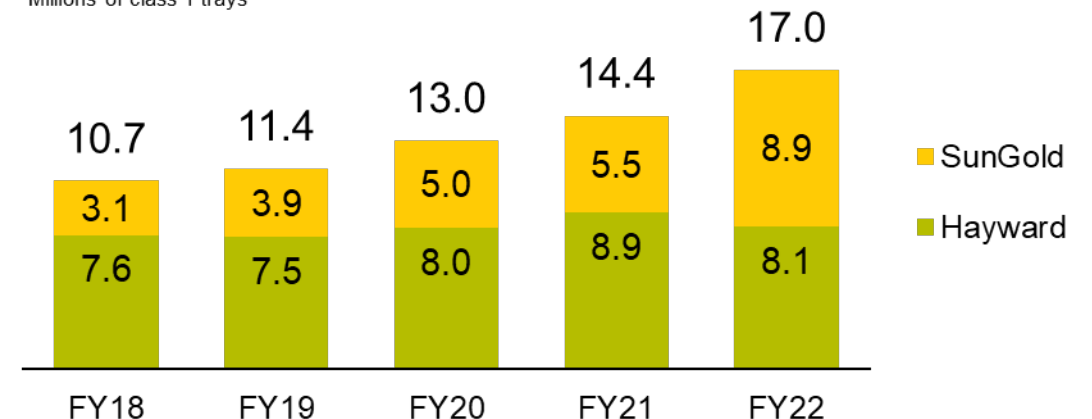
- Lower Zespri returns, higher production costs

\$40.2m net assets

- \$19.5m long term lease developments
- \$14.4m growing annual crops
- \$5.8m orchard machinery

NZD \$millions	FY22	FY21	Change
Revenue	80.5	77.1	4%
EBITDA	4.6	5.2	(13%)
EBIT	2.2	3.0	(25%)
Net assets	40.2	34.8	16%

NZ kiwifruit grown
Millions of class 1 trays



Investing in long term lease developments

\$19.5m invested in developing long term kiwifruit leases

- Partnering with landowners, iwi and Kānoa fund
- Includes packing supply contracts to 2050
- Seeka's investment repaid from orchard profits
 - Plus packing contribution

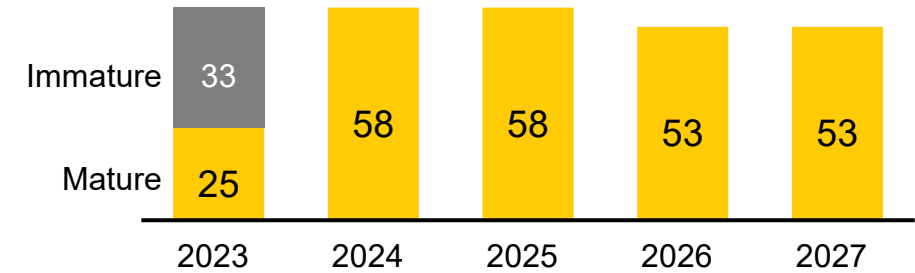
53 hectares of kiwifruit to enter full production in 2024

- Extra 33 hectares of SunGold; +263k trays
- Extra 20 hectares of Hayward; +159k trays

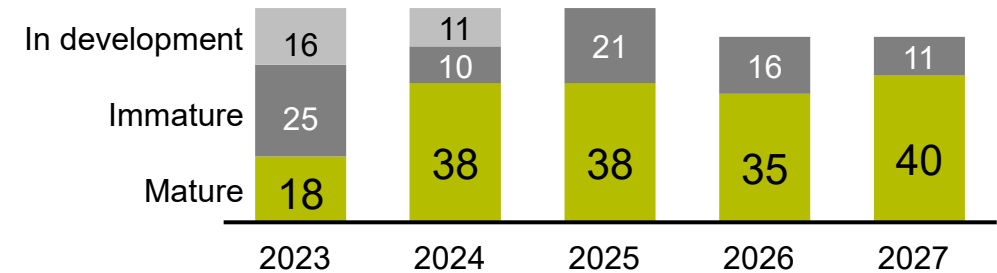
170 hectares of total long-term leases operating in 2023

- 116 hectares of kiwifruit
- 41 hectares of Gem and Hass avocado
- 11 hectares of mature lemons
- 2 hectares of kiwiberry in development

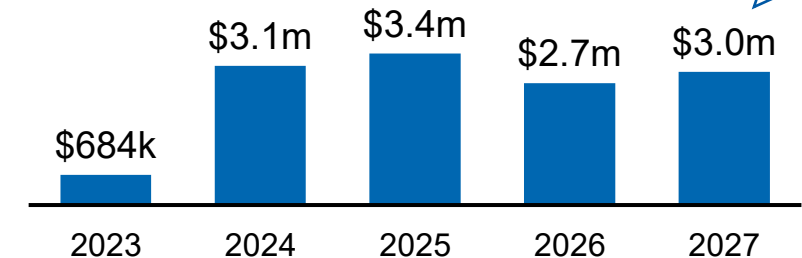
SunGold long term leases
Hectares



Hayward long term leases
Hectares



EBITDA forecast ¹
Long term leases



1. Forecast financial information is based on assumptions, estimates, outlook and other judgements available at the time of preparation. Actual results may differ materially.

Post harvest operations

Harvesting, packing, cool storing, and dispatching – led by Paul Crone



\$233.8m post harvest revenue

- Estimated 2m trays lost in Ōpōtiki from 2021 storm

\$59.0m EBITDA

- Impacted by labour costs and severe labour shortages
- Covid-19 overhang

Fruit damage in Ōpōtiki at OPAC site

- Awaiting final assessment of insurance claim

Primarily packing kiwifruit

- Along with citrus, persimmon and avocado

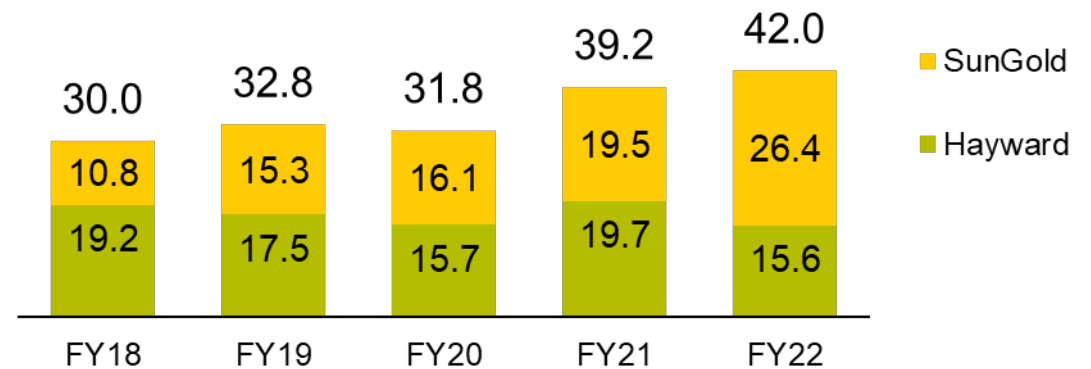
Capacity set for 50m+ trays

\$215m net assets

- Packhouses and coolstores valued at fair value

NZD \$millions	FY22	FY21	Change
Revenue	233.8	195.9	19%
EBITDA	59.0	61.6	(4%)
EBIT	41.2	44.6	(8%)
Net assets	215.3	207.7	4%

NZ kiwifruit handled
Millions of class 1 trays



SeekaFresh retail services operations

Marketing produce to retail customers

Connecting producers to consumers – led by Kate Bryant



\$19.1m SeekaFresh revenue

- Impacted by Covid-19 shut downs

Sales commissions down

- Slow start to 2022/23 avocado programme
- Lower kiwifruit volumes & early-season quality issues

2023 already significantly improved with a return to normal operations post Covid-19 lockdowns

\$0.8m EBITDA

Net assets (\$0.9m)

- \$3.7m plant and equipment
- Remainder working capital

NZD \$millions	FY22	FY21	Change
Revenue	19.1	21.6	(12%)
EBITDA	0.8	2.3	(66%)
EBIT	(0.8)	1.4	
Net assets	(0.9)	(3.0)	



Australian operations

Growing, packing and retailing kiwifruit, nashi and European pears
led by Jon van Popering



Revenue of \$14.0m

\$1.0m EBITDA

Developing new orchards

- 63 hectares of kiwifruit
- New variety pears
- New nashi varieties and dates

\$19.8m net assets

- \$16.6m land and buildings at fair value
- \$11.6m orchards under development
- \$5.4m permanent water shares
- \$4.9m orchard machinery and packing equipment

NZD \$millions	FY22	FY21	Change
Revenue	14.0	13.9	1%
EBITDA	1.0	1.6	(40%)
EBIT	(1.1)	(0.1)	
Net assets	19.8	4.5	340%



Investing in Australian fruit production

Growing our Australian kiwifruit, nashi and jujube business

\$11.6m invested in orchards in development

62 hectares of Hayward kiwifruit in development

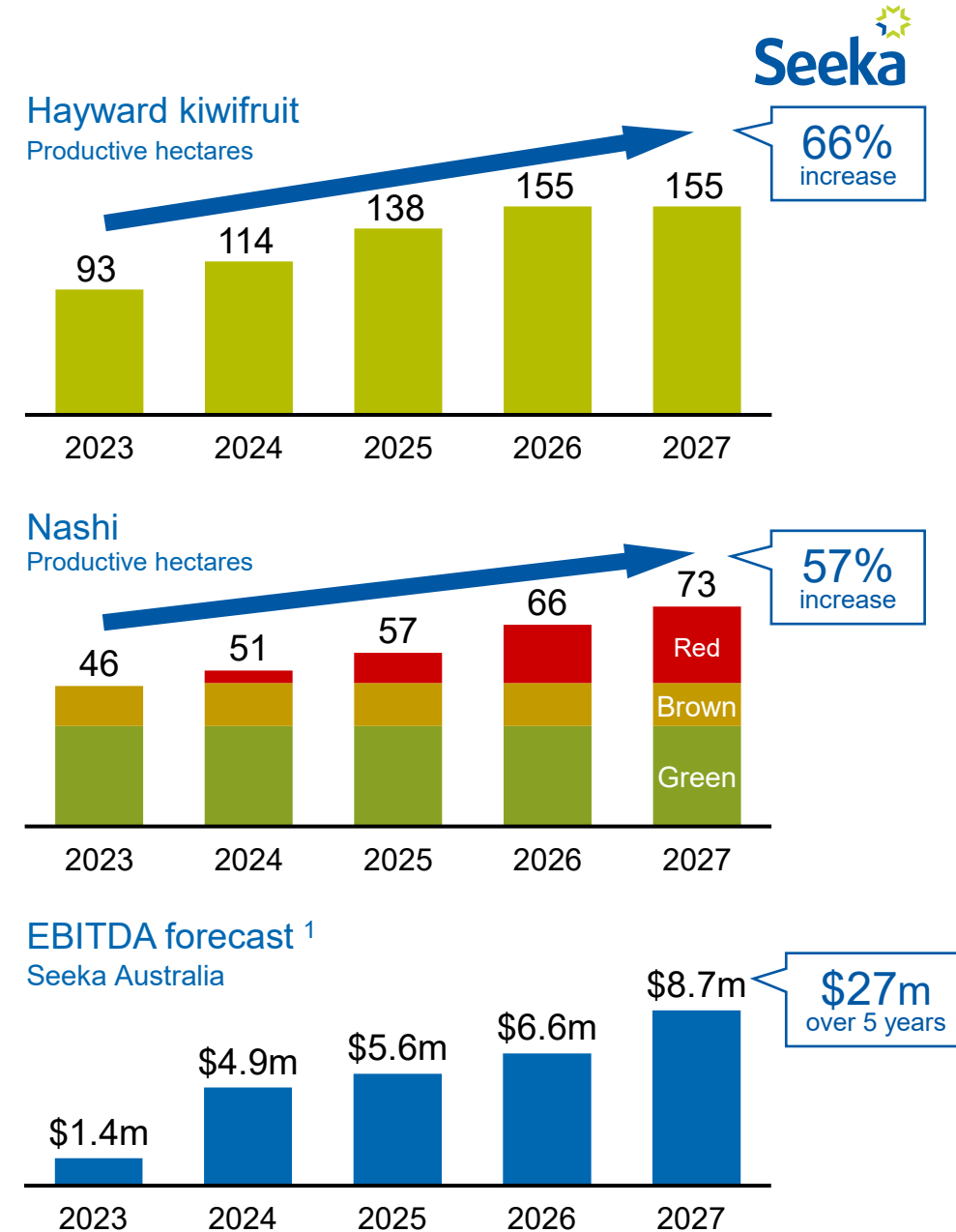
- 66% increase in producing hectares by 2026
- Excellent demand and returns from the Australian market

25 hectares of Red nashi in development

- Well received by retailers and consumers
- 57% increase in nashi producing hectares by 2027

31 hectares of jujube dates producing by 2027

- Excellent demand and returns



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Forward focus

Focused on core business and operational improvement

- Operate safely
- Capacity for 50m+ trays
- No capacity capital in next 12 months

Anticipate profitability improvement with volume in 2024

- Automation where it achieves target financial return
- Capital expenditure within depreciation
- Cost reduction

Debt reduction focus

- Target debt / EBITDA ratio 1.5x to 2.5x
- Targeting increased profits and lower capex
- Reviewing non-core assets

Other opportunities being considered



A background image of a white forklift carrying a large stack of white crates, with a blue overlay covering the entire scene.

Meeting Resolutions Fred Hutchings

Resolution 1. Director election – Cecilia Tarrant

To consider, and if thought fit, pass the following as an ordinary resolution:



“To re-elect Cecilia Tarrant as a Director.”

- Cecilia Tarrant retires by rotation and is standing for re-election
- Board supports and recommends Cecilia Tarrant for re-election

Cecilia Tarrant to address the meeting

3 minutes to address the meeting

Resolution 2. Director election – Hayden Cartwright

To consider, and if thought fit, pass the following as an ordinary resolution:



“To elect Hayden Cartwright as a Director.”

- Hayden Cartwright was appointed by the Board February 2023 and is standing for election
- Board supports and recommends Hayden Cartwright for election

***Hayden Cartwright to address the meeting
3 minutes to address the meeting***

Resolution 3. Appointment and Remuneration of Auditors

To consider, and if thought fit, pass the following as an ordinary resolution:

"To record the re-appointment of PwC (PricewaterhouseCoopers) as auditor of the Company, and to authorise the Directors to fix the remuneration and expenses of the auditor for the coming year."

- PwC automatically reappointed as auditors under the Companies Act 1993
- Resolution authorises the Board to fix PwC's fees and expenses for 2023

Questions

Online voting

- If you have not already done so,
can shareholders now please cast your vote

An aerial photograph of a retirement community, overlaid with a blue tint. The image shows a large, modern building with a circular roof, surrounded by a large parking lot filled with cars. A road with a white arrow pointing right is visible in the foreground. The background is filled with trees and greenery.

Retirements and General Business

Retiring Director



Marty Brick

A former director of Te Awanui Huka Pak, Marty joined Seeka in 2012 when Huka Pak amalgamated with Seeka

END OF MEETING

Shareholders have 5 minutes left to
cast your vote



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