

# SEEKA

## Analyst Update

9 month period ended 31 December 2010  
March 2011

SEEKA KIWIFRUIT INDUSTRIES LIMITED

# Seeka – Our Business

- Largest kiwifruit post harvest operator
  - 10 packhouses / 23 coolstores
  - 23% of New Zealand kiwifruit industry
  - 24.5m trays to be packed harvest 2011
- 600 supplying orchards
- Largest kiwifruit grower
  - 1130 hectares
  - 10% of industry production, leased, managed long term leased orchards.
  - 1.3m trays gold ex long term leased
- Seeka IFSL
  - Kiwifruit order and supply
- SeekaFresh
  - Kiwifruit & avocado marketing & supply
- VLS
  - Laboratory testing
- AvoFresh
  - Avocado post harvest & market supply

- Listed on New Zealand Exchange
- \$40m market capitalisation
- Major shareholders
  - Te Awanui Huka Pak — 17%
  - Fresh MD Holdings — 16%

# New balance date

- 31 December
  - Better reflection of business & industry cycle
  - Simplifies orchard accounting
  - Matches packing and coolstore cycle
  - December 2010 first reporting year
    - 9 months
- Short form Annual Report
  - Full report available on [www.seeka.co.nz](http://www.seeka.co.nz)

# 31 Dec 2010 Financial Summary

	Audited Year ended March 2010	Audited 9 months to Dec 2010
Operating revenue	\$120.9m	\$122.2m
EBITDA before non-recurring	\$14.5m	\$19.6m
Profit before non-recurring & tax	\$7.5m	\$12.7m
Non-recurring items	\$6.1m	-
Profit before tax	\$1.4m	\$12.7m
Profit after tax	\$0.4m	\$ 6.4m
EPS	\$0.03	\$0.45

# Dividends

	June 2009	December 2009	June 2010	December 2010	Declared May 2011
Dividends declared	\$1.26m	\$1.44m	\$1.44m	\$1.44m	\$1.73m
Per share	10 cents	10 cents	10 cents	10 cents	12 cents

**Consistent Dividend Performance**

# December 2010 Highlights

- \$19.6m EBITDA ↑ \$5.1m
- 22.9m post harvest trays ↑ 0.7m
  - Excludes 2.7m trays harvested March 2010
- 1.5m trays long term lease production
  - \$ 3.2m LTL EBITDA

	Green	Gold
• Fruit loss	4.4%	1.3%

- Huka Pak acquisition – fully integrated

Highlights achieved in a challenging year

# Orchard operations

	March 2010	December 2010	
EBITDA	\$5.3m	\$4.2m	↓ \$0.9m

- 10.1m trays ↑ 1.6m trays
- 43% of post harvest supply
- Long term lease 1.6m trays
  - \$3.2m EBITDA
- Change of balance date reduced EBITDA by \$2.5m

**Solid Performance**

# Orchard division production

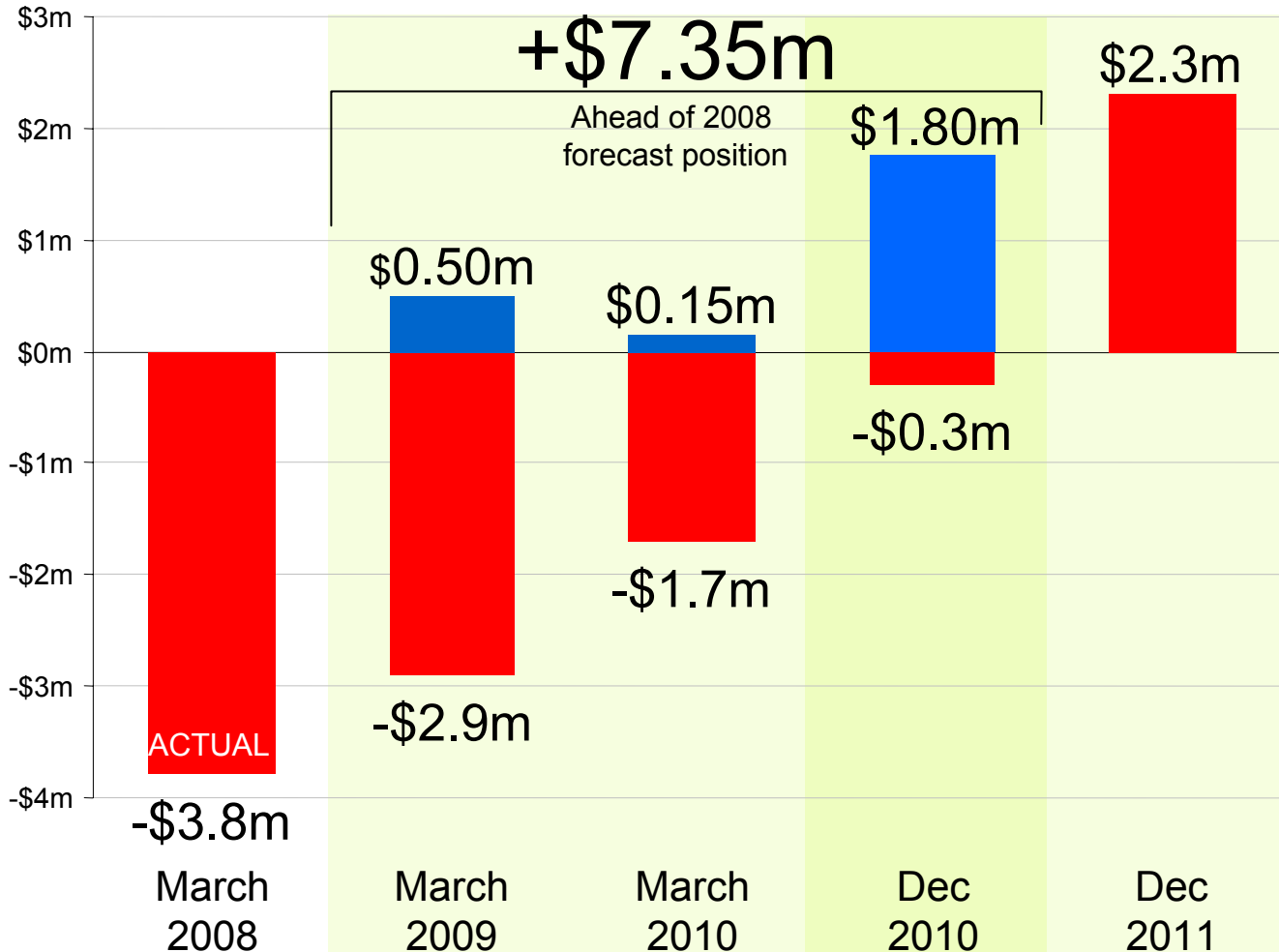
Harvest year		2008	2009	2010
Financial year		March 2009	March 2010	Dec 2010
Hectares	Green	784	759	900
	Gold	207	179	215
	Total hectares	991	938	1,115
Total Trays	Green	7.25m	6.64m	7.86m
	Gold	2.18m	1.87m	2.26m
	Total trays	9.44m	8.51m	10.12m

# Total Value Lease

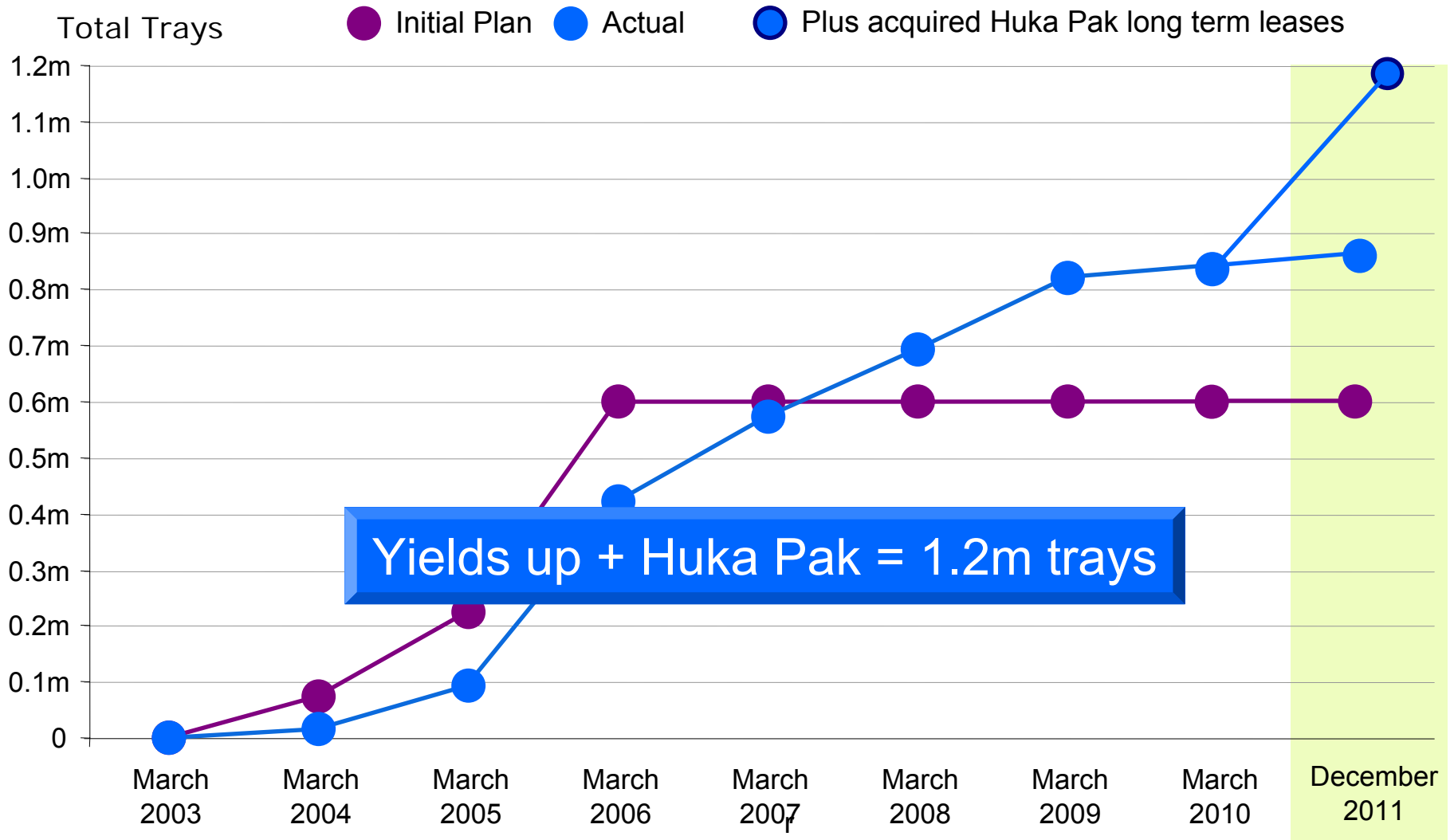
■ Actuals

■ 2008 forecast

Lease  
book  
EBIT



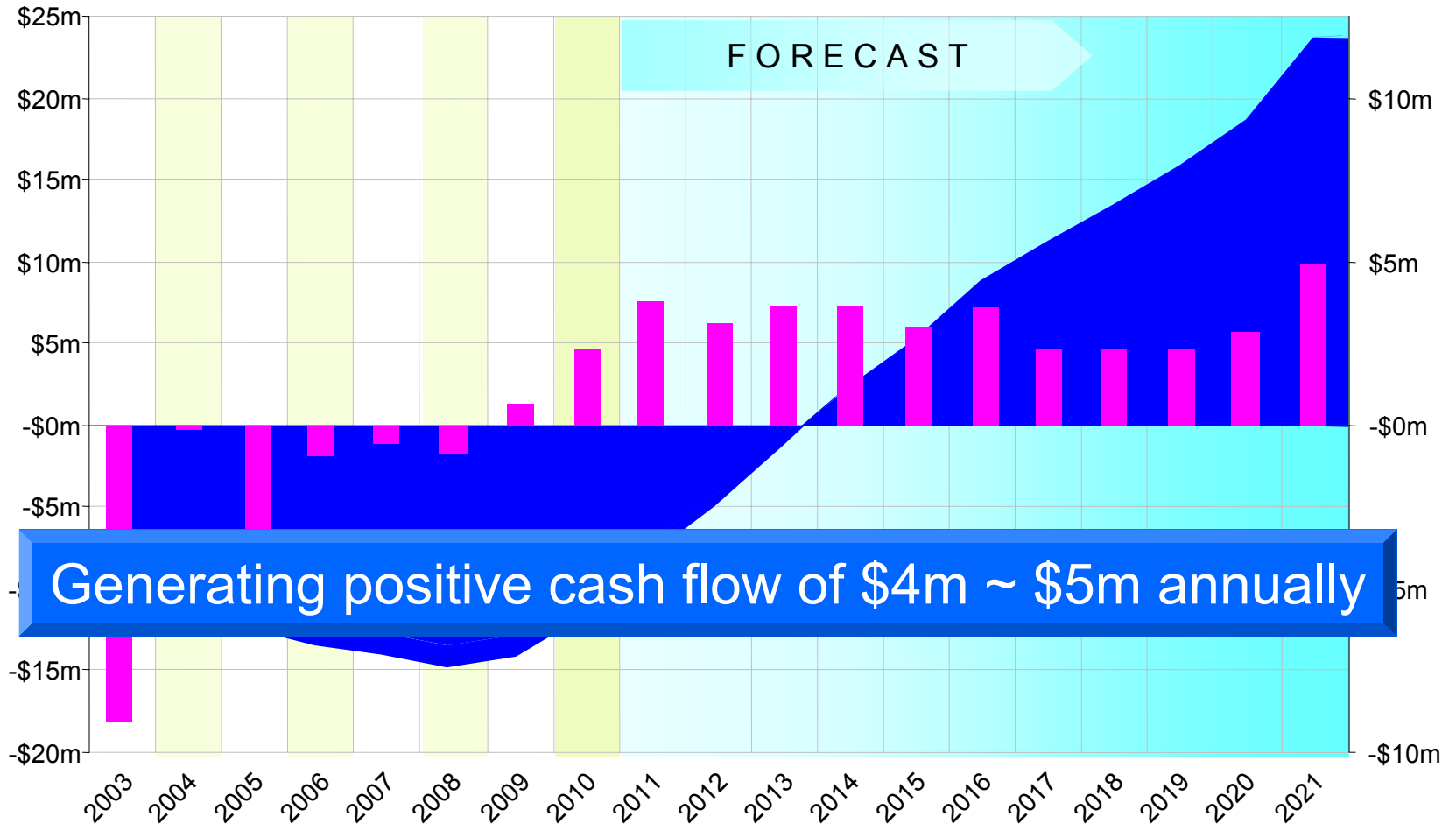
# Gold long term lease trays



# Gold long term lease returns

■ Cumulative Cash

■ Annual Cash



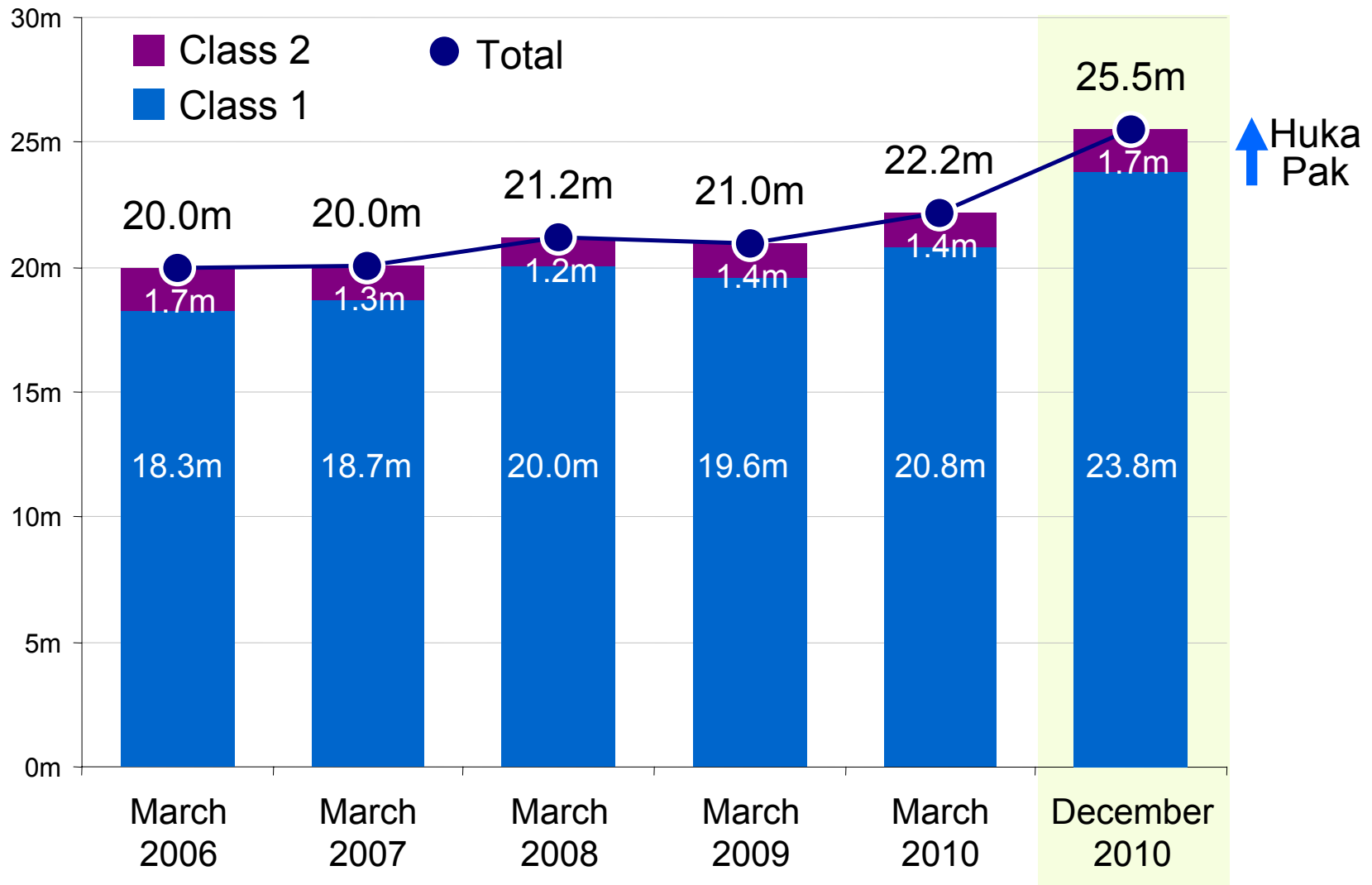
# Post harvest operations

	YE March 2010	December 2010	
EBITDA	\$15.3m	\$21.5m	↑ \$6.2m

- 22.9m trays class 1 & 2 packed
- 2.7m trays of harvest 2010 packed & reported at 31 March 2010
- Excellent innovation
- Huka Pak successfully integrated
- New machine ordered for 2011 harvest (\$5.7m)
- Division restructure for 2011

Improving EBITDA

# Post harvest volumes



# Fruit loss

Industry Green Seeka Green

Industry Gold Seeka Gold

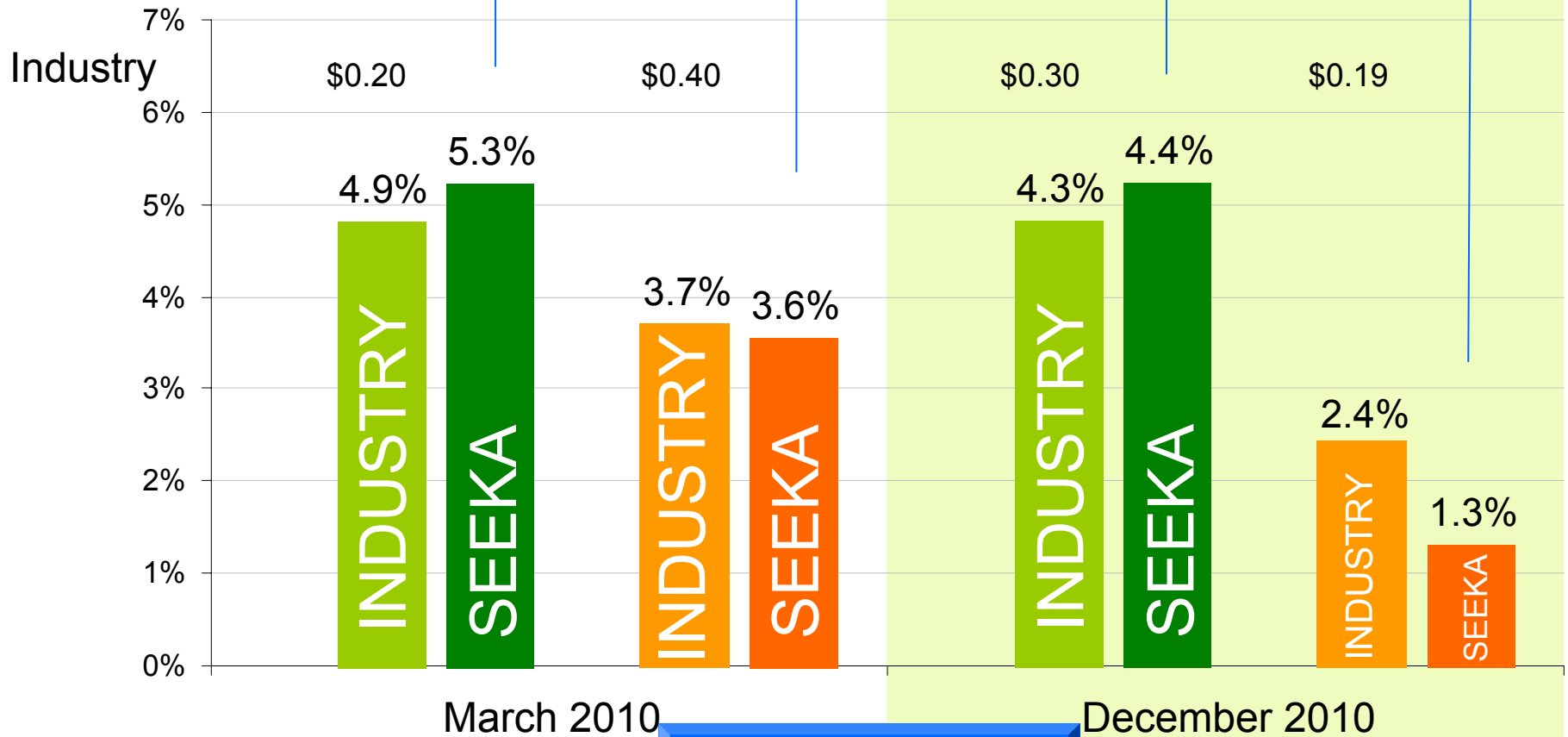
Net time-related grower returns per tray

\$0.39

\$0.93

\$0.46

\$0.38



# Company EBITDA

	Audited YE March 2010	Audited December 2010
Orchard operations	\$5.3m	\$4.2m
Post harvest	\$15.3m	\$21.5m
Corporate	-\$6.1m	-\$6.1m
<b>EBITDA</b>	<b>\$14.5m</b>	<b>\$19.6m</b>

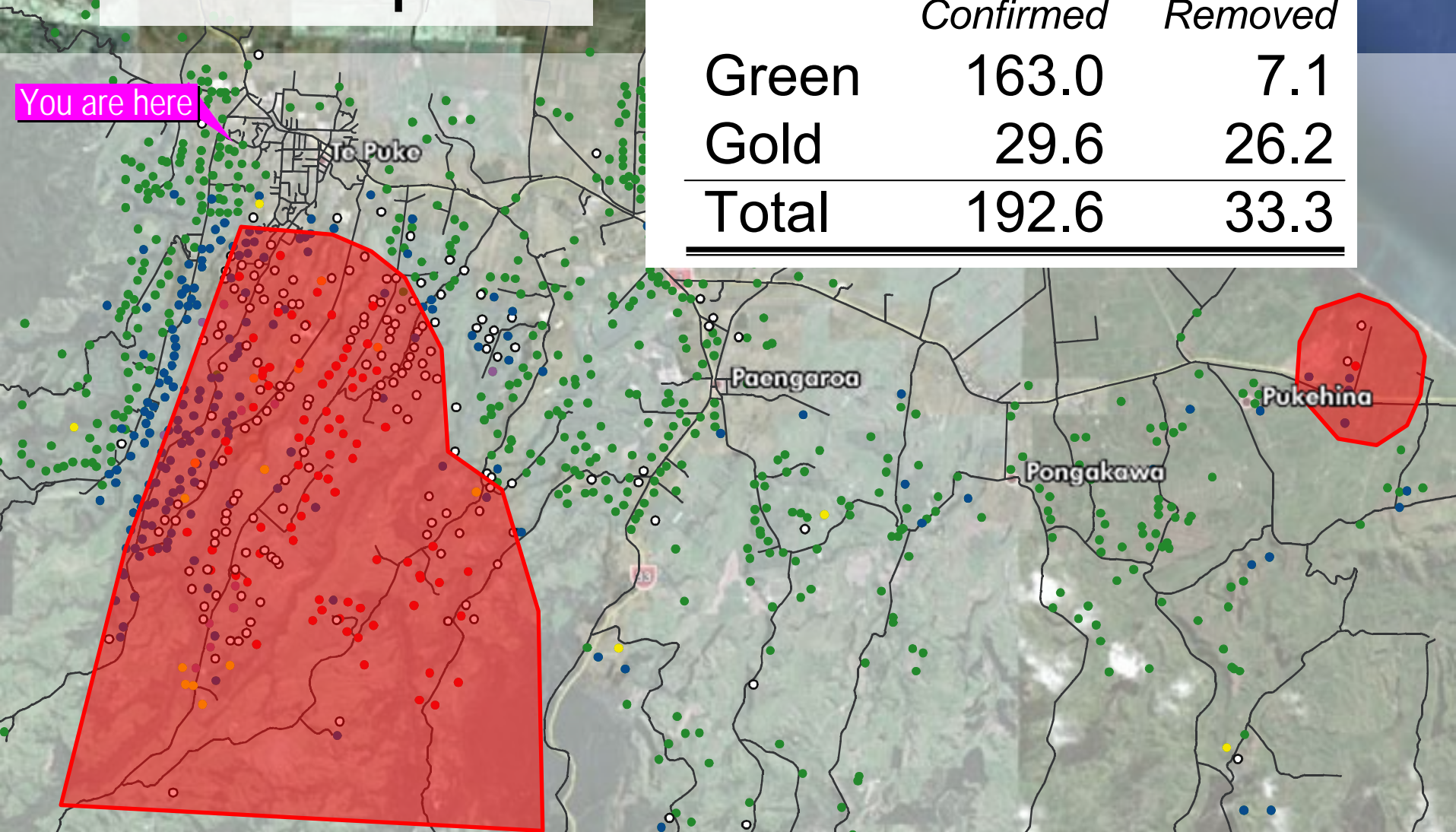
# Psa

- Outbreak discovered November 2010
- Two forms present
  - L isolate also found in Asia
  - V isolate also found in Italy
- Kiwifruit Vine Health Authority (KVH) formed
- Containment strategy implemented by KVH
- Seeka's long term leases currently uninfected by Psa V

# Psa map

## Seeka Psa-V hectares

	<i>Confirmed</i>	<i>Removed</i>
Green	163.0	7.1
Gold	29.6	26.2
<b>Total</b>	<b>192.6</b>	<b>33.3</b>



● Psa-V

● Psa-LV

● Inconclusive

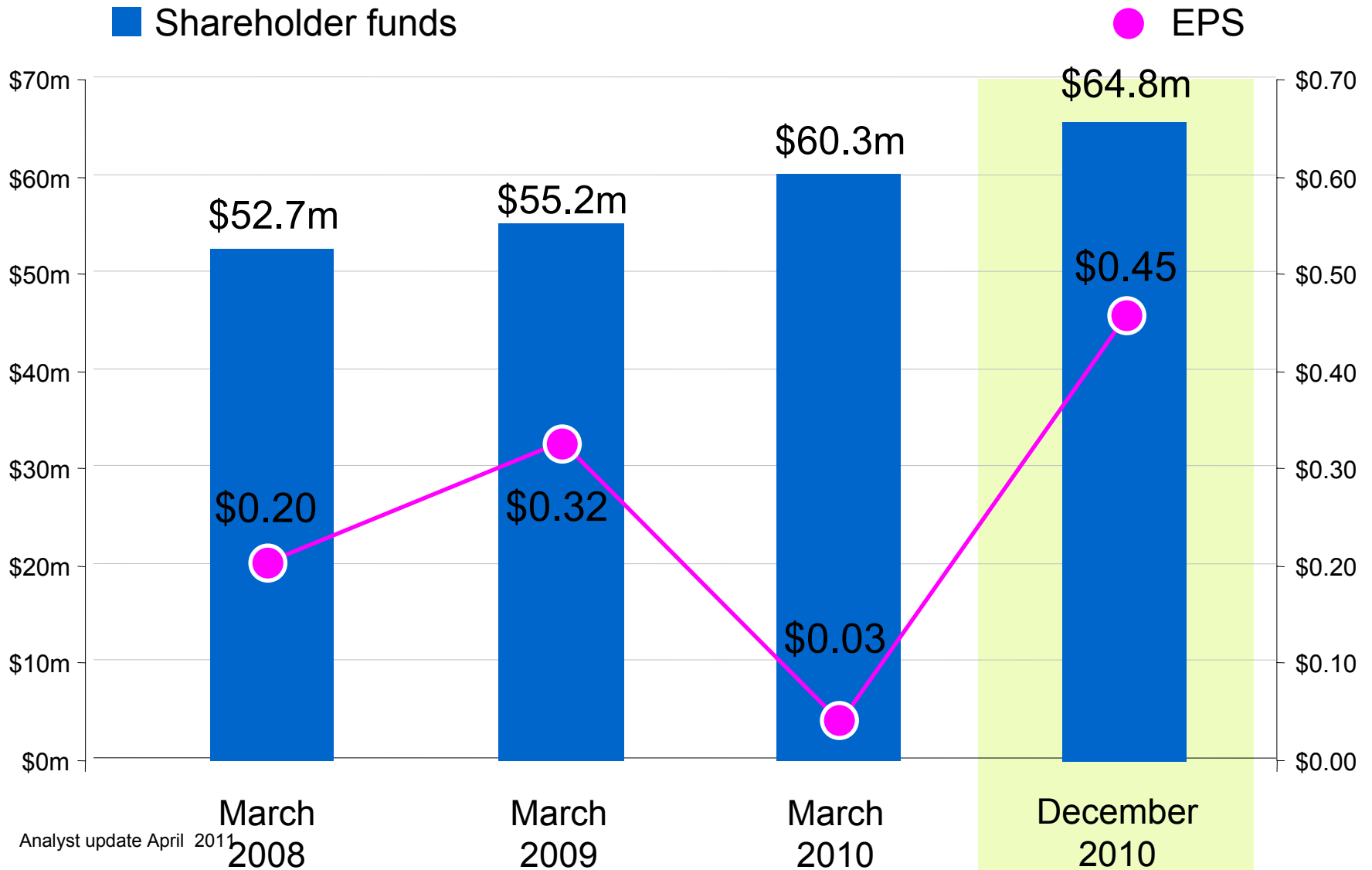
● Isolate sample taken



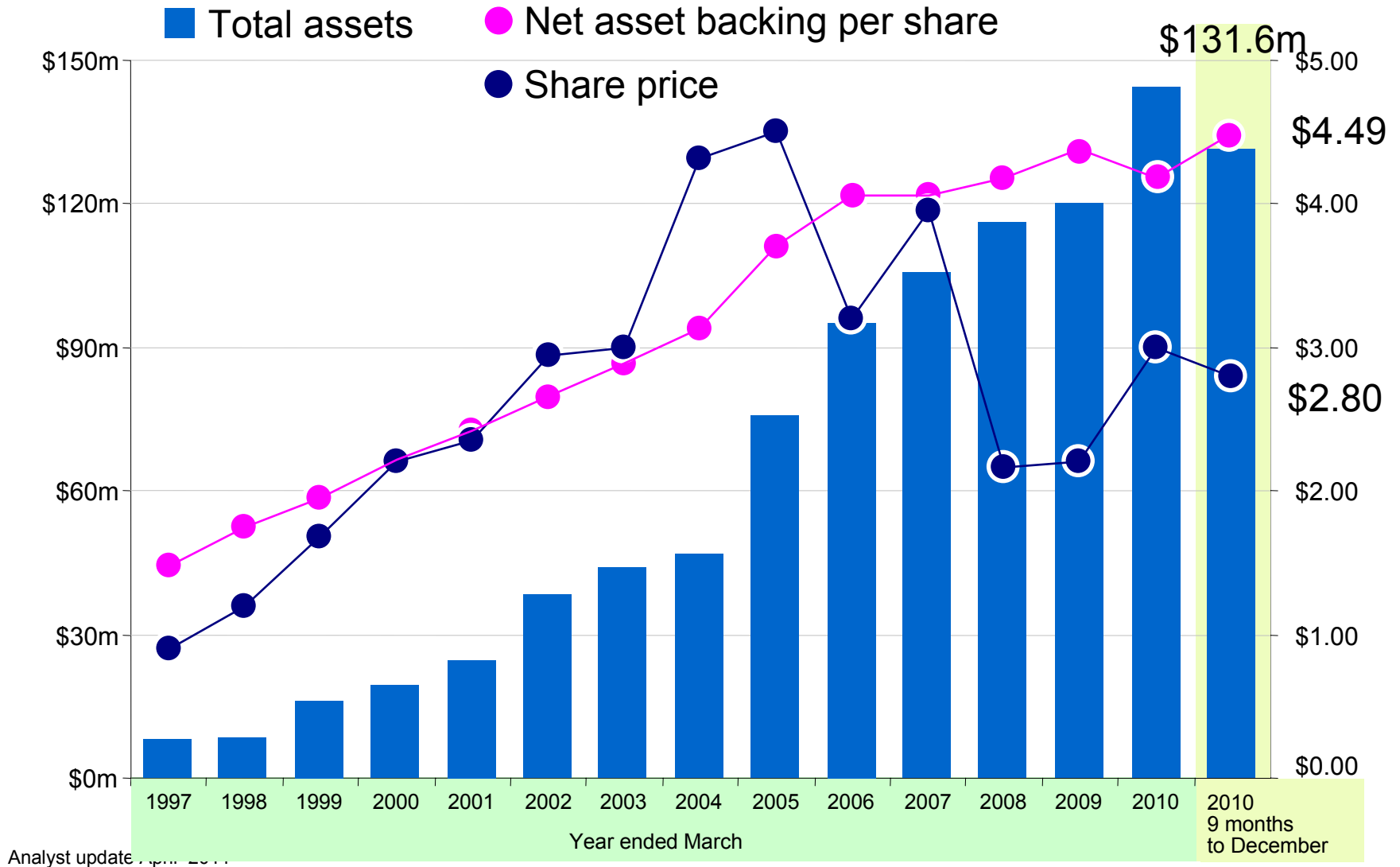
# Psa laboratory

- VLS commercial service
- 48 hour test
- Accurately detects Psa isolate
- 300 tests a day

# Shareholder funds & EPS



# Assets & share price



# 2011 harvest highlights

- | Post harvest crop estimate | 2010         | 2011         |
|----------------------------|--------------|--------------|
| Green                      | 18.5m        | 19.5m        |
| Gold                       | 5.1m         | 5.8m         |
| <b>Total</b>               | <b>23.6m</b> | <b>25.3m</b> |
- LTL Gold production trays 1.4m
  - Post harvest innovation
  - New machine Huka Pak
  - Restructured Post Harvest division
    - 1 less hub
  - Totara Street coolstore leased

# SEEKA

## END

“New Zealand's Premier Fresh Produce Business”

SEEKA KIWIFRUIT INDUSTRIES LIMITED