



**® Together.
Stronger.**

**Market Gardeners Limited
Annual Review 2024**



Market Gardeners Limited, trading as the MG Group, has a long and proud history spanning over 100 years in New Zealand. Our purpose is to partner with growers and customers to help people access fresh, healthy produce. At our core is supporting our grower-suppliers and customers through an engaged team, high quality infrastructure, and a commitment to operate sustainably.

We also care about the future—the Market Gardeners Limited story today, as it has always been, is about taking a long-term view to grow the co-operative for future generations, being resilient in the face of challenges, and a willingness to make bold decisions. Above all, it is a story about people, and what can be achieved by working together.

**Together.
Stronger.**



Cover image - Season Farms

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Financial Highlights

Group gross sales under management

\$1.224B

Group total assets

\$402.471M

Group total equity

\$220.412M

Group profit before income tax

\$21.395M

Group profit for the year after income tax

\$13.991M



Shareholder distributions	2024	2023
	\$'000	\$'000
- Special Bonus Issue (November 2024)		
• 1 for 12 on "A" shares (2023: 1 for 12)	5,046	4,463
• 1 for 2 on "B" shares (2023: 1 for 3)	8,084	5,644
• 1 for 1 on "C" shares (2023: 1 for 1)	992	1,047
- Supplier shareholder rebate (issued as 2024 "C" shares) (2023: issued as 2023 "C" shares)	250	250
- Bonus issue on supplier shareholder rebate of 3 for 1 (2023: 3 for 1)	750	750
- Final gross dividend on "A" shares: 3 cents per share (2023: 3 cents per share)	1,817	1,530
- Imputation credits attaching to the above distributions	7,215	5,224
Total shareholder distributions in relation to the year ended 30 June	24,154	18,908

Chair's & CEO's Review

On behalf of the MG Group Board and Management, we are pleased to present this annual review for 2023-2024.

Earlier this financial year, on 23 November 2023, we celebrated our 100th anniversary. We'd like to start this year's annual review by reflecting on the milestone, acknowledging the foresight of the resolute group of growers who established our co-operative at Te Aro in Wellington all those years ago.

For any business, it's a wonderful achievement, particularly for the MG Group when you consider how far we've come. In many ways, it has been a century of success against the odds, and that's down to the enduring spirit laid down by our founding grower-shareholders and their willingness to continue progressing the company forward.

↑ Peter Hendry (CEO) and Bruce Irvine (Chair)

Our history tells us that the first grower-shareholders were not individuals endeavouring to enrich themselves but people who truly wanted to build a fresh produce market business that took a long-term view, thereby ensuring sustainable success for themselves, their families, and, importantly, for future generations. It is therefore with great satisfaction that, 100 years on, through our ability to adapt and diversify, the MG Group continues to grow and is well positioned for long-term success.

Throughout the centenary year, our teams across the country acknowledged the contribution of shareholders, employees, customers, business partners, and the community by hosting ten events, which were very well attended, attracting over 1,200 guests. A highlight was the gala dinner, hosted at Te Papa in Wellington, near the original Market Gardeners Limited site, and included the launch of a book about the co-operative called 100 Stories for 100 Years.



↑ 100 Year Celebrations





“Our New Zealand hard-working attitude, combined with over 100 years of market experience as a grower-co-operative is unique to our country and our company and we take a great deal of pride in that.”

– Peter Hendry, CEO

Now, looking at this past year, which presented us with a number of challenges, it is pleasing to produce another good financial result, demonstrating a strong team effort and our ongoing progress against our strategy.

Inflation, an increase in costs, a period of low values and oversupply, along with the prevailing financial downturn, have had an impact on growers, customers, and, by association, our MG Group business. Despite these challenges, it is commendable that we have been able to maintain momentum in our sales. However, these external forces have squeezed our overall result.

After a strong first seven months of trading, economic signals suggested it was going to be a challenging latter part of the year. However, it was surprising how rapidly change occurred. The MG Group market business in New Zealand achieved record sales from July through to January, with a sharp decline in February, which has continued into the 2025 financial year.

We have enjoyed year-on-year growth for over a decade, but now, as a result of current market conditions and the outlook over the near term, we are responding by moving from a growth phase to one of consolidation. This includes closely examining all business costs and looking for productivity and efficiency gains where possible.

This approach also aligns with our decision to exit the Australian business, Premier Fresh Australia, with the sale finalised in June 2024. This is a deliberate strategy to actively refocus the co-operative on our New Zealand operations.

While this results in a reduction in the size of our co-operative, it leaves us with a group of strong businesses, each with good growth potential and, importantly, a very strong balance sheet due to the sale allowing us to pay down debt. This stronger financial position does not mean that we feel any urgency to make new acquisitions. Apart from having a lot of opportunities for growth in our existing businesses, where the MG Group is well positioned as the market leader, new investments will only occur if they are evaluated to complement our current operations, align with our strategy, and have the potential to deliver shareholder value over the long-term.

Our ability to secure a fair and reasonable deal, which included the repayment of all loans Premier Fresh Australia owed to the MG Group, as well as a return on the equity, was largely linked to the successful completion of the business improvement plan which was implemented over the previous two years. This included consolidating a number of sites and restructuring Premier Fresh Australia to create a leaner organisation.

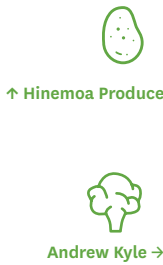


In addition to our core produce market operations this review covers our diverse range of subsidiary and associate businesses which include Te Mata Exports, United Flower Growers, Southern Paprika, JS Ewers, Kaipaki Berries, New Zealand Fruit Tree Company, and First Fresh. Operationally, we are generally pleased with each of the businesses in our MG Group. Like our market operations, they have also been trading through a challenging period, with tough market conditions, increased operational costs, and, in some cases, weather disruptions.

This year's gross sales under management were \$1.224 billion. Group profit after tax was \$ 14.0 million, a 265% increase on last year's \$3.8 million. Group equity at the end of the 2024 financial year was \$220.4 million compared to last year's \$210.7 million, and the MG Group assets now sit at \$402.5 million.

Competition is strong across the entire produce industry, with traditional competitors wanting to gain market share and alternative channels to market looking to attract our grower-suppliers—but that has always been the case. The challenge we face every day is to create new opportunities, to innovate, and to take the right risks in order to meet competitive threats. We think this has been a strength of our MG Group, particularly over the past 25 years, as has our focus on rewarding grower-shareholders who transact business through our markets.

In that context, it is helpful to consider the growth of the co-operative over that time, where group gross sales under management through the MG's New Zealand markets have grown from \$77 million in 1999 to \$728 million today. During that period, equity has grown significantly from \$8.7 million to



\$220.4 million, with over \$150 million of distributions to shareholders. In fact, over the past ten years alone, our co-operative has made over \$129 million in distributions to shareholders.

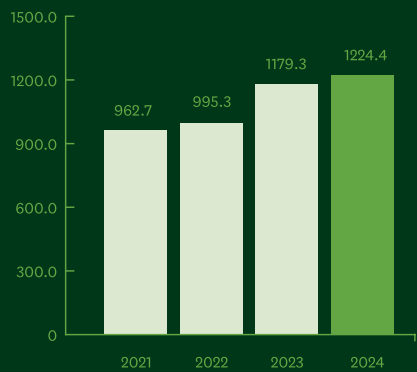
Our decisions will continue to be shaped by the changing landscape of the horticulture industry, and to position the MG Group for long-term success. As a Board and Management, our aim is to ensure the MG Group is resilient, strong, forward-thinking, and sustainable. The fact that we have adhered to such principles explains why we continue to prosper after more than a century of operation.

Again, this year, we have invested in infrastructure, systems, processes, and our people to drive our performance.

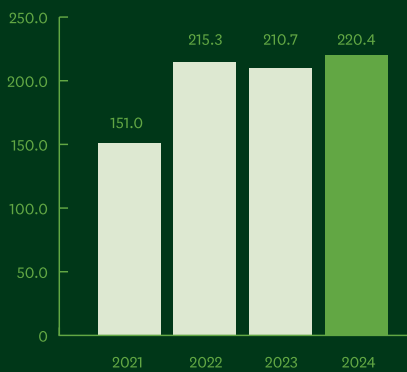
We are also continuing to leverage technology within our operations, particularly now that we've finalised the roll-out of the new operational platform, M3. Outside of financial performance, we also continue to focus on how we operate, with sustainability integrated into all parts of our decision-making.

We'd like to acknowledge our dedicated teams who continue to meet the needs of our grower-suppliers and customers and build on what we have achieved over our history.

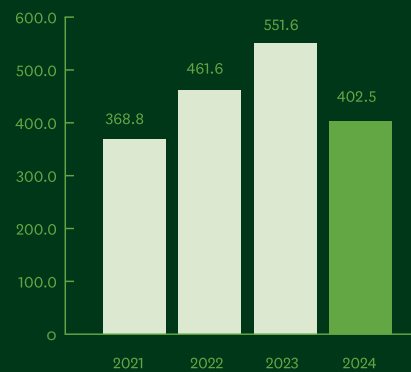
We extend our thanks to shareholders for their ongoing support and hope you enjoy reading more about our people and our progress in the subsequent pages of this year in review.



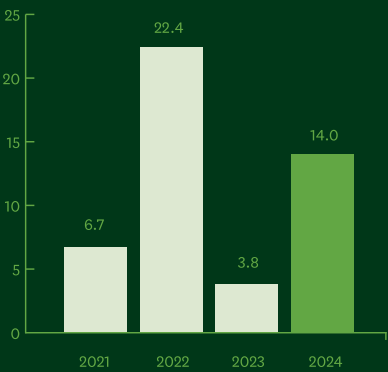
Group gross sales under management (\$M)



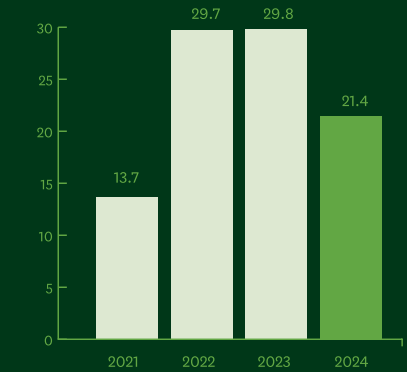
Group total equity (\$M)



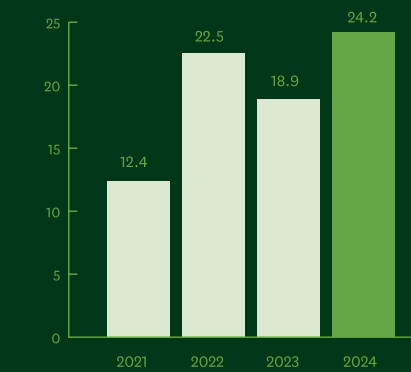
Group total assets (\$M)



Group profit for the year after income tax and impairment (\$M)



Group profit before income tax and impairment (including any gain on acquisition or gain on sale of property)(\$M)



Group distribution (\$M)

Financial Overview

As mentioned earlier, the sale of the MG Group’s 70% stake in Premier Fresh Australia took place during the 2024 financial year. Information related to the sale can be found in the notes of the full financial statements found in the annual report (note D1.1).

For the year to 30 June 2024, group gross sales under management amounted to \$1.224 billion (2023: \$1.179 billion). For the same period, group net profit before tax was \$21.4 million compared to \$12.6 million in 2023 (including an impairment of \$16.9 million). As noted earlier, the strong

performance was driven by a record result from the New Zealand operations and reasonable contributions from the subsidiary and associate companies.

Also of note, total group equity now sits at \$220.4 million (2023: \$210.7 million), with total assets at \$402.5 million (2023: \$551.6 million), reflecting the recent good financial performance and the sale of Premier Fresh Australia.

This good financial performance will allow your co-operative to continue making strategic investments and create further shareholder wealth, whilst also aiming to continue to make significant

distributions to shareholders—the 2024 distributions are detailed on the following page.

In addition to this annual review, the MG Group presents an annual report inclusive of the full set of financial statements. If you would like a copy of the annual report, visit the website, www.mggroup.co.nz, or contact the Company Secretary, Duncan Pryor, on (03) 343 1794 or email dpryor@mggroup.co.nz

Distributions

Given the strength of the Company and the strong results from the New Zealand operations, the MG Board of Directors has resolved to return to its shareholders significant distributions totalling \$24.2 million (2023: \$18.9m) by way of rebate shares, special/bonus issues, dividends, and imputation credits. This is the tenth consecutive year that shareholders have received a special bonus issue.

On 1 August 2024, the Board declared the following distributions in relation to the year ended 30 June 2024:

- Special bonus issue – a fully imputed taxable special bonus issue of:
 - 1 new “A” share for every 12 existing “A” shares; and
 - 1 new “B” share for every 2 existing “B” shares; and
 - 1 new “C” share for every 1 existing “C” share.
- Supplier shareholder rebate – a taxable rebate of \$250,000 to be applied by the Company in paying up in full “C” shares of the Company to be issued at \$1.00 each and made in such a manner as the Directors determine to those shareholders that are Current Producers that have supplied on a consignment basis during the financial year ended 30 June 2024.
- Bonus issue – a three for one fully imputed taxable bonus issue on the “C” shares issued out of the above rebate. This amounts to \$750,000 worth of “C” shares being issued (Shareholders that are Current Producers receive three further “C” shares for every one “C” share they receive from the above rebate). As imputation credits have been attached to the bonus issue shares, they are mostly tax paid in the hands of the shareholder.
- Final dividend – a fully imputed taxable gross dividend of three cents on every “A” share. Once again, imputation credits are attached to this dividend.

The above distributions will be made only to those shareholders entered on the share register at 30 June 2024 who continue to hold, at the date of the 2024 Annual Meeting, the shares held at 30 June 2024.

The special bonus issue, rebate, bonus issue, dividends, and imputation credits represent \$24.2 million being distributed back to the MG Group’s loyal and supportive shareholders. Not only is this a significant distribution of wealth to the shareholders, but it also represents the strength of the co-operative as a whole.

In addition, and as has occurred for many years now, we are pleased to note the support of the shareholders through their high level of reinvestment of their dividends back into more MG “A” shares through the dividend election plan (which any shareholder can elect to participate in).



Annual Meeting of Shareholders

Market Gardeners Limited’s Annual Meeting of Shareholders (AGM) will again be a hybrid event with shareholders able to attend in person or online using the Zoom platform.

Date: Thursday 21 November 2024

Time: Commencing at 5.00pm

Attending the AGM in-person

The in-person AGM will be held at the Rydges Latimer, 30 Latimer Square, Christchurch.

Shareholders are welcome to join MG Group directors, executive management, and staff to formally or informally discuss topics of interest. There will be drinks and canapés following the meeting at approximately 6.00 pm. All shareholders and their partners are warmly welcome to attend. Details are included in the Notice of Meeting.

RSVP registration is required for catering purposes. If you wish to attend, please complete the online form at www.mggroup.co.nz/agmrsvp or contact our Company Secretary, Duncan Pryor, on (03) 343 1794 or email dpryor@mggroup.co.nz

Attending the AGM online

Shareholders can attend this year’s meeting online using the Zoom platform. Shareholders must register in advance. The full presentation will be available, and shareholders will have the opportunity to ask questions through an online portal.

Information about how to register and log in to the event will be distributed to all shareholders in advance of the meeting.

A link to the registration form will also be available on the AGM page of the MG Group website.

100 Stories for 100 years

Last year, we had the pleasure of marking 100 years of operating in New Zealand. As part of the centenary celebrations, we produced a book called “100 Stories for 100 Years”. It is an interesting collection of short stories that capture the history, the ups and downs, the risks taken over the years, and the many personalities that have shaped the MG Group. Market Gardeners Limited shareholders who attended the 100-year celebration received a copy on the night.



Shareholders who did not attend the event, and would like a copy, can order one by emailing the following address: mg100year@mggroup.co.nz



Board & Executive Management

We would like to thank the Board and Executive Management Team for the tremendous work they have done over the past 12 months to ensure that this co-operative’s future remains bright. Their range of skills, experience, and perspectives are complemented by a collegial and collaborative approach. We are pleased to report that the governance and leadership are serving the shareholders well.

The end of the 2024 financial year saw a major change in the executive management team. Jamie Russ was promoted to General Manager of

Domestic Procurement, taking over from Roger Georgieff. Sadly, Roger has been dealing with a serious health condition, which meant he had to step down from the executive role. He continued in an advisory and mentoring capacity as Jamie transitioned into the new leadership position, for which we have been extremely grateful. However, his health condition has meant that he subsequently has had to step away from the business.

We would like to take the time to acknowledge the significant contribution Roger has made to the MG Group. He has been an outstanding executive over

the past 27 years. His knowledge and leadership have played a significant role in driving our domestic business forward, including building our procurement team from the ground up. He has been a valued and well-liked member of our team, and the wider industry, and will be sorely missed.

↑ MG Board of Directors.

From left to right: *Kerry Wells (Executive Director NZ Subsidiaries and Associates); *David Bennett (Chief Financial Officer); Trudi Webb; Trevor Burt; Joanna Lim; Robin Oakley; Bruce Irvine; Jay Clarke; *Peter Hendry (Chief Executive Officer); Mark O’Connor & *Duncan Pryor (Company Secretary).

- Lynn Crozier absent from this photo.

*Executive Management attendees



Domestic procurement is a very important part of the business and requires people who understand the complexities of the industry. Therefore, we are pleased that this important appointment has been made internally, with Jamie bringing a great deal of experience gained during his time as a senior sales representative, branch manager, and, more recently, as a member of the domestic procurement team.

Key executive positions of CFO (David Bennett) and GM of Human Resources (Jayne Cook) were also filled, and they have made a seamless transition into the leadership group during the year.

We have built an experienced and focused executive team, who are engaged and work positively with the Board. It's a large group, with 15 executives, but it provides us with significant depth and positions us well for future succession.

Direct communication between the Board and executive has been enhanced. In addition to continuing with written and verbal updates, this past year we introduced regular Board presentations from executives responsible for areas

of our strategy. This has proven useful, providing an extra level of detail, generating valuable discussion, and helping to ensure that news about challenges travels upwards as quickly as good news. It also allows the Board to better fulfil its role in monitoring the management of the MG Group in achieving the strategic direction it sets.

A significant Board initiative this past year was the issuing of treasury stock shares. This was in response to shareholder feedback and a general desire to enhance the liquidity of shares in the co-operative. From time to time, such as when a shareholder retires, shares are surrendered. Rather than cancelling those shares, the Board resolves to hold a portion as treasury stock and offer them to shareholders who are Current Producers. This enables the MG Group to preserve its working capital and equity, while also providing an opportunity for shareholders to add to their shareholding if they choose.

The treasury stock initiative has been well received, with the first issue of treasury stock in December 2023 being

oversubscribed. The MG Group has performed well and has produced strong returns in recent years, and it is believed this contributed to the strong response. The Board has subsequently agreed to complete another treasury stock issue in the 2025 financial year.

In accordance with the constitution, directors Lynn Crozier and Joanna Lim retired by rotation and, being eligible, offered themselves for re-election. As no valid nominations were received, their re-election will be announced at the 2024 Annual General Meeting.



The composition of your Board is:

Bruce Irvine
Chair, Appointed Special Director.

Bruce joined the MG Board in 1994. He has an extensive business background and previously held the position of Managing Partner of the Christchurch office of Chartered Accountants, Deloitte, between 1995 and 2007. He is also past Chair of Christchurch City Holdings Limited. Bruce is currently Chair of Heartland Bank, and Skope Industries, and is director of a number of other public and private companies including House of Travel Holdings and Scenic Circles. He is also a member of the University of Canterbury Council. Bruce is MG's Board Chair, and up to 27 June 2024 was Chair of Premier Fresh Australia's Audit Committee, and a Director of Premier Fresh Australia.

Member of MG's Remuneration & Nomination Committee and Audit Committee. Chartered Fellow of the IOD* and Accredited Fellow of the Chartered Accountants Australia and New Zealand.

Joanna Lim
Elected Director.

Joanna (Jo) was elected to the MG Board in 2018. Jo's family own a market garden business (Jade Garden Produce) and a share in a cucumber glasshouse operation (Island Horticulture Limited), both in the Christchurch area. Jo is also a Special Counsel at national law firm Simpson Grierson and specialises in financial markets/services and corporate advice. She also has expertise in climate change issues and the New Zealand emissions trading scheme.

Chair of the MG Audit Committee.

Member of the IOD* and certified member of INFNZ (Institute of Finance Professionals New Zealand).

Trevor Burt
Appointed Special Director.

Trevor has a high-level of experience in the strategic leadership of large and complex corporate organisations, and a proven record of implementing change and achieving results. As an experienced professional director, Trevor has held a number of previous roles including Chair of Ngāi Tahu Holdings Corporation Ltd, Lyttelton Port of Christchurch Ltd, Deputy Chair of PGG Wrightson Ltd and Director of Silver Fern Farms Ltd. Trevor is currently Chair of the New Zealand Lamb Company Ltd, and is also a Director of Landpower NZ Ltd, NZ Drinks Ltd and Hossack Station Ltd.

Chair of the MG Remuneration & Nomination Committee and member of the Audit Committee. Chartered fellow of the IOD*.

Lynn Crozier
Deputy Chair, Elected Director.

Lynn joined the MG Board in 2012. Lynn, through a family-owned and operated business since the 1960's, is a major grower of potatoes, onions and carrots in Central Canterbury.

Member of the IOD*.

Mark O'Connor
Elected Director.

Mark is serving his third term as a MG Director, having originally joined the MG Board in November 2014. He is a Director and shareholder of Appleby Fresh Ltd, a family-owned market gardening business in Nelson on the Waimea Plains.

Member of the MG Remuneration & Nomination Committee. Member of the IOD*.

Trudi Webb
Elected Director.

Trudi is part of a fourth-generation family growing enterprise, Webb's Fruit, near Cromwell in Central Otago. Trudi holds a first-class honours Bachelor of Applied Science (Horticulture) degree, and is Chairperson of Summerfruit NZ. Trudi completed the MG Director Internship programme in 2019 and became an elected director in the same year.

Member of the MG Remuneration & Nomination Committee. Trustee of the MG Charitable Trust. Member of the IOD*.

Robin Oakley
Elected Director.

Robin was elected to the MG Board in 2020. He is a fifth-generation vegetable grower and currently the Managing Director for Oakley's Premium Fresh Vegetables Ltd. Robin is Chair of the Canterbury District Growers Association and has previously served as a director on the United Fresh and Potatoes New Zealand boards.

Trustee of the MG Charitable Trust. Member of the IOD*.

Jay Clarke
Elected Director.

Jay was appointed to the MG Board in November 2022.

Jay is a qualified accountant and director of large family-owned growing operation, Woodhaven Gardens. Jay also serves as a Board member for Vegetables New Zealand.

Member of the MG Audit Committee. Member of the IOD*.

* Institute of Directors, New Zealand

MG Group Executive Management Team →

Iain Higgins (IT Architect); Jamie Russ (General Manager Domestic Procurement); Jayne Cook (General Manager HR); Jerry Prendergast (General Manager Key Accounts); Chris Hibbert (Chief Information Officer); Greig Pullar (Chief Operations Officer); Ellery Tappin (General Manager Communications and Sustainability); David Bennett (Chief Financial Officer); Peter Hendry (Chief Executive Officer); Jade Reeves (General Manager Operations); Kimberly Chavez (Business Assurance Manager); Kerry Wells (Executive Director NZ Subsidiaries and Associates); Duncan Pryor (Company Secretary); Humphrey Lawrence (General Manager Imports Procurement); Dominic Gargiulo (Auckland Branch Manager).





In May 2024, Alipa Alipati from the MG Wellington branch celebrated a significant milestone, joining Michael Campbell, Tim Poorter and Phillipa Dunn as MG Group team members who have given 40 years’ service to the co-operative.

MG People

Our performance over the past year, and our plans for the future, would not be possible without our strong teams in our market operations, in our support office, and in our subsidiary and associate businesses. We are proud of our achievements and grateful to our people who have maintained focus and dedication in an unstable and challenging market environment.

Like many companies which have been around for a long time, we have had to adapt at pace to a changing environment, and it is a testament to the capability of our teams across the MG Group that we’ve done so while continuing to grow.

We have continued to invest significantly in the development of talent, with eight new young people joining our MG graduate programme, which has now been in place for nine years. Over that time, it has helped develop depth, with many of the graduates now holding key management and sales positions in our co-operative.

Further investment has been made in the leadership of the business, including a number of new senior appointments across branches, the support office, and subsidiary businesses.

Over the past year, we have updated our health and safety management system to better manage risks. It also provides

more consistency for policies and procedures across the wider group. Maintaining a safe workplace is an ongoing job - we continue to engage our people to assist us in growing our culture to one of personal accountability and leadership by embedding the new framework. This year, we also moved to a new centralised online platform for health and safety management called Donesafe, which also supports our goal to have consistency and group-wide standardisation, along with a better level of accountability within each of our sites.



While the industry has changed immeasurably over the last 100 years, Market Gardeners Limited has preserved the quality of its people and enjoyed success through hard work and dedication.

®Together. Stronger.

We list the names of our employees to acknowledge their significant contribution throughout the year.

OPETAIA AFUIE	KIM BOUSTRIDGE	MARIE DEANE	DEAN HAMILL	GABRIELLE KERMODE
FAITASIGA AH LUNG	SHAUN BOWIE	SONAL DESAI	JOSHUA HANCOX	JANETTE KERR
FESUEAI AH-HONI	TONY BOYD	URVISH DESAI	NALEEN HARAKH	IRSHAD KHAN
LEO AKERIPA SA	MICHAEL BREITMEYER	RAJ DEWAGE	JOSHUA HARDING	KANEAMA KIARAITI
ALIPA ALAPATI	ANNA BRENMUHL	SCOTT DICKEY	LIAM HART	MOANIBA KIATAAKE
LUKE ALDRIDGE	KALEB BRIGHT	JONATHAN DILLON	TONYA HARTSTONE	JAMES KIM
SOFIA ALI	GRANT BROUGHTON	LEI DONG	ERROL HATTERSLEY	TEARO KINTOBA
ROBERT ALLEN	SHARLENE BROWNE	RACHEL DORADO	TONGA HAVEA	DODINA KISONA
PIFALATI ALOFAKI	MICHELE BRUNT	PHILLIPA DUNN	JAMES HAYWARD	ALEX KITCHIN
LUIS ALVARADO LEON	AARON BUDD	DERRICK DYSON	KINGSTON HEMI-	CHRISTOPHER KNUDSEN
EBARAIMA ANATETE	RAHUL BUKSH	ARI EADY	WHAREKAWA	TAahir KOLA
MAJA ARLOV	NICHOLAS BURBOROUGH	DARRIN EDWARDS	CALEB HENDERSON	WAI KOON
TEKANIMAEU AROBATI	TREVOR BURT	JACOB EDWARDS	MALCOLM HENDERSON	JAYAPRAKASH
JAIPALA ARPORN	KIRIATI BWARAI	KENT ELFORD	ALEX HENDRY	KRISHNAMOORTHY STEFAN
IEROME ASALELE	TEMATAAKE BWAURO	MATTHEW ELLIS	PETER HENDRY	KRIVAN
COREY ASHCROFT	MEME BWEBWENIMEANG	BAUKIE ENETA	ADAM HEREMAIA	CHARLIE KUMAR
AIRAM ATAUEA	GRANT CADDIGAN	ANGELA ENG	CHARLOTTE HEWITT	JAINENDRA KUMAR
JESSICA ATKINS	BENJAMIN CAINS	TIMEA ERIA	CHRIS HIBBERT	NEERAJ KUMAR
JACKIE ATKINSON	GRACE CAMERON	TITA ERIA	IAIN HIGGINS	FAHAD KUZHIKKATIUTHODI
JOSHUA ATKINSON	ANGUS CAMPBELL	HOLLY ERICKSON	CONNOR HILEY	PANAPA LAFOA'I
STUART ATTWOOD	CHRISTINE CAMPBELL	ITIMWEMWE ERIETERA	TJ HIRINI	BHAVIK LAKHANI
THAN AUNG	MICHAEL CAMPBELL	TEAKOI ERITAI	ALEX HIRSLER	HOANG LAM
USOALI AVIIVII	ALLAN CANLAS	ATATA ETERA	PHU PHU WIN HLAI	SIFA LAMA
TAAUN BAIKITEA	YASIN CANLI	PETER EVANS	ROB HOLLIER	GEOFF LAMONT
ERROL BAIN	MATHEW CANNING	ELISARA FALO	GEORGINA HOUSE	REUBEN LAMONT
KERRY BAIRD	REILLY CASEY	BECK FALOON-CAVANDER	MATTHEW HOUSE	DAVID LANDY
LUKE BAKER-GARTERS	DANIEL CASSEE	MING FANG	YUAN YUAN HU	MU LAR SAY LAR
ARAVIND BALAN	FRASER CASTLE	BLAIR FISHER	SAM HUANG	LAWRENCE LAVERY
REYMART BALLOCANAG	TIN LIAN CEN HRANG	WAYNE FLETCHER	BENJAMIN HUME	HUMPHREY LAWRENCE
ELIZABETH BANIECIVICH	ALBERT CHALMERS	BRONTE FORWARD	GARRY HUNT	DAVE LAWTON
TEMAKE BANIN	KIMBERLY CHAVEZ	GEORGE FRANCIS	PAUL HUNT	THUY LE HO NHU
ADEEP BARAILI	CARL CHENG	HARRISON FRANKLYN	PIO HURINUI	ERONI LEILUA
RACHEL BARKER	SARAH CHING	LUKE FRANKLYN	PETER HURRING	SUSANA LETIA
PETER BARRETT	SHARON CHRISTOFF	DAVID FREEMAN	ANDREW IBBERTSON	GAVIN LEVY
COLE BARRIE	HELENA CHUNG	LOUISE FUNG	HALIMAH ILAVARASI	HENDRIK LEWIS
DAVID BARRIE	DAVID CLARK	DAVID GANNON	NIGEL ILLINGWORTH	SHERYL LEWIS
BEN BARTLETT	JAY CLARKE	FLOYD GARDINER	PRASHAN IMBULANA	RIGGS LI
ZACH BARTLETT	LAWRENCE CLOSE	JESSICA GARDNER	LIYANAGE	GRAYSON LIA
BLAIR BARWICK	ROBYN COCHRANE	DOMINIC GARGIULO	CHANTELLE INA	MICHAEL LIA
JAMES BATEMAN	LISA COLE	MARCUS GARGIULO	TEWEIARIKI IOANE	MIGUEL LIA
JOHN-PAUL BAYLIS	NICOLA COLLIER	PIERRE GARGIULO	TOANTABANGA IOTIA	PAULETTE LIEBEZEIT
DEBORAH BECKLEY	TAURION COLQUHOUN	NICK GARRATT	BRUCE IRVINE	JOANNA LIM
JODY BELL	AARON CONDON	COLIN GASS	CHARLOTTE JEFFORD	BIMALA LIMBU
CAROLYN BELOE	JAYNE COOK	KEVIN GENT	RYAN JENKINS	HANK LIN
CAROLINE BENDALL	GAVIN COSGRIFF	ROGER GEORGIEFF	MELISSA JENNENS	MOLIMAU LITO
DAVID BENNETT	MARK COSSAR	FRANCIS GERASTA	NARENDRA JINA	ALEX LITTLE
JOSH BENNETT	JOHN COWLEY	DEO GHALLEY	MAXWELL JOHANSSON	DANIEL LITTLE
BEATRIZ BERTAZZOLI	CHARLES CRAWFORD	PAUL GIBBENS	AMANDA JOHNSON	TRISTAN LITTLE
JACK BESWICK	JAMIE CRAWFORD	BEN GLANVILLE	KENWYN JONES	WILLIAM LITTLE
BEENA BHANA	GRANT CREIGHTON	MARCUS GOBALD	LILY JUNG	LEI LIU
WADE BIRT	ANDREW CROSS	LA GOE	YULI JURADO JURADO	ANDREW LOCKYER
STACEY BLANCHARD	LYNN CROZIER	BRENT GRAHAM	TATSUYA KAKEMOTO	SOK HENG LOEM
MICHELLE BLIGHT	JAYDEN DAHYA	TYLER GRAHAM	TEBIKAU KAMATUA	FLAWLESS LOKENI
WANRO BOBAI	MELISSA DAMPIER	ELIZABETH GREENWOOD	SOKUN KAO	STEVEN LOWTHER
ANDREW BODY	AI DARE	LIAM GRIFFIN	SAIPELE KARIO	TUSIGA LUTAU
CORY BOLGER	LAWRENCE DARLING	NANDANA GUNATHILAKA	RAJWINDER KAUR	TEARIKI MAERERE
JAY BOLSTAD	LAWRENCE DAWSON	DENIM HABIB	RAMINDER KAUR	B MAGAR
CAROL BONHAM	ROSE DE LA RAMA	TERENCE HABIB	SAMIUELA KAVA	BAL MAGAR
TOM BOSWORTH	DOMINIC DE TORRES	DYLAN HALL	SIOSAIA KAVA	NAR MAGAR

RAN MAGAR
YAM MAGAR
FAKATOUASI MAHE
JITH MAJHI
NILESH MAKAN
DHAN MANGAR
DIL MANGAR
GAURI MANGAR
KAMAL MANGAR
TIL MANGAR
UNTI MANGAR
BAORE MANIKAOTI
DAYAL MANU
DANIEL MANUGE
PHILLIP MAREE
NANGKA MARORO
ANATAAKE MAROTITA
MIKATAAKE MAROTITA
VANESSA MARSH
DALLAS MARTIN
HAMISH MASON
SCOTT MASON
TAUELI MAUGA
DANIEL MAZENGIA
ALLAN MAZZOLA
MURRAY MCBRIDE
ALISTER MCCALLUM
SARAH MCCORMACK
BRYAN MCPHERNEY
DAVID MCKAY
LYNN MCKAY
ANDREW MCKENZIE
LUKE MCKENZIE
DEREK MCKINNEL
JAYLEM MCLEOD
KELVIN MCPHERSON
DALE METCALF
MATTHEW METCALF
MARK MIDDLETON
WAYNE MILLAR
TRACEY MILLER
LAR MIT KU MO
AHLEEN MOA
PURNA MONGAR
DANIEL MOOR
LILY MORAN
BLAIR MORRIS
CAMERON MORRIS
TRISTAN MORRIS
AIMEE MOSSMAN
KIM MOUNSEY
ROBIN MULHOLLAND
GABRIEL MULLIGAN
SIMON MULLIGAN
KEVIN MUNROE
ALLAN MURRAY
ALAI MUSIE
WHITNEY MUTU
MONIKA NABAKOA
MERETIATA NABOOI
VINEET NAIR
TONANA NAMEAE
DANIEL NEUMANN

MIN NGI
SY NGUON
TRANG NGUYEN
KUL NIROLA
BENJAMIN NIVEN
WASUNTARA NOINACHOT
COURTNEY NORMAN
TIMOTHY NORTH
PETER NORTHERN
CIA NUAI
ROBIN OAKLEY
TIEKA OBETA
SAMANTHA O'CONNELL
MARK O'CONNOR
GRAEME O'DEA
NORULDEEN OGLAH
CALEB O'HALLORAN
LIAM O'HALLORAN
WAYNE O'HALLORAN
JOSEPH OKA
GRAEME OLDHAM
DOMINIC OLIVER
BRENDAN O'NEILL
SEAN O'NEILL
CHRISTINA O'SULLIVAN
JOHN O'SULLIVAN
RICHARD OTT
NOEL OWEN
ANDRE PAHL
KATE PARKER
TOBY PARKES
MARCUS PARLATO
KAJAL PATEL
SUNIL PATEL
MANINDER PATLAY
ETHAN PAWLEY
KATE PEMBERTON
DAMITH PERERA
COVENANT PERESONA
GRACE PERRETT
ABBY PETERS
HUY PHAM
NGOC CHI PHAM
LAR PHAN
HOON PHAT
ADAM PHILLIPS
ROBERT PITOITUA
TERRA POIHIPI
TIMOTHY POORTER
LINTO POULOSE
OLIVIA POWER
JERRY PRENDERGAST
SIMON PRENDERGAST
DAVID PRICE
LIAN PRICE
ANTHONY PRITCHARD
CRAIG PRITCHARD
DUNCAN PRYOR
ROBERT PRYOR
BISMARCK PULEVAKA
GREIG PULLAR
DEBORAH QUIGLEY
ASHOK RAI

JOG RAI
JONASH RAI
TAABANE RAIMON
JERIN RAJU
AMIT RAM
RUSSELL RANGI RANGI
ABDUL RASHID
LATAYA RATANA
JITHENDRA REDDY BATTULA
JADE REEVES
MICHAEL REGAN
BEH REH
BEH REH
HSAE REH
KO REH
MEE REH
MI REH
MIE REH
PLEH REH
POE REH
PRAY REH
PREH REH
SAY REH
SU REH
BRETT REID
SHARON REID
LINA RENNER
TE AHU TUI RA REWETI-PETERS
TARITA RIBORIKI
MICAH RICHARDS
WENDY RICHARDS
ADAM RICHARDSON
SHANE RICKIT
BRUCE RISATI
JASON ROBERTS
LANCE ROBERTSON
MARK ROBINSON
JOSHUA ROBSON
KAREN ROBSON
TAIA ROI
CLARISSA ROMANO
AMANDA ROSS
BENJAMIN ROSS
HORI ROSS
NI RUNG
JAMIE RUSS
PHILLIP RUSSELL
PAUL SCHEFFER
DIANE SCOTT
SHANE SCOTT
RAJJEET SHARMA
CHRIS SHAW
REBECCA SHEED
JASVIR SINGH
JASWANT SINGH
PRANEEL SINGH
KANWAR SINGH SIDHU
MARALIZE SMITH
SINIVA SOLI
MICHAEL SOLLY
JAMES SOUTHORN
DAVID SPEDDING
MICHAEL STEVENS

TIMOTHY STEWART
GRANT STUMBLES
MICHAELA SUTHERLAND
WAYNE SWIFT
OTIRI TABOIA
RICHARD TAIAROA
CAMPBELL TAIT
BATUBATU TAKABWEBWE
TIITEE TAKINETI
THANG CEM TALAWNG
BRINDA TAMANG
FA'AIOLOGA TANUVASA
ELLERY TAPPIN
KELEKOLIO TAPUELUELU
TUFELE TAPUELUELU
TOOMA TARATAU
APITANGA TAUFA
LEITALATALA TAULA
PAULIASI TAUMOEPEAU
KATIKUTAAKE TAWAIKI
GORDON TAYLOR
ZACHARY TAYLOR
TONGOI TEAKAI
TIAU TEANNAKI
RABUNAITI TEBUKA
JAMES TEEBERO
TEKABWE TEIBERU
TOKABETA TEIWAKI
TEUEAI TENRUNGA
TEAO TENTAKU
CRAIG TERRIS
TIREWE TETOA
TARIRI TEUEI
HENG KIM THACH
KIEN NGOC THACH
THANH NI THACH
DEP DANH THI
UT KIM THI
JANINE THOMPSON
KENNETH THORN
LAR THU
KOMERI TIEM IENRAOI
MWATITA TIERE
BWARINGA TIETA
TAANEA TIIBAU
TEMATIKE TIIBUKE
TEMA TILIGANA
TEAKIN TIMOTEO
MATARIKI TIMUTIMU-EDWARDS
RATINTERA TIONITI
ALFRED TOAIOLO
BERNARD TOAIOLO
ROMERO TOAIOLO
SHAOLIN TOAIOLO
LUISA TODUADUA
MITIANA TOKANIMARO
KABIRIERA TOKIARA
MAREE TOKOLAH
TIMOTE TONGA
BINOKA TOOM
PETER TOPETO
STACEY TOSH-MCBREEN
THI HUE TRAM

HUY TRAN
THISIDA TRAN
TRAI TRAN
VE TRAN
DOUG TRASK
ANNA TREDER
NEIL TROTTER
NINA TUDEHOPE
JERMAINE TUHI
AFUAFU TUILAEPA
TOLOVAE TUILAEPA
AH-LEE TUMO
CARL TURNER
TEINA TUUGA
TABOIA UAKEANG
TAMANGO UARUTA
KOURABI UATU
ABERE UEERE
BEEN UERETI
NABUTI UERETI
ANTEWITA UNAIA
TEKANUEA UNAIA
TITAU UNAIA
SCOTT VAN BAKEL
SAMISONI VAOTANGI
DENNY VASQUEZ TENORIO
IRINA VASSILIEVA
KELEPI VAVE
JENNY VIDAL FERNANDEZ
SHANE WADSWORTH
BYRON WAFER
MICHAEL WAGNER
SHERYL WAGNER
ALAN WAKE
THOMAS WANG
MURRAY WARD
TRUDI WEBB
HARRY WEBLEY
WAYNE WEBLEY
JAMES WEBSTER
KERRY WELLS
KELLY WETERE
DYLAN WHAANGA
SAMUEL WHITE
CLINTON WHITIKIA-NGATUERE
LA WI
DYLAN WIGGILL
DARYL WILLETTS
TYSON WILLIAMS-MATENA
COURTNEY WILSON
KO WIN
LAURA WONG
WING WONG
JARED WOODCOCK
ETHAN WOODMASS
SHANE WRIGHT
GEOFF WRIGHTWEBB
SUMMY YADAV
DI YANG QING YE
JEREMY YORKE
JAMIE YOUNG
ZACH ZALOUM
CA TIN TIAL ZATHANG

Market Gardeners Limited



100%

MG is New Zealand’s leading wholesaler and distributor of fresh produce. The New Zealand operation is made up of a network of 11 branches strategically located throughout the country and has a presence in the USA. This includes nine large temperature-controlled warehouses, along with two MG Direct branches. It is also a leading distributor of recognised international brands, including Dole and Sunkist.



100%

In 2023, MG purchased leading hothouse capsicum growing operation, Southern Paprika Limited (SPL). Located in Warkworth, the property consists of 26ha of glasshouses, housing approximately one million capsicum plants. An additional one-hectare glasshouse in Port Wells is leased.



100%

JS Ewers is a large hothouse and outdoor vegetable farming operation, located in Nelson. It has been growing and selling premium fresh produce throughout New Zealand for 50 years and has been under MG management since 2012. In recent years, JS Ewers has expanded to grow strawberries under cover.



100%

Kaipaki Berries is a fully covered berry farm, currently growing strawberries and raspberries with blackberries to be added in the future. Based in Cambridge, the property has six hectares under cover, growing premium varieties.



84%

Te Mata Exports is an export business that was established in 2012. With a presence in New Zealand, Australia, Japan and Vietnam, along with a strategic partner in South America, it specialises in the export of apples, cherries, citrus, grapes, vegetables and other products to international markets.



50%

UFG is a joint-venture company formed by the combination of grower-owned companies United Flower Auction Limited and MG. It is New Zealand’s largest flower auction and wholesale flower business. It has auction and wholesale facilities in Auckland, Wellington and Christchurch, as well as a wholesale facility in Invercargill.



50%

First Fresh was formed in 1989 to pack and market an expanding volume of locally grown product, both domestically and offshore. Based in Gisborne, First Fresh is the largest citrus and persimmon supplier to the domestic market, as well as a leading exporter for these products.



33%

New Zealand Fruit Tree Company (NZFTC) was established in 1996 and manages intellectual property rights, representing a wide range of global plant breeders in the New Zealand market for summerfruit and pipfruit in particular.

MG Group New Zealand

- Branch Operation/Warehouse
- Subsidiary or Associate business



New Zealand market operations

It was a year of two distinct parts for our New Zealand market operations. After our strongest seven months on record, with summerfruit and soft berry categories performing particularly well, the market turned rapidly. Consumer demand softened in response to increasing interest rates and other inflationary pressures. In contrast to the previous year, where the weather worked against a large number of suppliers, growing conditions across the country were generally very good.

This contributed to an oversupplied market, lowering values across several of our larger categories, including green vegetables, tomatoes, and root crops.

Against this backdrop, it is pleasing that MG's position as a market leader, together with the efforts of our branch managers and marketing representatives, has resulted in continued resilience in our sales. While growth moderated in the last five months of the year, the branch network performed well, achieving

record sales and volumes. This reflects our strong focus on providing our growers and customers with a partner they trust, delivering a high level of attention, whatever the market conditions.

This has been coupled with sensible cost management and a proactive approach to securing supply and driving sales. It hasn't been easy, and we are also grateful to our procurement representatives, key accounts specialists, and hard-working operational teams across the

country, who have maintained their focus and dedication in an unstable and challenging market environment, along with our administration and Support Office personnel, who deliver excellent assistance to our branch operations throughout the country.

In these difficult times for our grower-suppliers, we continue to be a lean and efficient operation that provides a cost-effective channel to market for growers, offering transparent, fair commission rates, without compromising on quality or service.

While the financial result is pleasing, more importantly, this year we have made progress in positioning our New Zealand operations for better times ahead. This includes the full roll-out of the new technology platform, M3. The project, which was disrupted by the COVID-19 pandemic, took five years to complete, but we are pleased it is now successfully operating across all of our MG branch operations and Support Office. The next challenge is to unlock the system's full potential, and a technology roadmap has been developed to drive M3 forward, as well as to ensure we keep pace with other digital innovations.

With regard to our securing supply strategy, we've invested time in a new model which builds on what we have achieved in recent years to ensure we continue to maintain our competitive edge. In essence, this approach aims to advance our position in each category and deliver a greater level of sales success. It includes developing a better understanding of how to meet the needs of our growers and help them move more of their product. It's a win-win situation. The more growers choose to transact business with us, the better our ability to create an advantage for them.

Operationally, we remain focused on investing in our infrastructure to ensure it is fit-for-purpose, with safety,

efficiency, and sustainability in mind. We've undertaken extensive work in our Auckland branch, expanding the inwards goods drive-through and upgrading the old banana ripening areas, which now serve as an extension of the main market floor. A large project to fit out the sales area and offices is also currently underway in Auckland. Offices and shared spaces in the Nelson branch have been renovated. We have progressed our lighting upgrade in our Auckland, Palmerston North, and Dunedin branches, and have also modified our refrigeration systems in Hamilton and Dunedin, with work starting to replace the old system in Invercargill.

Every two years we engage with growers through an independent research company to measure the quality of our service, strength of our relationships and assessment of our overall performance. It also helps us to better understand grower sentiment which is hugely important when making decisions about the future. We recently completed our third edition, which has been benchmarked against our 2020 and 2022 results.

Again, growers told us we outperform others in the market across all key service standards.

A really pleasing aspect was seeing our Net Promoter Score (NPS) increase again this year. A NPS assesses the strength of relationships, based on the likelihood of a grower-supplier to recommend the MG Group to others. Our initial score in 2020 was 23, lifting to 36 in 2022 and increasing further to 44 in 2024. The research highlighted that 87% of growers were "more than confident" in MG, with other feedback indicating a high level of satisfaction with each of our key service standards.

While it's always pleasing to hear where we're doing well, the most useful information we gain from this research centres on where we can further improve and add value. To this end, growers have emphasised the need to remain focused on our New Zealand operations and to put our energy into delivering positive sales and returns. Based on feedback, we will also continue to leverage our channels to communicate our business strategy.





Growing operations

This year has been one of continued focus on ensuring we have cornerstone supply in certain categories, a key strategy that underpins the MG Group’s long-term resilience and growth. Our growing operations are a key part of this strategy, providing us with a significant platform which enables us to present customers with a compelling offer, including continuity of supply. Having cornerstone supply also allows the MG Group to go to market with more influence and grow categories for the benefit of all growers who partner with our co-operative.

In April 2024, the MG Group acquired the other 50% stake in Kaipaki Berryfruits Limited (Kaipaki Berries), gaining full ownership of the business. The MG Group already owned the property and company, but the operating business was a joint-venture. The Cambridge-based operation has faced two difficult years and had to overcome numerous obstacles. As a result, it required further investment and focus which contributed to the decision to acquire the remaining stake in the business. As part of our commitment to the berryfruit category,



which we see as a growth opportunity, we have recruited new growing expertise, worked to enhance business standards and introduced several on-farm operational improvements.

A great deal of work has been done at Kaipaki Berries to trial the new BerryWorld™ strawberry, raspberry, and blackberry varieties, which are globally renowned and which the MG Group holds exclusive rights to in New Zealand. This coming season, we have begun transitioning raspberries to BerryWorld™ varieties, with plans to transition the strawberry crop over time. Our experience allows for the varieties to be trialled in a controlled environment and for us to share technical knowledge with other growers who partner with us to grow BerryWorld™ varieties.

At JS Ewers in Nelson, we successfully completed the first year of growing

strawberries under cover, and this coming season, the majority of the crop will be the BerryWorld™ varieties. We have also made a further investment in the category, with a small expansion of the undercover structure, adding one more hectare to allow for further precision growing of alternate varieties and plant types.

Like other greens growers in New Zealand, low market values have impacted outdoor operations at JS Ewers, while the market for hothouse categories was variable throughout the year. The team has worked hard to stabilise the glasshouse operations following last years impact of the Potato Spindle Tuber Viroid, with crop rotations now back in sync. A highlight at JS Ewers was officially cutting the ribbon of the new JS Ewers Biomass Energy Centre, which is covered in more detail in the sustainability section of this review.

In Warkworth, we marked the first year of owning and operating Southern Paprika Limited (SPL). It was a year characterised by challenging growing conditions, largely due to pest and disease issues. However, these are being actively addressed, including a water sterilisation project aimed at improving crop production performance. Additionally, the rising cost of gas, the primary energy source for heating the glasshouses, remains a focus as we explore long-term energy solutions.

SPL has delivered against our strategy, strengthening our position as a major capsicum supplier to key customers, and providing a platform for the sale of other lines. Along with all of our growing operations, we continue to focus on improved production and efficiency as we move forward to leverage further gains.

JS Ewers
Kaipaki Berries
SPL



MG Group
Ownership:
100%

New Zealand Fruit Tree Company

A key long-term focus of the MG Group is developing and/or obtaining rights to IP varieties and then partnering with growers to bring them to market. This strategy is supported by our 33% shareholding in the New Zealand Fruit Tree Company Ltd, a specialist IP

business representing a wide range of global plant breeders. This partnership continues to strengthen MG’s leading market position in the domestic supply of summerfruit, while also providing the co-operative with opportunities to advance in the pip-fruit category.

New Zealand
Fruit Tree
Company



MG Group
Ownership:
33%

International operations

The MG Group's imports division continues to focus on maximising sales of products that are either not grown in New Zealand, complement the domestic supply, or are out of season. A key focus this year has been building relationships with new international suppliers, strengthening ties with long-standing partners, ensuring the delivery of good value, quality produce, and fulfilling customer expectations for diverse, year-round availability.

In the highly competitive banana market, the MG Group, through its longstanding partnership with Dole™, remains the largest player. Volumes have remained steady, and we're pleased to have achieved a slight increase in market share. With one of the highest per capita banana

consumption rates in the world, ensuring a consistent supply of bananas is critical for New Zealand consumers. Dole™ continues to be a leading proprietary banana brand, and along with its tropical fruit range, including pineapples and pawpaw, delivers exceptional quality and market innovation. This partnership, which has now spanned over 30 years, remains key to our success across these categories.

While bananas performed well, other imported lines faced significant volatility. The first half of the year experienced strong demand, but the latter part of the year saw an oversupply across a number of products. This flooded market resulted in increased competitiveness and supply challenges across several key product lines.



The Ministry for Primary Industries (MPI) has opened new supply markets for pineapples, and we recently completed a trial of product from other geographies. The advantage of our current programme from the Philippines lies in its short lead time to market and superior product quality on the shelf. We will continue to consider all options and assess the impact on our operations.

Although the shipping and logistics landscape has stabilised somewhat following the disruption caused by COVID, it remains a difficult task. Our specialised team continues to manage these complexities, ensuring a steady supply of imported goods. We've seen some softening in freight rates as post-pandemic shipping services improve, but closely managing the costs and logistical difficulties remains an ongoing focus for our international division.

We're proud of our close relationships with our international supply partners, whose expertise and commitment play a critical role in our success. Their trust and support, combined



with our understanding of the New Zealand market, allows us to maintain a competitive edge and offer an unmatched range of imported products to New Zealand customers. We extend our gratitude to our valued partners, including Dole™, Sunkist™, Mildura Fruit Co, Jasmine Vineyards, Mulgowie, GV Independent Packers, Hannay Douglas, Sunshine Exports, and the many smaller family-owned businesses that contribute to our continued success as New Zealand's leading produce importer.

↑ MG Group Chair, Bruce Irvine, presents Dole Asia Holdings President, Makoto Sawanoi, with a gift to mark the 30-year partnership between the two businesses.

In the highly competitive banana market, the MG Group, through its longstanding partnership with Dole™, remains the largest player.



Te Mata Exports



MG Group
Ownership:
84%

TE MATA EXPORTS

Te Mata Exports 2012 Ltd (Te Mata Exports)

Te Mata Exports continues to respond well to the challenges and opportunities presented by difficult market conditions, delivering a reasonable financial result for their financial year which concluded at the end of December 2023.

The overall outcome was impacted by a challenging season for apples, Te Mata's main export crop, with lingering effects of Cyclone Gabrielle affecting quality, fruit size, and reducing volumes by approximately 30%. Global economic conditions made trading difficult, particularly in the Asian market, where high inflation has led to consumers tightening their budgets. In addition, the sale of a large supply partner further reduced tradable volume, however, the team successfully replaced a significant portion of the lost volume by working hard to source alternative supply.

The grape-growing season in Australia faced similar challenges, with supply impacted by lower volumes and generally weak market conditions influenced by both quality and economic factors. Similarly, grape exports out of Peru faced difficulties, with early crops not meeting expectations. On a positive note, Japan has removed varietal restrictions for Australian table grapes, opening up exciting new opportunities for Te Mata Exports, which has a strong supply base and people based in Japan.

Other crops, including New Zealand cherry exports and Australian citrus, performed well.

Considering the barriers, Te Mata Exports managed to trade effectively, securing strong returns for its grower suppliers despite the tough conditions.

This coming season, the apple crop indications are more positive, with smaller sizing but improved volumes, and better demand is expected.

The Te Mata Exports team is focused on markets with the greatest growth potential, and which will deliver the best returns for grower-suppliers. To this end, they have made positive progress in expanding their in-market presence in Asia, adding a new person in Vietnam, which complements their teams in New Zealand, Australia, Japan, and their strategic partners, Inversiones Vecs SpA, who are based in Chile and Peru.

Te Mata Exports also stabilised its workforce in the Australian citrus sector, particularly in Queensland and South Australia, where Te Mata Exports has a strong grower base. This positions it well to capitalise on relationships at both ends of the supply chain and explore opportunities for future expansion.

This year, Te Mata Exports launched a1 apple™, which replaced the Bay Queen brand. This early-season apple, developed in New Zealand, has been fully allocated, with supply split between the Gisborne and Hawke's Bay regions. Additionally, they have expanded their licence for Cosmic Crisp™ and are now progressively planting 150 hectares, with completion expected by 2029. There is also a lot of confidence in this variety, which is a sweet apple, renowned for its post-harvest storage capability, where it maintains its quality over a longer period than other varieties.

Finally, on behalf of everyone across the MG Group, we acknowledge the retirement of Murray Tait. Murray established Te Mata Exports in 2000 and grew it from a small Hawke's Bay business to a significant player in the global fresh produce market. His efforts in apple exports in particular, have left an indelible mark on the industry.





United Flower Growers



MG Group Ownership:
50%



United Flower Growers Ltd (UFG)

It is pleasing to report that in a year marked by significant uncertainty, UFG performed better than the previous year, making a healthy profit and contributing positively to the MG Group result.

The management team has maintained a sharp focus on operational efficiencies, bolstering people capability, leveraging existing experience, and continuous improvement. Flower prices were negatively impacted by conservative consumer purchasing behaviour driven by cost-of-living pressures. The UFG team also had to navigate significant fluctuations in stem volumes at different times throughout the year as seasons changed. However, in contrast, the creation of a more user-friendly online auction attracted 7% more buyers to their floor. This enabled products to be cleared consistently and has supported the industry to be resilient.

UFG continues to engage in innovation and new business processes to improve efficiency and create new platforms for growth. This year, it has made significant progress in digital and data projects, and while these require investment which impacts the bottom line, they are investments that are essential to the

business’s long-term success. Initiatives include further upgrades to the virtual auction portal and new features that enhance user experience, supporting the delivery of a highly efficient, real-time operation. While buyers are still welcomed on-site at the auction houses, the technology has advanced to the point where the online portal is the primary sales platform, and UFG no longer conducts traditional live auctions.

Looking ahead, UFG is exploring a wide range of options to expand its channels to market and will continue focusing on a strategy to grow its wholesale business with large retailers, including the development of a new online marketplace. Work is also underway to explore options to move to new premises in Auckland. While the existing site is well-located, there are challenges related to space and access.

The economic outlook remains a concern. However, there’s a great deal of confidence in the current UFG business model, management team, and forward-looking strategy.





First Fresh



MG Group
Ownership:
50%



First Fresh New Zealand Ltd (First Fresh)

For Gisborne-based citrus and persimmon supplier, First Fresh, the financial year, which finished at the end of March 2024, continued to test the resilience of its grower-suppliers and the business.

As predicted in last year’s annual review, the weather was again the biggest challenge. The East Coast region has been dealing with year-on-year wet conditions, including a wet spring in the latter half of 2023. As a result, both yield and fruit quality for persimmons and citrus were affected, and it was largely a continuation of the difficulties faced in the previous year. The consequences were a reduction in export pack-outs, particularly of persimmons. It compromised shelf life and resulted in lower volumes for domestically sold products, which reflected broader trends across New Zealand’s produce market. Pleasingly, the second six months, from September 2023 to March 2024, were more positive, with stronger citrus values through the summer months helping offset the first six months of trading.

As part of its strategy to secure supply and support the business’s growth, First Fresh has taken steps to lease an additional orchard this year. This not only secures product but also offers a solution for orchardists who wish to retain ownership of their land while stepping back from day-to-day management.

There’s also a continued focus on managing costs and expanding the portfolio of IP varieties, including positive progress in the planting of the new seedless Eureka™ lemon variety.

The underlying result was a modest profit, although below budget expectations. This underscores the harsh realities of dealing with ongoing weather-related disruptions. However, it also highlights the adaptability of the First Fresh team, who have been proactive in their efforts to manage costs, expand supply, maintain a focus on profitability, and maximise returns for their growers.

This year, MG Group also increased its ownership stake in First Fresh from 40% to 50%, reflecting its ongoing commitment to the partnership.

The company continues to invest in its brand through its social media strategy and this year engaged with rugby star Renee Holmes to represent First Fresh as a brand ambassador.

Looking ahead, early indications are that First Fresh will see improvements in returns for the 2024 export season, particularly for lemons and persimmons. The team is also exploring new growth opportunities, including offshore sourcing and trading persimmons into Asian markets under the First Fresh brand.



Celebrating success

Everyone across the MG Group was really pleased to have been recognised by Foodstuffs New Zealand, winning the “Here For NZ” partnership award at their annual supplier event held at Te Pae in Christchurch on Thursday, 4 April 2024.

The national award is presented to the supply partner that most closely aligns with their “Here For NZ” social priorities, which include making healthy food accessible, supporting communities, looking after people, and operating in an environmentally sustainable way.

When presenting the 2024 trophy, Foodstuffs outlined the initiatives that contributed to the MG Group being selected, including the work of the MG Charitable Trust, the Good Bunch programme driven in partnership with Dole NZ and the Salvation Army, and the meaningful sustainability projects delivered by the teams across the MG Group.

It was very humbling to receive the national partnership award, which acknowledges the work we’re doing above and beyond simply providing good service to growers and customers. What makes this award extra special is that we didn’t put ourselves forward—Foodstuffs took the time to seek out the MG Group as a winner and learn about the initiatives and projects our teams have delivered in this space.



As a co-operative, being community-minded, looking after people, and focusing on long-term sustainability is ingrained in what we do, with one of our key strategies being to ensure the business is well positioned for the benefit of future generations.

Outlook

We are monitoring the headwinds as we enter our next financial year, with challenging trading conditions expected to continue through into 2025. While the current market environment is difficult, we continue to take a long-term view and look beyond economic cycles. Successful operations have the right vision supported by good strategy, which is executed by the right people. Under the governance, leadership, and effective teams, the MG Group is well-placed to meet the inevitable challenges that will confront us in the year ahead.

We are highly focused on our forward-looking strategy, underpinned by six pillars which are shown in the strategy graphic below.

Like us, our growers and customers will be impacted by high interest rates and ongoing cost increases, which is forcing a focus on efficiency and productivity. The opportunity for the MG Group is to harness the power of working together to cost-effectively provide a suite of services that support our growers-suppliers and customers to succeed.

While we’re very mindful of operational costs, we know this must also be balanced against investing in the right areas of our existing businesses. As highlighted by the sale of Premier Fresh Australia, we are prepared to make appropriate changes to our group, either through acquisition or divestment when the time is right.

We also recognise that the best way the MG Group can become stronger is if the communities in which we operate also grow and prosper. As a large New Zealand employer, supplier, and stakeholder in the horticulture sector, we know we have to operate sustainably, contributing in many positive ways to these communities. You can read more about our achievements and strategy in this space in the section of the annual review dedicated to sustainability.

The industry keeps evolving and we are seeing more consolidation with larger businesses acquiring growing operations. However, there are still a healthy number of family-owned operations - small, medium and large - that remain

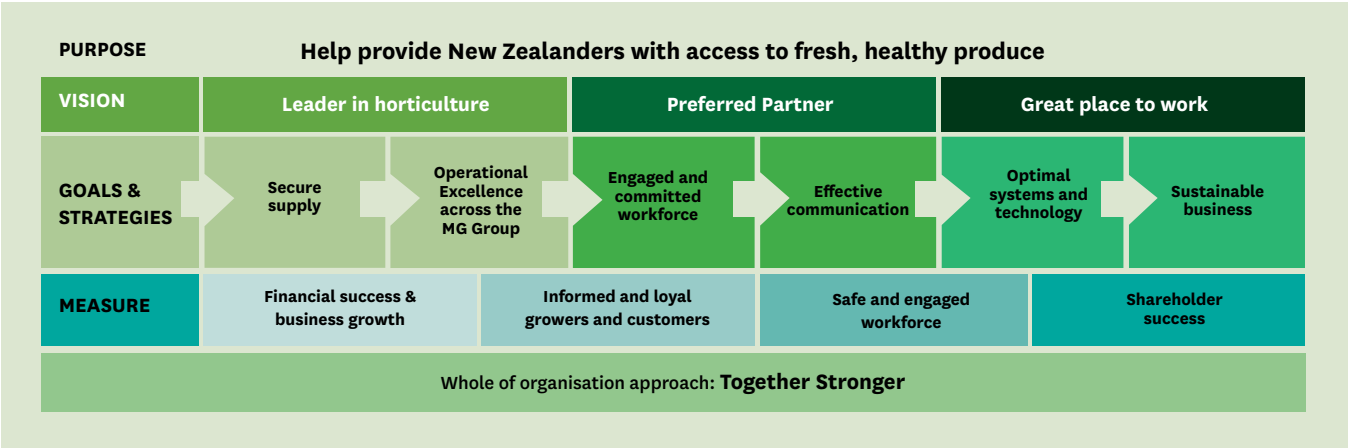
committed to quality produce and are driven by a passion for the industry. Protecting the ability of all grower-shareholders to sell and market produce competitively is a vital component of our mutual success.

Of course, the goal moving forward is to continue driving the co-operative forward, continuing to add value and continuing to reward loyal grower-shareholders. We believe we have the strategy and the right people in the business to do that.

Thanks again to our grower-shareholders for their ongoing support as we work together to grow our co-operative for a stronger future.

Bruce Irvine
Chair

Peter Hendry
Chief Executive Officer



Sustainability Update 2023-2024

Focusing on what matters

The MG Group has a long-term focus on ensuring it is a sustainable business that delivers positive outcomes for grower-shareholders, customers, staff, business partners, and the community.

This is the fourth account of the MG Group’s sustainability activities. We are pleased that we are making progress across a range of Environmental, Social, and Governance (ESG) areas.

The development of a comprehensive sustainability programme that includes data across the MG Group is another step forward in our journey. Our original Sustainability Roadmap focused on strategies and recorded emissions for our New Zealand market operations. We have now expanded the scope to include all of our subsidiary operations.

Building on this approach, we have initiated an MG Group Sustainability Committee to ensure there is connectedness and accountability within the business. The committee includes Ellery Tappin (GM Communications & Sustainability), Kerry Wells (Executive Director NZ Subsidiaries and Associates), Duncan Pryor (Company Secretary), Kimberly Chavez (Business Assurance Manager), Jade Reeves (GM Operations), and Kate Parker (Te Mata Exports CFO).

We openly share our sustainability journey and action plan at grower meetings, our AGM, customer business reviews, and with banks, insurers, auditors and other stakeholders.

Over the past 12 months, we have continued to take steps forward in improving our environmental performance

by investing in areas that make us more efficient and reduce our carbon footprint. This includes the commissioning of the JS Ewers Biomass Energy Centre, which stands as the project that has had the greatest impact in our greenhouse gas emissions reduction pathway. It is also the single largest investment in sustainability in the MG Group’s history. We provide an overview of this project later in this section of the annual review.

While the MG Group doesn’t meet the threshold of a Climate Reporting Entity, which is required to publish climate statements, we have made the decision to align our new sustainability strategy with the commonly used reporting framework. The table below includes an outline of our activity across the four key areas of focus.

Governance	<ul style="list-style-type: none">• Mandate the development of a risk assessment process, including development of a risk map for climate-related risks.• Formally discuss climate-related risks as a Board and Audit & Risk Committee.• Include sustainability as an agenda item for MG Group subsidiary businesses.• Mandate the creation of a decision-making group at management level (MG Group Sustainability Committee) representative of the wider business.• Communicate formally through all levels of the MG Group.
Strategy	<ul style="list-style-type: none">• Launch a new sustainability plan (post-inaugural sustainability roadmap) for the MG Group, including strategies for Stronger Business, Stronger Planet, Stronger People, and Stronger Partnerships including key actions.• Leverage the knowledge of the wider group to clearly document challenges and opportunities.• Engage with grower-shareholders, through formal research, to determine stakeholder priorities.• Integrate sustainability into the decision-making framework.
Risk	<ul style="list-style-type: none">• Expand the existing risk maps, recording current and anticipated risks related to market operations, farming operations, and export business.• At a high level, begin documenting scenarios for the produce industry and the potential impacts.• Integrate climate-related risks into the decision-making framework for capital expenditure.
Metrics & Targets	<ul style="list-style-type: none">• Complete carbon footprint reporting to the ISO 14064-1:2018 standards for the MG Group, including subsidiary businesses.• Categorise emissions, including significant known Scope 3 emissions.• Use the carbon footprint report to inform decisions for emissions reduction, including expected impact.• Use formal grower research to assess alignment with shareholder views and expectations.

MG Group Sustainability Plan



At the heart of our overarching plan are our four pillars – Stronger Business, Stronger Planet, Stronger People, and Stronger Partnerships.

01 Stronger Business

Sustainability is a key part of our overarching MG Group business strategy. We see a sustainable operating model as an essential element of our long-term success. To that end, one of the most important objectives in our programme is to be economically resilient, with the understanding that in order to invest and innovate, we need to first be profitable. We are well placed to achieve long-term sustainable growth, with a stable of leading, resilient businesses and a strong balance sheet.

03 Stronger People

Respect for employees, growers, customers, and business partners, along with a relentless focus on providing safe workplaces, are fundamental to the way the MG Group operates. Our social responsibility extends to maintaining high standards of ethical conduct and actively contributing to the communities in which we operate, which is outlined in a separate section of this review.

02 Stronger Planet

Our operations depend on resilient infrastructure as well as natural assets. We are retrofitting energy-efficient technologies, primarily lighting and refrigeration, into our branch network and have ingrained long-term environmental outcomes into our decision-making process for new investments, alongside other key considerations such as financial benefits. A number of forward looking projects, including assessing options to decarbonise stationary combustion at SPL, are underway to further improve our environmental performance.

04 Stronger Partnerships

We continue to drive the importance of sustainability through our network of growers and customers. Our programme also focuses on engaging fairly with our suppliers and sourcing supply ethically, which is underpinned by our Responsible Sourcing Policies. Additionally, all of our growers supplying major customers through the MG branch network are required to have a social practice certification.

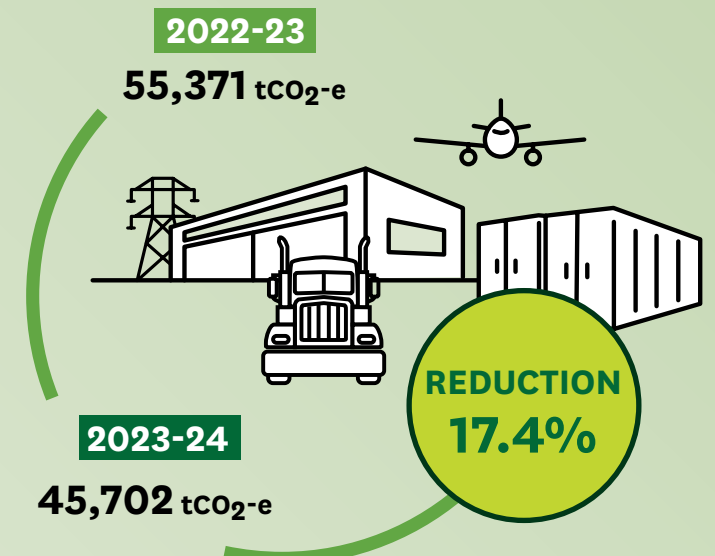
Carbon Footprint

Our strategy has always been one of continuous improvement, and that will never change. Now, with a clearer understanding of our emissions across MG Group's operations, including the market business, farming operations, and Te Mata Exports, we are better positioned to make informed decisions about how to best direct our resources to reduce emissions.

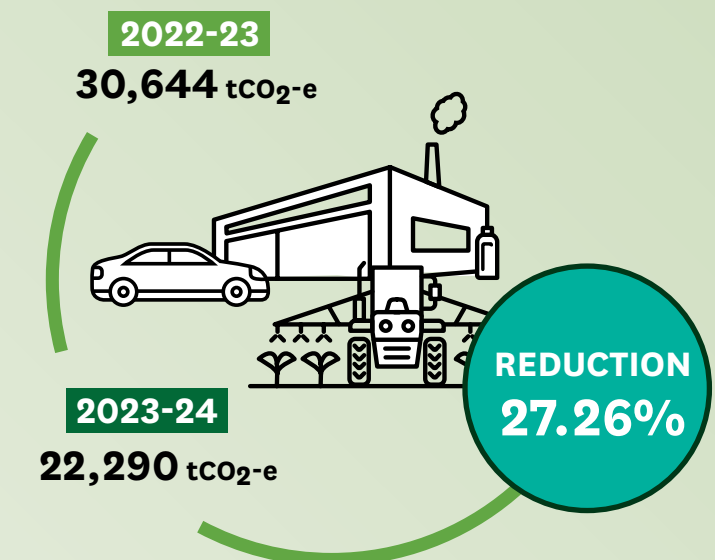
This is the second year our carbon footprint report was delivered independently by Lumen Consulting, adhering to the ISO 14064-1:2018 standard. It again includes measurements of Category 1 (scope 1), Category 2 (scope 2) and a substantial set of indirect Category 3 and 4 emissions. Note that our emissions report does not include Category 5 or Category 6 emissions and therefore these are not reflected in the overall emissions reduction highlighted in this section.

Stationary combustion for glasshouse heating remains the most significant contributor to our total emissions across the group, while refrigeration is where most direct emissions occur in the market business. It is pleasing to report that we have made significant progress in both areas, which helped us achieve a 17.4% reduction in total measured Scope 1, 2 and 3 emissions and a 27.26% reduction in direct Scope 1 and 2 emissions over the past year.

TOTAL EMISSIONS



TOTAL DIRECT EMISSIONS



NOTE: For the purposes of producing a carbon footprint report, which provides a comprehensive emissions profile of the co-operative, data from Southern Paprika Limited has been included for the full 2022-2023 year, despite the MG Group taking ownership of the growing operations in March 2023.



In November 2023, the MG Charitable Trust became a key funding partner for the Agribusiness in Schools programme, which prepares students for a career in the primary sector. The funding ensured that there was more horticulture-related content and a greater level of exposure for the industry.

Community

For over 100 years, the MG Group has been a significant contributor to community organisations, with early records showing a commitment to local mayoral funds, donating to war funds, and supporting other causes such as the Chinese Famine Fund in the 1920s.

Being an organisation in the fresh produce industry, we’re intrinsically linked to healthiness, and our modern-day commitment to local communities aligns with this concept. In addition, we have also been proactive in supporting the wider horticultural industry through the work undertaken by the MG Charitable Trust.

Our community strategy is underpinned by four main programmes which we support financially:



Good Bunch Programme:

In partnership with Dole NZ, the MG Group connects directly to nine Salvation Army food banks throughout the country on a weekly basis, providing fresh bananas. The programme also supports our drive to remove food waste from our operations, with fresh produce that is fit for human consumption, but not for sale is directed to food banks through this programme.



Māia Health Foundation:

The MG Group is a founding business partner of the Māia Health Foundation, which connects the business community with the health sector in an effort to fund significant projects that are not covered by central government.



5+ A Day:

Through funding support, the MG Group aligns with the highly recognised and respected 5+ A Day programme which encourages all Kiwis to eat five or more servings of colourful, fresh fruit and vegetables every day to support a healthy lifestyle.



MG Charitable Trust:

Established in 2021, the MG Charitable Trust focuses on providing funding to projects and initiatives that have a positive impact on the horticulture industry. The Trust has already funded over 30 projects or individuals, distributing over \$300,000. While independently governed, the MG Group provides management support and funds all administration, including travel costs and Trustee payments. Further information about the MG Charitable Trust can be found later in separate annual review, toward the back of this publication.



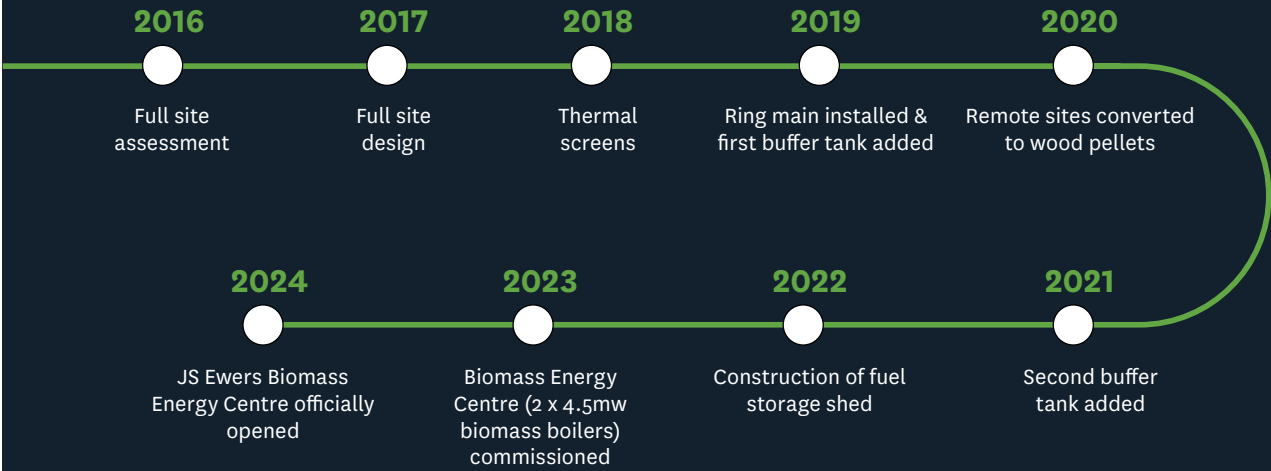
Decarbonising JS Ewers

A highlight in the MG Group’s environmental sustainability journey this year has been the commissioning of the JS Ewers Biomass Energy Centre, a technology with significantly lower direct and indirect greenhouse gas emissions that the coal boilers previously relied on.

The installation of two 4.5MW (9MW total) biomass boilers is the marquee project in the Nelson farm’s overarching decarbonisation strategy, completing the full transition away from coal for heat generation at the site.

A long-term plan was required to reduce on-farm emissions by such a significant amount, with the mission to decarbonise JS Ewers starting back in 2016. The switch to green energy has resulted in a 98% reduction in on-farm emissions, equivalent to a drop of 27,000 tonnes of carbon annually.

Our decarbonisation journey included:



The JS Ewers Biomass Energy Centre also required a 1,400m² shed to house the boilers and store the wood chip, which is an impressive engineering feat in itself. It stands 12.5 metres high to allow trucks to easily enter and offload fuel inside the facility, where it is fed through augers into the boiler room, a complex array of burners, pipes, and heat transfer stations.

The Energy Efficiency and Conservation Authority (EECA) provided co-funding of approximately one-third of the cost for the biomass boiler. This funding support allowed the delivery of the project to be brought forward. The fact that JS Ewers had a well-developed, long-term strategy, which included a number of meaningful initiatives it had already undertaken, was highlighted when the co-funding support was announced. It was noted that the project was part of a journey and not designed around the funding.

The team at JS Ewers has shared its journey and insights with other growers and industry groups such as Tomatoes NZ, promoting a collaborative approach to environmental sustainability.

NOTE: Data, including emissions reductions referenced in this review, were calculated and supplied as part of the Energy Transition Accelerator opportunities assessment by external specialists, DETA Consulting.



Looking ahead

Across the MG Group, sustainability is about understanding and managing the ways we impact the communities and environments in which we operate, to ensure we continue to create value in the future.

We continue to take steps to maintain a sustainable business that is agile, resilient, and well positioned for the future.

We made significant progress in reducing emissions in recent years and this is something we are proud of. We remain focused on further emissions reduction opportunities, with a focus on continuous improvement. We

believe that by remaining flexible and continually reflecting on our approach, we are responding to the challenges and opportunities of sustainability.

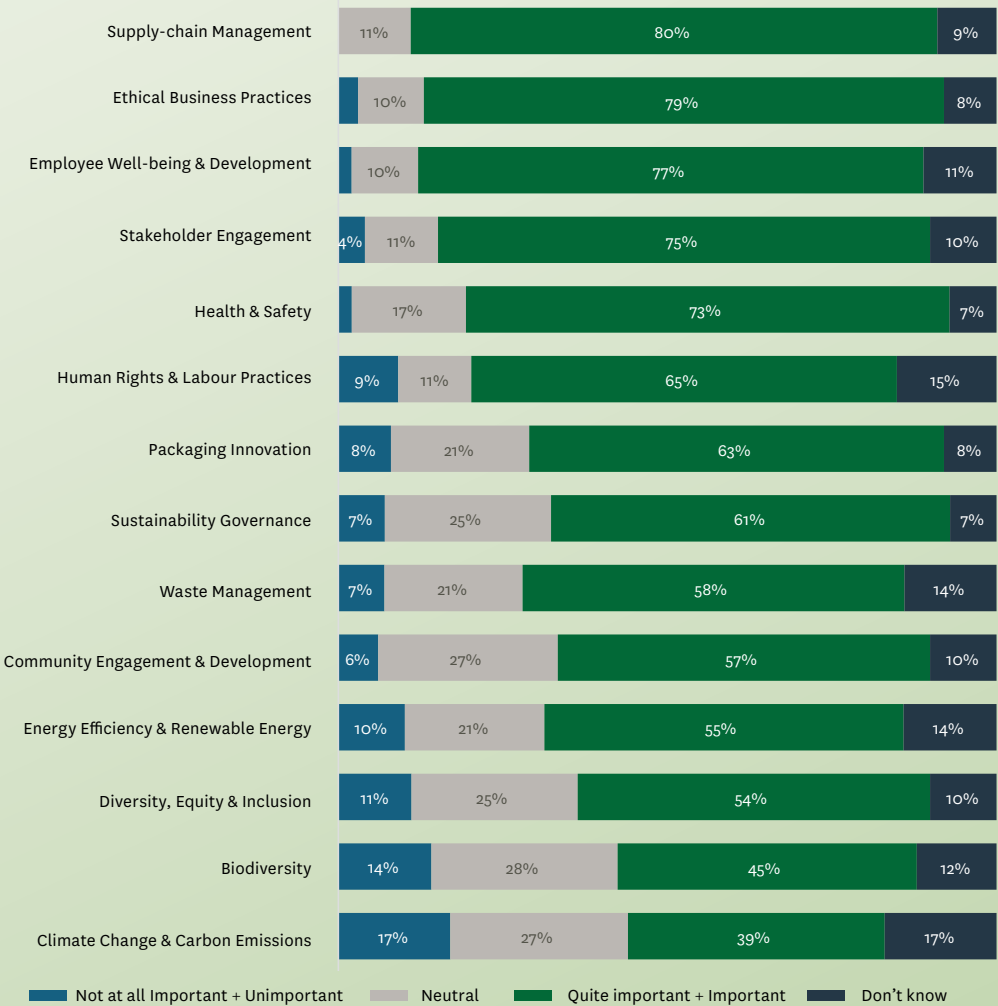
This year, as part of our independent research, we asked our growers for their views on the MG Group. It was heartening to hear that the vast majority of growers are pleased with our efforts. Feedback also highlighted that supply chain management, ethical business practices, and employee development and well-being are areas grower-suppliers see as most important. These continue to form part of our plans moving forward.

Growers also told us they would benefit from the MG Group providing information and advice. While we acknowledge that we are continually expanding our knowledge and expertise, we will also look to share insights with our growers and others on their sustainability journey where we can.

We look forward to making further progress with our sustainability initiatives, which support our wider business objective to create long-term value for all our shareholders.

Independent Grower Research

Question: How would you rate the importance of the MG Group focusing on issues: Sustainability



Financial Summary

INCOME STATEMENT

		GROUP	
FOR YEAR ENDED 30 JUNE 2024		2024 \$'000	2023 \$'000 (Restated)*
Revenue – sale of goods	Solid sales growth across majority of customer group and full year of SPL	256,726	215,914
Cost of sales		(187,728)	(155,451)
Gross profit		68,998	60,463
Other operating income		5,977	10,185
Administrative expenses	Costs have increased due to SPL being included for full year. KBL also now 100% owned during the year	(19,853)	(14,672)
Other operating expenses		(32,563)	(24,332)
Results from operating activities before other income and other expenses		22,559	31,644
Other income		3,104	1,859
Other expenses		-	(1,793)
Results from operating activities		25,663	31,710
Finance income	Higher interest cost due to increased debt due to SPL purchase last year and higher interest rates	1,690	228
Finance expense		(6,899)	(2,105)
Net finance costs		(5,209)	(1,877)
Share of profit /(loss) of equity accounted investees		941	(35)
Profit before income tax		21,395	29,798
Income tax expense	Income tax includes \$2.9m associated with deferred tax on buildings due to legislative change	8,660	8,732
Profit from continuing operations		12,735	21,066
Discontinued operations			
Profit/(Loss) from discontinued operations, net of tax	Impact of sale of PFA and trading in current year	1,256	(17,242)
Profit for the year		13,991	3,824

* The restatements to comparative period relate to the sale of Premier Fresh Australia Pty Limited and are explained in note D1.1 of the full audited financial statements

CASHFLOW STATEMENT

		GROUP	
FOR YEAR ENDED 30 JUNE 2024		2024 \$'000	2023 \$'000
Net cash from operating activities		48,976	35,593
Net cash (used in) investing activities		(12,228)	(54,587)
Net cash from/(used in) financing activities	Cash used to repay \$32.6m of debt in current year	(38,781)	25,277
Net increase/(decrease) in cash and cash equivalents		(2,033)	6,283
Cash and cash equivalents at 1 July		13,105	7,080
Cash acquired on acquisition of subsidiary		43	-
Effect of exchange rate fluctuations on cash held		532	(258)
Cash at 1 July from discontinued operations		(5,662)	-
Cash and cash equivalents at 30 June		5,985	13,105

This Annual Review is a summary of the full Annual Report and financial statements. Copies of the full documents can be found on the MG website (www.mggroup.co.nz).

BALANCE SHEET

		GROUP	
AS AT 30 JUNE 2024		2024 \$'000	2023 \$'000
Share capital		78,225	67,302
Reserves		82,005	79,804
Retained earnings		59,658	61,835
Total equity attributable to equity holders of the Parent Company		219,888	208,941
Non-controlling interests		524	1,718
Total equity		220,412	210,659
NON-CURRENT ASSETS			
Property, plant and equipment		292,057	308,152
Lease assets (right to use)	Decrease relates to market license sold as part of PFA sale	5,919	55,476
Goodwill and other intangible assets		13,603	27,511
Investments in equity accounted investees		6,116	6,825
Investments other		4,360	5,564
Deferred tax assets		-	6,532
Total non-current assets		322,055	410,060
CURRENT ASSETS			
Cash and cash equivalents		5,985	13,105
Inventories and biological assets		11,729	19,178
Trade and other receivables		61,125	107,677
Non-current assets held for sale		1,577	1,590
Total current assets		80,416	141,550
Total assets		402,471	551,610
NON-CURRENT LIABILITIES			
Borrowings	Decrease due to repayment of loans from sale of PFA and strong operational performance.	70,225	102,374
Trade and other payables		936	16,782
Deferred tax liabilities	Bank debt to debt plus equity ratio now only 24% compared to 33% in FY23	26,781	24,838
Lease liabilities		2,835	48,354
Total non-current liabilities		100,777	192,348
CURRENT LIABILITIES			
Borrowings	Decrease due to repayment of loans from sale of PFA	-	16,040
Trade and other payables		78,042	119,165
Taxation payable		7	4,828
Lease liabilities		3,233	8,570
Total current liabilities		81,282	148,603
Total liabilities		182,059	340,951
NET ASSETS		220,412	210,659

Note: The Sale of Premier Fresh on 27 June means it is not included in any of the 2024 balance sheet numbers. PFA is still included in 2023 as it was still owned as at that date.

This Annual Review is a summary of the full Annual Report and financial statements. Copies of the full documents can be found on the MG website (www.mggroup.co.nz).



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Phone: +64 9 601 8500

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National Banana
Ripening: **Dale Metcalf**

MG Direct NI Manager: **William Little**

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Phone: +64 3 455 4004

Manager: **Grant Stumbles**

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Phone: +64 3 218 2919

Manager: **David Freeman**

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Bakersfield, California, USA
Phone: +1 661 331 8362

Manager: **Doug Trask**

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Christchurch
PO Box 8581, Christchurch 8440
Phone: +64 3 343 0430

MG Direct SI Manager: **Shaun Bowie**

New Zealand Bank & Advisors

Bankers
Rabobank New Zealand Branch, (Primary facilities provider)
Bank of New Zealand, Christchurch, (Transactional facilities – New Zealand)

Share Registrar
Computershare Registry Service Ltd,
Private Bag 92119, Auckland

Legal Advisors
Chapman Tripp,
Barristers & Solicitors,
Christchurch

Auditors — Parent Company & Group
KPMG, Chartered Accountants
Christchurch



Annual Review 2024
For the year ended 30 June 2024



* This Annual Review is an extract of the full Performance Report and Financial Statements. To view the full MG Charitable Trust Annual Report, visit www.mggroup.co.nz/mgtrust.



MG Charitable Trust

Overview

The MG Charitable Trust (MG Trust) was established in 2019 and launched in 2021 thanks to the generosity of Market Gardeners Ltd (MG Group).

Status:
Charitable Trust

Charitable registration number:
Charitable registration number: CC58378 (Charities Commission Registration Number), 50076869 (Charitable Trust Register Incorporation Number, Companies Office).

The MG Trust is a registered charitable trust which is run independently from MG but is closely supported by the co-operative. It focuses on providing funding to projects and initiatives which have a positive impact on the horticulture industry. The Trustees are particularly interested in initiatives in the areas of education, innovation/research, and industry profile/legacy.

The key objectives of the MG Trust are to: **Governance and Management**

- Advance the education of people within the horticulture industry.
- Support projects which help benefit the horticulture industry.
- Advance the development of the horticulture industry through research and innovation.
- Support programmes and organisations that promote the benefits of fresh produce and advocate for the industry more generally.
- Enhance the profile and preserve the heritage of the horticulture industry.
- Relieve poverty and improve health through programmes and initiatives to educate people about the benefits of consuming fresh produce and activities to encourage consumption.

The Trustees meet twice a year to assess applications for contestable funding and again, as necessary, to assess applications for the education fund.

Trust Structure

The Settlor of the MG Trust is Market Gardeners Limited. The MG Trust is a registered charitable trust which is run independently from MG but is closely supported by MG.

The MG Trust is chaired by grower John Clarke, with a further three grower-trustees (Trudi Webb, Robin Oakley, and Catherine Lewis) and one Independent Trustee (Alastair Hercus). Together, they bring many years’ experience in the horticulture sector and offer a broad range of professional skills to support the objectives of the MG Trust. Administration, accounting, communication, and marketing support is provided to the MG Trust by members of the MG Executive Management team. There is no charge for this support.

Funding

Initial seed funding of \$178,000 was provided to the MG Trust by the MG Group, with ongoing funding coming from annual distributions generated by shares held by the MG Trust, interest on funds held in the bank, together with donations (from MG and its associated entities, shareholders, and contacts) from time to time. In time, it is intended the Trust will seek to encourage donors to provide donations.



\$306,389
allocated by the MG Trust to date

MG Charitable Trust Chair's report



MG Charitable Trust Chair
John Clarke

As we reflect on another year, I am again proud of the journey the MG Charitable Trust has undertaken in 2024. Following on from last year's review, the Trustees worked together to put a greater emphasis on education, with the view that this is an area where the MG Trust can make the biggest difference with the available resources. This strategy was successful, with more funding directed towards opportunities for individuals or projects linked to education than in previous years.

The focus is firmly on upskilling current growers as well as supporting young people about to enter the industry, with community and junior school gardens being removed from the funding criteria.

In 2024, the MG Trust became a key primary industry partner for the Agribusiness in Schools programme which aligns with this approach. By supporting this nationwide initiative, we've been able to guarantee a greater level of exposure to horticulture within the course content.

Another project we were particularly pleased to get behind is the Vegetable Industry Centre of Excellence, which has been co-developed by vegetable growers, vegetable product groups, Horticulture New Zealand, and Ngāti Te Ata to address gaps in research, extension, and people support in the vegetable sector. The Trustees initially funded the development of a business case, which successfully contributed to the organisation securing seed funding. On the back of that, the team delivering the project have made good progress, with some additional funding provided by the MG Trust to support it through the set-up phase.



↑ MG Charitable Trust Board
Left to right: Trudi Webb, John Clarke, Robin Oakley, Catherine Lewis and Alastair Hercus.

Contestable Funding Rounds

November 2023 & JUNE 2024

Agribusiness in
Schools



2024 Primary industry
funding partner

\$23,000

Citrus
NZ



Six growers subsidised to attend
international conference

\$12,000

Women in
Horticulture



Building confidence
workshops

\$5,000

District
Associations



Governance workshop for
grower reps

\$17,000

Vegetable Industry
Centre of Excellence



Set-up phase
funding support

\$7,500

United
Fresh



Funding support for industry
Fresh Facts publication

\$5,000



“The course has given me a wider perspective on looking at a business industry through a governance lens, and how to make effective decisions through a focused strategy, knowledge, and an open mind to make the best decisions for the company; and effectively the shareholders.”

— Jasmine Franklin

MG Trust Education Fund

In addition to supporting education through the Contestable Funding round, the MG Trust targets specific opportunities which aim to support individuals.

Across the 2023-2024 year, the Education Fund contributed \$33,400 in subsidies, offering a broader range of grower-specific programmes across various tiers, catering for farm managers with just a few years’ experience through to high-level governance training for aspiring directors.

THE 2024 RECIPIENTS:

- Rabobank Farm Manager Programme**
Lincoln Roper
- Kellogg Rural Leadership Programme**
Whitney Conder
- Rabobank Executive Development Programme**
Ian Albers
- Mayfield Governance Course**
Jasmine Franklin

Looking ahead

As we look to the future, we are optimistic about the opportunities that lie ahead. We encourage growers to directly contribute to the MG Trust. Donating shares or making a cash contribution is a simple way to support the MG Trust’s initiatives and further advance the horticulture sector in New Zealand.

I would like to extend my sincere gratitude to the Trustees and the MG Management team for their support this year. We will continue to work to have a positive impact on the horticulture industry in the years ahead.

John Clarke
MG Charitable Trust Chair

MG Charitable Trust Financial Information for the 12 months ended 30 June 2024

STATEMENT OF FINANCIAL PERFORMANCE <i>How was it funded? and what did it cost?</i>	2024 \$	2023 \$
<i>Donations received from Market Gardeners Limited</i>	6,000	6,000
<i>Interest, dividends and other investment revenue</i>	382,161	439,477
Total Revenue	388,161	445,477
EXPENSES		
<i>Grants and donations made</i>	102,900	97,289
Surplus for the year	285,261	348,188

STATEMENT OF FINANCIAL POSITION <i>What the entity owns? and What the entity owes?"</i>	2024 \$	2023 \$
TOTAL ASSETS	2,997,530	2,768,058
TOTAL LIABILITIES	1,995,334	2,051,123
TOTAL ACCUMULATED FUNDS	1,002,196	716,935

STATEMENT OF CASHFLOWS <i>How the entity has received and use cash</i>	2024 \$	2023 \$
Net cash flows (used in) / from operating activities	(70,443)	942
Net cash flows from investing and financing activities	-	-
NET INCREASE/(DECREASE) IN CASH	(70,443)	942
Opening cash	175,464	174,522
CLOSING CASH	105,021	175,464



[®]**Together.
Stronger.**