



SANFORD

# MARKET UPDATE

Q3 FY23



BEAUTIFUL  
- NEW ZEALAND -  
SEAFOOD

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# DISCLAIMER

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Please note : Some of the financial metrics provided in this document are management figures and are unaudited.



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## CRAIG ELLISON INTRODUCTION

- Long involvement in the Fisheries and Seafood sector including running the marketing, finance and quota management for his family company, Ōtākou Fisheries.
- Past Chief Executive of Ngāi Tahu Holdings, Chair of Ngāi Tahu Seafood, Poutama Trust, Moana Pacific, Prepared Foods, the NZ Seafood Standards Council, as well as serving on the executive of the Fishing Industry Association Board, and numerous stakeholder organisations.
- Previously served on the Board of Airways New Zealand, NIWA, the Trade Liberalisation Network, New Zealand Trade and Enterprise, and Co-chaired the PECC Fisheries Task Force (with Chinese Taipei).
- Craig was a Commissioner with the Treaty of Waitangi Fisheries Commission (Te Ohu Kai Moana).
- Craig served on the board of Aotearoa Fisheries and through that on the boards of Moana and Sealord. He was also a member on the Te Ohu Kai Moana review panel.
- Graduate from Otago University with a Masters in Zoology.

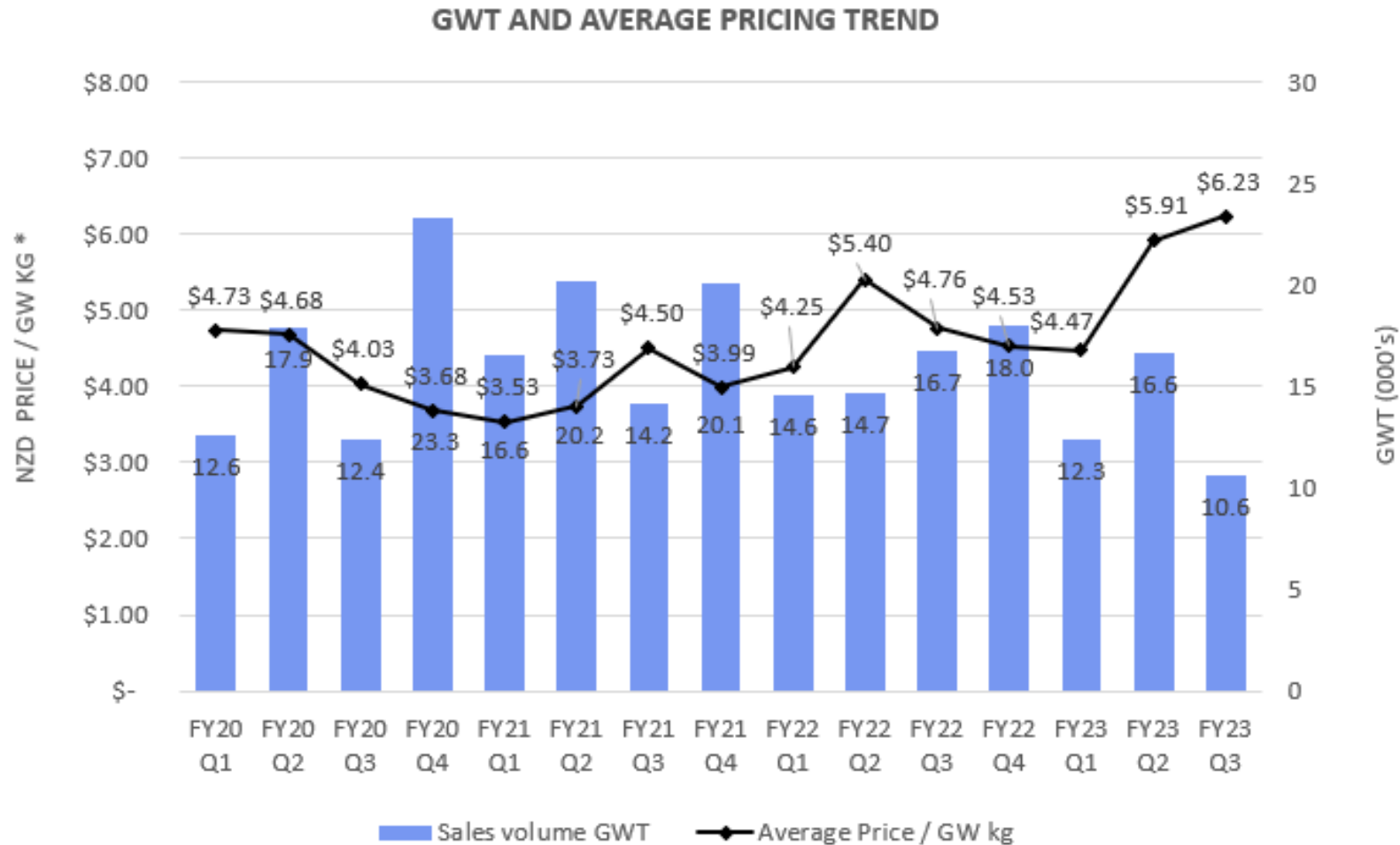


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## Q3 FY23: STRONG DEMAND & PRICING SUSTAINED, LOWER VOLUMES.

- \* **Pricing** remains above pre-covid levels in all divisions.
- \* **Demand** for Sanford products remains strong, particularly in export markets.
- \* **Sales volumes** are below pcp due to reduced catch (particularly squid), extreme weather and closure of some water space areas impacting mussel performance.
- \* **Wildcatch:** pricing up 31% vs. pcp driven by a general increase in prices and improved mix with less-lower priced squid sales. Sales volumes down **36.5% vs Q3FY22**
- \* **Mussels:** pricing up 36% vs. pcp due to favourable product mix. Sales volumes down 21% vs pcp.
- \* **Salmon:** pricing up 20% vs pcp driven by strong demand and reduced fish mortality. Sales volume consistent with pcp and with pre-covid levels.

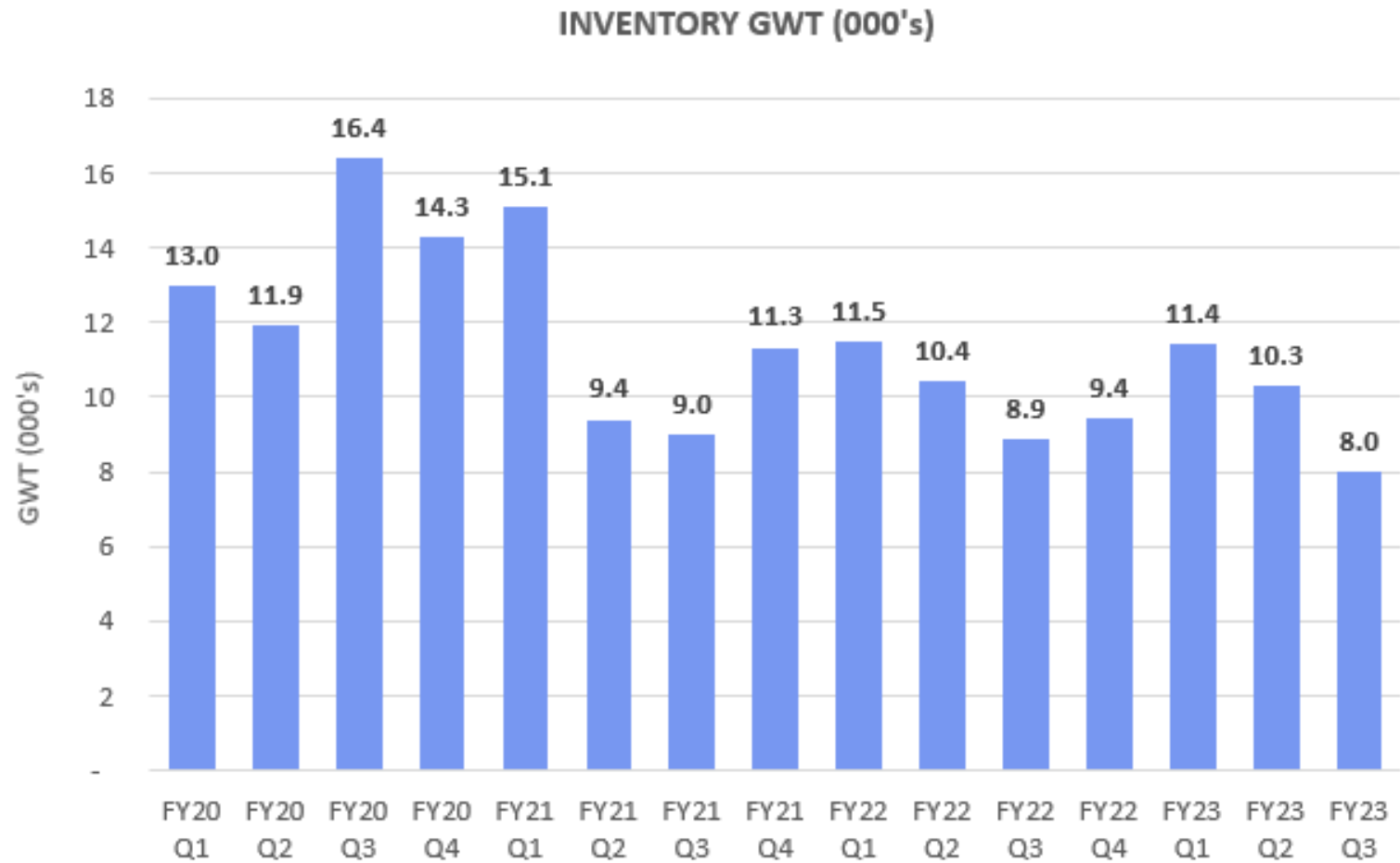
# WILDCATCH DIVISION: Q3 QUARTERLY DATA – SALES VOLUME AND PRICING



1. Average FOB Price/GWkg is calculated with reference to total external division revenue (previous presentations FOB price/GWkg included was on Seafood Sales only)

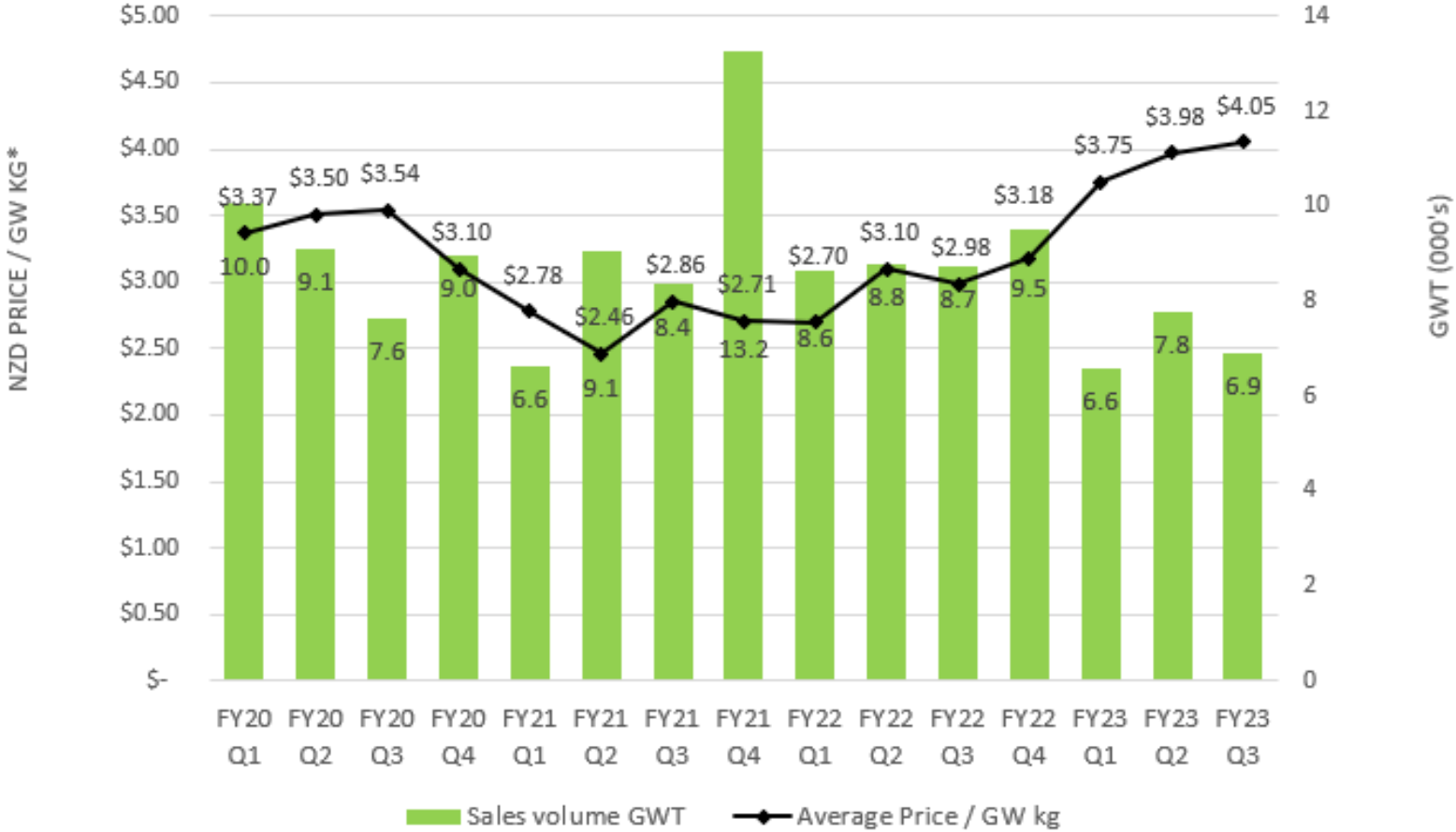


## WILDCATCH DIVISION: Q3 QUARTERLY DATA - INVENTORY



# MUSSEL DIVISION: Q3 QUARTERLY DATA – SALES VOLUME AND PRICING

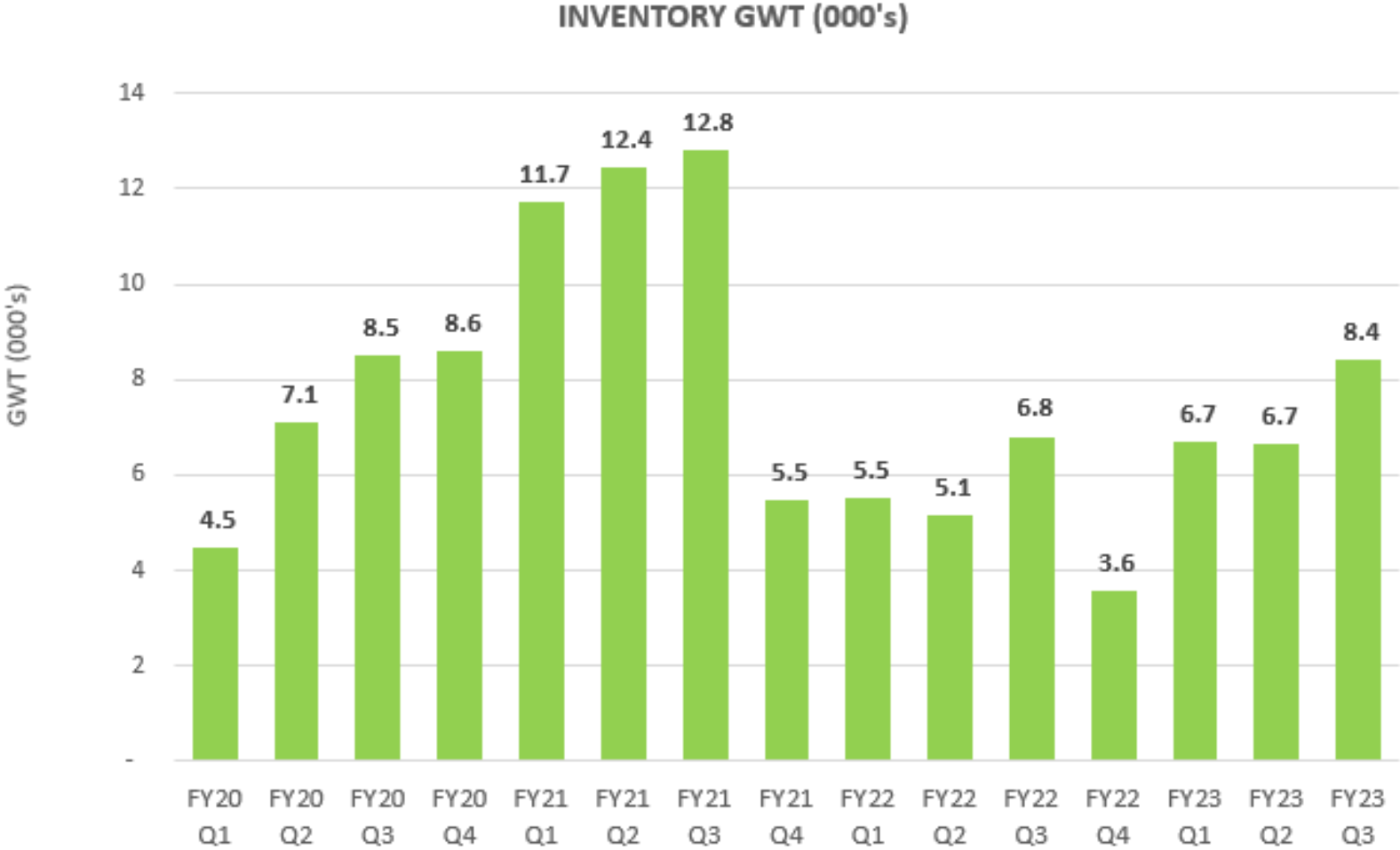
GWT AND AVERAGE PRICING TREND



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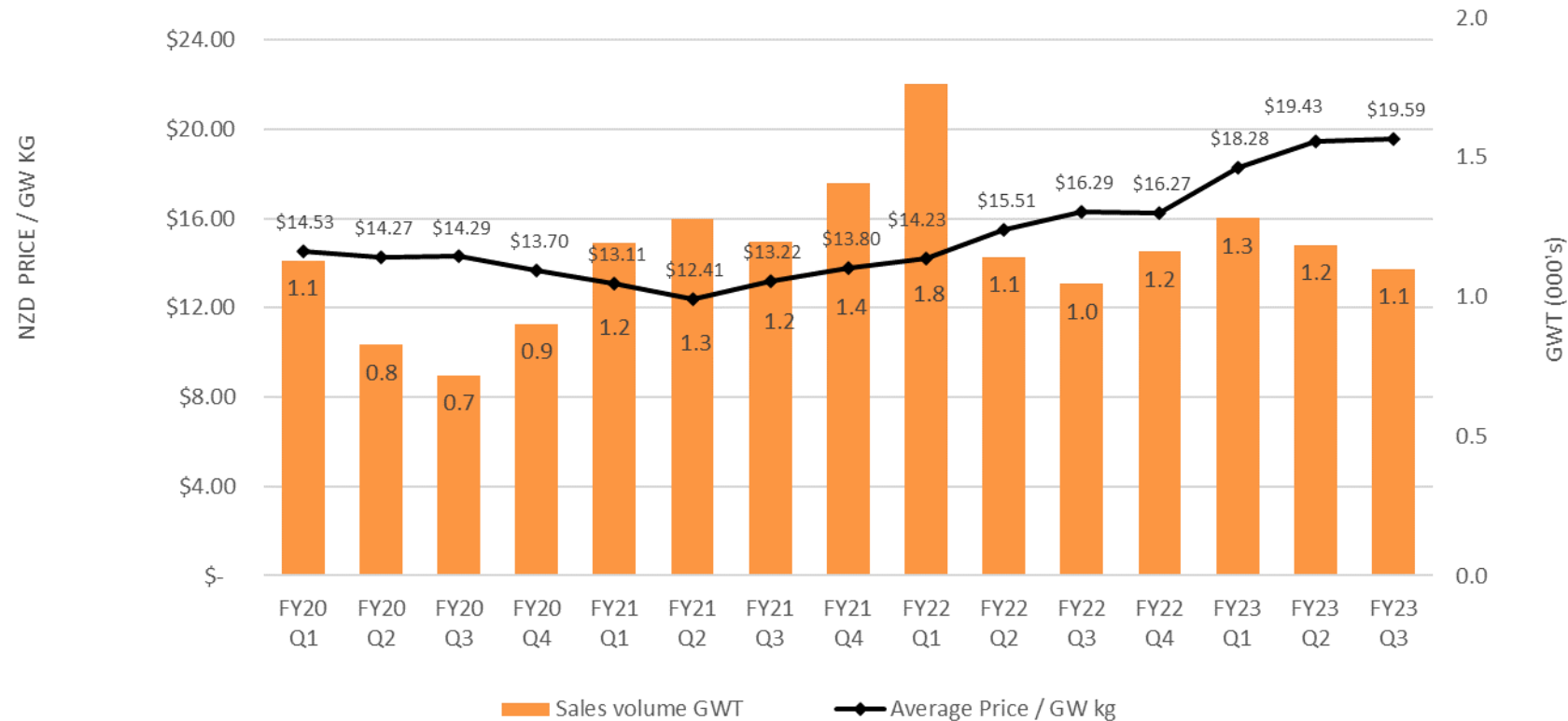
# MUSSEL DIVISION: Q3 QUARTERLY DATA – INVENTORY





# SALMON DIVISION: Q3 QUARTERLY DATA – SALES VOLUME AND PRICING

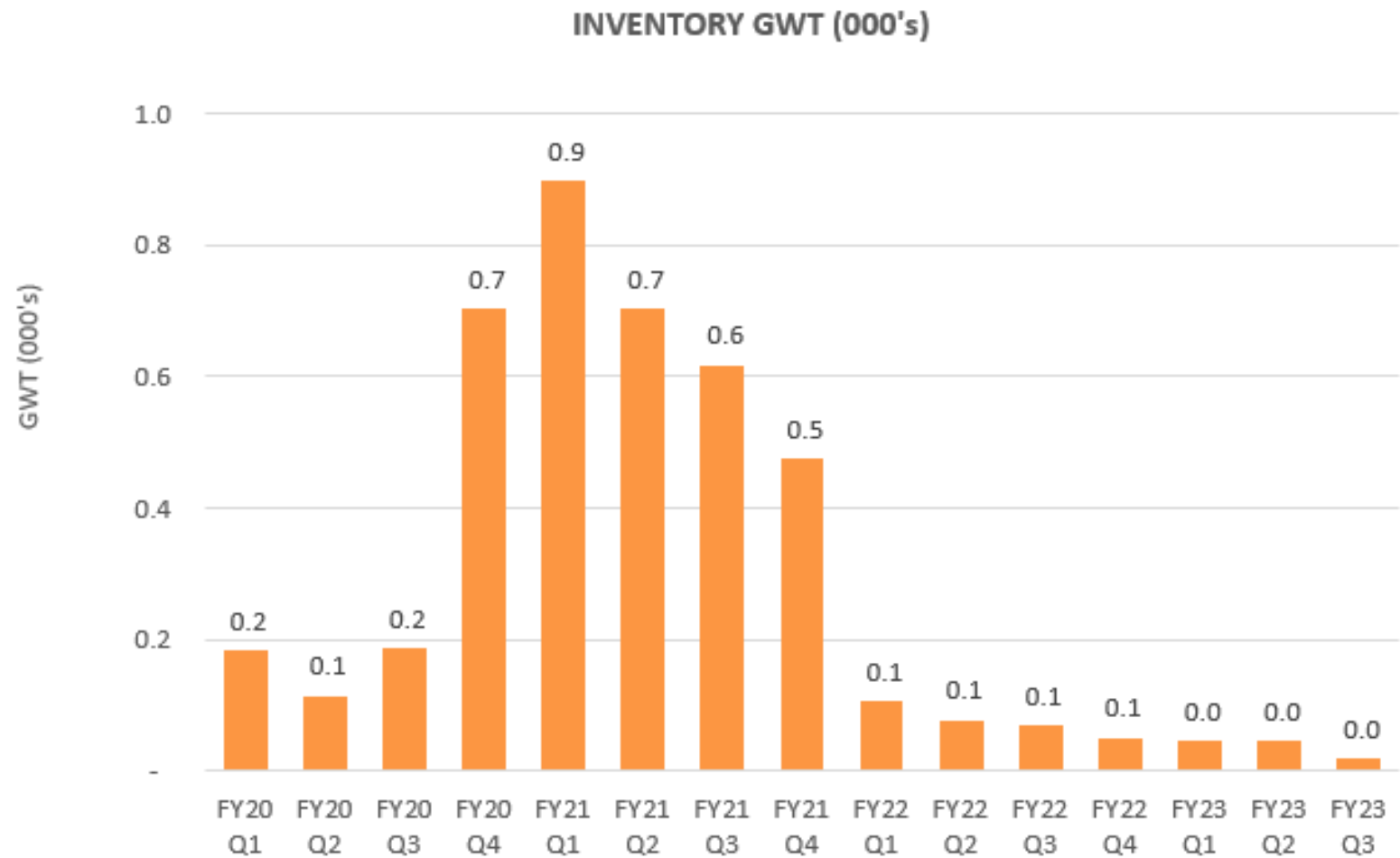
GWT AND AVERAGE PRICING TREND



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## SALMON DIVISION: Q3 QUARTERLY DATA - INVENTORY





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QUESTIONS?





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**THANK YOU**

