



A BayWa
Company

CORPORATE OVERVIEW
2019





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Company



Our story

OUR STORY BEGAN IN AUCKLAND, NEW ZEALAND IN 1897 WHEN EDWARD TURNER STARTED A FRUIT AUCTION BUSINESS WHICH WENT ONTO BECOME THE CITY'S LARGEST.

Today, we're a kiwi-based company with a global footprint, and we're still keeping it fresh thanks to a team of dedicated growers, valued customers and a passionate team of people around the world.

We are one of the largest growers of fresh produce in New Zealand and the largest exporter of apples to the world, responsible for a third of the country's annual crop.

With a focus on technology and innovation, T&G continues to invest extensively in new varieties while driving growth of our premium apple brands and forging new global categories including berries and grapes.

We're proud to work alongside more than a thousand growers around the globe. Like us, they love fresh food and thrive on growing world-class fruit and vegetables, that are helping to grow healthier futures.

Growing Healthier Futures



**WE ARE PASSIONATE
ABOUT GROWING
HEALTHIER FUTURES.**

That's why we insist on delivering the highest quality fresh produce to consumers.

We grow in multiple continents across multiple time zones, sourcing the best produce from across the world, year-round.

Crunching the numbers



12,000

BUMBLE BEES POLLINATE
OUR BEEKIST® TOMATOES
EVERYDAY



OUR FRESH
PRODUCE IS
EATEN IN
60 COUNTRIES

WE IMPORT

One Million

BOXES OF BANANAS
EVERY YEAR



WE REMOVED

5.5 Million

PUNNETS OF PLASTIC
FROM NEW ZEALAND
SUPERMARKET SHELVES
IN THE LAST 12 MONTHS

1.5 Million

CARTONS OF ENVY™ APPLES
WERE EXPORTED FROM NEW
ZEALAND TO THE WORLD



AND
IN THE US, ENVY™ WAS
VOTED THE # 1 APPLE
IN LATEST CONSUMER RESEARCH

OUR LOTATOES™ HAVE
40% LOWER CARBS
THAN STANDARD POTATOES

EVERY WEEK

230

TRANSACTIONS
ARE MADE VIA
FIRSTPICK



EVERY MINUTE
90 JAZZ™ APPLES
ARE EATEN IN JAPAN

WE EMPLOY **1500** PEOPLE IN 13 COUNTRIES



T&G SUPPLY CHAIN, FROM SEED TO SALE



footprint

● **SOURCING REGIONS**
Where we grow or export from

● **MARKETS**
Where we are present
and selling to customers



Our Business Leads



GARETH EDGECOMBE
CEO

Gareth joined T&G Global as Chief Executive Officer (CEO) in July 2018 and is responsible for leading the company through the next phase of growth with a strong customer focus supported by global brands.



PETER LONDON-LANE
CHIEF OPERATING OFFICER

As the Chief Operating Officer, Peter is responsible for T&G growing (excluding New Zealand Produce), third party growing, research and development, PVR management, international logistics, packhouse efficiency and effectiveness as well as procurement and property services.



RACHEL STOTTER
DIRECTOR INTERNATIONAL SALES

Rachel leads the international sales teams who sell apples, grapes, berries and a number of other categories into more than 40 countries. Product is sourced from New Zealand and key international growing regions, providing customers with year-round supply.



JODI REDDELL
DIRECTOR CATEGORY & MARKETING

Jodi is responsible for driving the growth for the company's apple category and its premium brands, including JAZZ™ and Envy™, unlocking demand through a customer & consumer driven approach. Building new global categories including grapes & berries is also a key focus.



ANDREW KEANEY
MANAGING DIRECTOR NZ PRODUCE

Andrew leads the New Zealand business which is made up of the NZ Markets business, the citrus, berry and tomato growing operations, tomato and root vegetable packing operations, T&G Transport, Pacific Islands Export business and Diversified Exports from NZ.

Financials

FINANCIAL YEAR

2018

REVENUE

\$1,188m

PROFIT AFTER INCOME TAX

\$8.3m

NET ASSETS

\$413m

NET TANGIBLE ASSETS PER SHARE*

\$3.08

*Total net assets less total intangible assets, divided by number of ordinary shares

T&G Shareholders

T&G is listed on the
New Zealand Stock Exchange

BAYWA AKTIENGESELLSCHAFT*

73.99%

BayWa

*BayWa is a leading international trading and services group with activities focused in the core segments of Agriculture, Energy and Building Materials. With almost 17,000 employees across 3,000 locations in 34 countries, BayWa is a leader in trading and services. Listed on the Deutsche Börse, annual revenue is more than \$16bn with total assets of \$6bn.

WO YANG LIMITED*

19.99%



*Wo Yang Limited is a wholly-owned subsidiary of Joy Wing Mau Group. Joy Wing Mau is a leading group of fresh fruit businesses in China providing high quality fresh fruit and service to its market clients and consumers by integrating worldwide superior fruit resources, introducing leading fruit varieties and the world's best cultivation technology to China.

REMAINING SHAREHOLDERS

6.02%

Our core brands





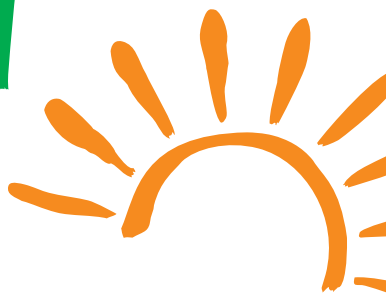
Each of our brands is unique and has a story to tell, connecting us to the hearts and minds of our customers, growers and consumers, across the globe.

Our premium apple brands JAZZ™ and Envy™ and key consumer brands Beekist®, Lotatoes®, Pacific Rose™ and Orchard Rd are sold in over 40 countries around the world.



NEW ZEALAND MARKETS OPERATE 12 SITES, 24/7.

New Zealand Produce



T&G's New Zealand Produce division manages the domestic growing operations (excluding apples), including New Zealand markets, imports, and transport and logistics.

We build strong relationships with our 1000-plus growers so we can supply the best quality produce to our customers, year-round.

T&G's 12 market sites service our customers nationwide, allowing them to buy produce direct from the market floor, seven days a week. Customers can come in and talk our sales team or order online through FirstPick.

PUKEKOHE PRE-PACK

T&G's purpose-built, pre-pack facility in Pukekohe brings together eight key growers across multiple categories from potatoes, carrots, onions and kumara to garlic and pumpkin. The dedicated facility grades, packs and supplies branded and supermarket owned brand produce from our valued third-party growers, from seed to sale.

FIRSTPICK

FirstPick saves time, allowing customers to place orders from our market sites from any device. Currently, around 900 customers use FirstPick to order their produce. firstpick.co.nz



To reduce our emissions, we're replacing our LPG forklifts with electric forklifts across these sites.



TOMATOES

*T&G is the single
largest tomato grower
in New Zealand.*



28.5 HECTARES
OF GLASSHOUSES

Our tomato operation includes growing, packing, distribution and marketing. Through our international division, we export to markets in Australia, North America, the Pacific Islands and Asia.

Our bee-pollinated Beekist® tomato brand is the top selling tomato brand in New Zealand and is sold at supermarkets, independent retailers and to food service customers across New Zealand.

CITRUS

T&G is the largest citrus grower in New Zealand and exports citrus throughout the Pacific Rim through strategic partnerships and sales networks. We also have dedicated export programmes from Australia, South America and the United States.

BERRIES

Berries, including blueberries, raspberries and strawberries are grown throughout the North Island and are sold both in New Zealand and internationally. Export markets include North America, Australia and Asia.

PACIFIC ISLAND EXPORTS

T&G exports a wide range of produce throughout the Pacific Island including apples, potatoes, onions, tomatoes and carrots, and has a subsidiary company in Fiji that has distribution centres in Suva, Nadi and Lautoka.



IMPORTS

ANNUALLY, T&G GLOBAL IMPORTS

48 Different Products *From* **16** Different Countries

1600 40FT CONTAINERS IMPORTED INTO NEW ZEALAND IN 2018

*The top three imported products
are grapes, bananas and beans*



TRANSPORT

Servicing over 700 customers from 10 depots across the country, our transport fleet of 55 trucks and 45 trailers is a leading produce transport provider in New Zealand.

We also provide a transportation service for other companies and customers.



Apples

**T&G IS ON TRACK TO
ACHIEVE ITS TARGET OF
20 MILLION CARTONS
GLOBALLY BY 2020**



Our Envy™ and JAZZ™ apples are grown under licence in New Zealand and 12 other countries around the world.

We sell a full portfolio of apples to delight consumers, across global markets, whatever their tastes and needs. A key part of our success are our global brands Envy™ and JAZZ™, with their superior taste and eating quality. Each apple lives up to the highest standard consumers expect when buying our premium apples.

We maintain globally exclusive growing and marketing licenses for many varieties and own the trademark rights for JAZZ™, Envy™ and Pacific Rose™.

ASIA

T&G is increasing its presence in the fast growing Asian market, getting closer to customers and unlocking demand for our premium apple brands. Today, China, Vietnam and Thailand are top markets for our apples.

UNITED KINGDOM & IRELAND

T&G Global has a majority shareholding in Worldwide Fruit Limited (WFL) who distribute both JAZZ™, Envy™ and other varieties across retailers in the UK and Ireland.

NORTH AMERICA

As well as our robust US domestic programme, our export programme for US-origin fruit is handled through our local export market team, T&G Global USA. We are investing for future growth of Envy™ with global plantings increasing significantly in North America over the next few years.

EUROPE

The T&G Europe team is well established across Germany, Belgium, Switzerland and Sweden with continuing expansion of its growing network in France, Italy and Spain. Across Europe, demand continues to grow for our apples, from growers and customers, with JAZZ™ reaching premium prices since the variety was introduced in 2001.

*Largest exporter of apples from
New Zealand to the world*



JAZZ™ is a juicy, zingy, taste sensation that is “Always refreshing”.

The JAZZ™ family includes the refreshing JAZZ™ apple that has been enjoyed by consumers for the past 17 years and JAZZ™ Snackers, the little sister of JAZZ™, a smaller sized, sweet tasting apple, perfect for snacking.

The latest addition to the family is JAZZ™ Juniors, the smallest apple for the smallest of hands, for lunchboxes and on the go, the little apple superhero – Naturally Small & Mighty Good.

jazzapple.com

Envy™ is a premium apple, described by consumers as ‘the ideal apple experience’. It has a perfectly balanced taste, with a sweet-tart flavor, crisp freshness and great texture. Its flesh stays naturally bright, even after cutting, bite after bite. It’s no wonder Envy™ has developed such a strong following all over the world. In the USA, the apple has been selected as the ‘best tasting apple’ by consumers in sensory research 2019*

*April 2019 consumer research USA, sensory test across key cities

envyapple.com

*T&G Global owns the exclusive licensing rights
and trademark for JAZZ™ & ENVY™*



New Global Categories

GRAPES



T&G Global is becoming a major player in the global grape category, providing a year-round supply of quality grapes to the world. Replicating the success of its premium brands JAZZ™ and Envy™, grapes are sourced from USA, Peru, Chile and Australia and sold in multiple markets, leveraging T&G's global network.

We work closely with growers to ensure the highest quality produce possible, utilise best practice logistics to market, and build strong connections with our in-market partners, distributors, retailers and consumers.

T&G GLOBAL OFFERS:

- **365 supply**
- **A global footprint**
- **High quality fruit (extensive QC across supply chain)**
- **In-market expertise & marketing**

T&G is aiming to sell
5 Million
boxes of Grapes by 2021. &
10 Million
boxes by 2025

BERRIES

Berries are also a key category, particularly blueberries, which are sourced from several countries including the US, Chile, Peru, Australia and New Zealand. They are the fastest growing global category for T&G and a focus for future growth.

Kaitiakitanga



Kaitiakitanga is an integral part of how T&G does business. It is a Maori word and for T&G it means treating the land, people, produce, resources and community with the greatest respect and care, as guardians of their future.

T&G'S ASPIRATIONS FOR 2025 ARE;

CARBON
NEUTRAL
GROWTH

ZERO
WASTE TO
LANDFILL

RESPONSIBLE
PACKAGING

LOWER INPUT,
SMARTER
GROWING

PROTECT &
CONSERVE
OUR HABITATS

SOCIALLY
RESPONSIBLE
SOURCING

PROTECT
& GROW

HEALTHY
COMMUNITIES

PROTECT & GROW

We are focused on having the right systems and the right culture in place so that everyone gets home safe, everyday. We do this through;

- Leaders demonstrating their commitment to health and safety through their actions
- Involving our people in decisions that impact their health and safety
- Robust processes in place to protect our workers from harm.

SOME OF THE INITIATIVES T&G IS UNDERTAKING ON ITS JOURNEY TO SUSTAINABILITY.

T&G announced a partnership with EcoGas to develop the first waste-to-energy facility in New Zealand. The proposed purpose-built facility will take food waste from the region (and from T&G's tomato vines), turn it into renewable biogas energy, which can then be used to enhance growth in our glasshouses and power up the region, naturally.



In 2018, we introduced cardboard packaging for our Beekist® tomato brand, removing 5.5 million plastic punnets from New Zealand supermarket shelves. We will continue on our journey to sustainability, bringing more innovative and sustainable packaging to our customers.

Growing your career with T&G



Whether you're just starting out in your career, or you're looking for the next challenge, T&G is a great place to work.

Our team of people love working for a business they are truly proud of and are passionate about producing the best produce on the planet. What could be better than growing healthier futures through fresh fruit and vegetables?

With 1,500 permanent staff and 2,500 seasonal workers, T&G is a kiwi-based business with a global footprint. We have offices in 13 different countries and provide opportunities that are wide and varied, from orchard, to

post-harvest, transport, exporting and sales & marketing.

T&G is a trusted brand, built on a rich history and heritage. Our values of being grounded, resilient, open and having a winning attitude are embedded in our company and in our people.

T&G is on a journey to becoming the world's leading premium fresh produce company and our people will help us get there.



Healthy Communities

**WE ARE PASSIONATE ABOUT FRESH PRODUCE
AND GROWING HEALTHIER FUTURES.**



Every week, we provide fruit and vegetables for over 120,000 kids at around 550 low decile schools across New Zealand via the Fruit in Schools Programme. That's more than 23 million servings of fresh fruit and vegetables every year!

We also fuel up players in the Vodafone Warriors rugby league team, with fresh fruit and vegetables every week, so they can perform their best out on the field.

T&G Global is a proud supporter of 5+A Day (nationwide promotion of fresh fruit & vegetables as part of a daily diet), the charity Waste-Not Kitchen (contributing vegetables for hearty soups for Women's Refuges), KiwiHarvest (transporting vegetables from farms to families in need) and the Garden to Table Charitable Trust (providing garden beds, gardening tools and support for in-school programmes).



Get in touch

We're here to help you grow.

Find us at www.tandg.global

Follow us on LinkedIn & Facebook
or email us at info@tandg.global



tandg.global

