

A WAY FORWARD

HUAKIWI IWIFRUIT

Ngai Tukairangi Trust

27 August 2019



Mission

**Protect Our Inheritance and Maximise Returns and Opportunities to
Support Our People**

*Manaakitia Nga Taonga Tuku Iho
Whaia Nga Wawata
Kia Tu Rangatira Tangata*

*Strong Culture
Strong Business
Strong People*





Kiwifruit Harvest 2018 – Number of Trays

Annually we are normally about twice the industry average:

Sungold	Zespri	\$144,752/hectare
	Ngai Tukairangi	\$222,406/hectare
	Total x100 hec	\$22.25 million
Hayward	Zespri	\$63,626/hectare
	Ngai Tukairangi	\$91,465/hectare
	Total x35 hec	\$3.3 million



Investment Portfolio

- Tukairangi Investments Ltd
- Te Awanui Ltd
- Seeka Ltd
- Zespri
- Tukairangi (Italy) Ltd



Owner advantages

- Dividend
- Education
- Health
- Cultural/Community
- Sport



International Exposure





Heretaunga

Spreading our risk

Business expansion

Taking our tikanga on the road





Heretaunga



How do I know what to grow?

- Understand your land
- Utilise your historical knowledge
- Environmental Mapping



How can I grow kiwifruit?

- How much land do I need – approximately 10 hectares
- How much will 10 hectares cost to develop – approximately \$3 mill



When will I start to earn?

- How long does it take before I get a crop? – about 3-4yrs



What are the types of kiwifruit available?

- Hayward – The original green kiwifruit
- Sungold (G3) - The gold kiwifruit
- G11 – A sweet green variety
- Red Kiwifruit (not available as yet)



Next Steps

- Bringing your assets together
- Developing a collective dream
- Walking the dream into a reality
- Creating more dreamers
- Walking more dreams into reality

