

A photograph of two men shaking hands in a sheep pen. The man on the left is wearing a green jacket and a brown cap. The man on the right is wearing a dark jacket and a dark cap. In the background, there are several sheep in a wooden pen, and other people standing on a raised platform. The sky is overcast.

Allied Farmers Limited

*Serving the rural community for 130
years.*

Annual Shareholder Meeting

Tuesday, 26 November 2019

Welcome & Introduction

Allied Farmers Limited

SUMMARY PROFIT AND LOSS

	2019	2018
	\$m	\$m
Income	21.4	18.6
Expenses	19.2	16.2
Taxation	0.2	0.2
Net Profit After Tax	<u>2.0</u>	<u>2.2</u>
Parent Owners Share	1.3	1.5

Allied Farmers Limited

DIVISIONAL SUMMARY

	2019	2018
	\$m	\$m
LIVESTOCK		
Revenue	21.4	18.2
Pre-Tax Profit	2.8	2.6
INVESTMENTS		
Revenue	0.0	0.4
Impairments	-	-
Profit (Loss)	0.0	0.4
CORPORATE		
Income	0.0	0.0
Costs	0.5	0.5
Interest	0.1	0.1
Profit (Loss)	(0.6)	(0.6)

Allied Farmers Limited

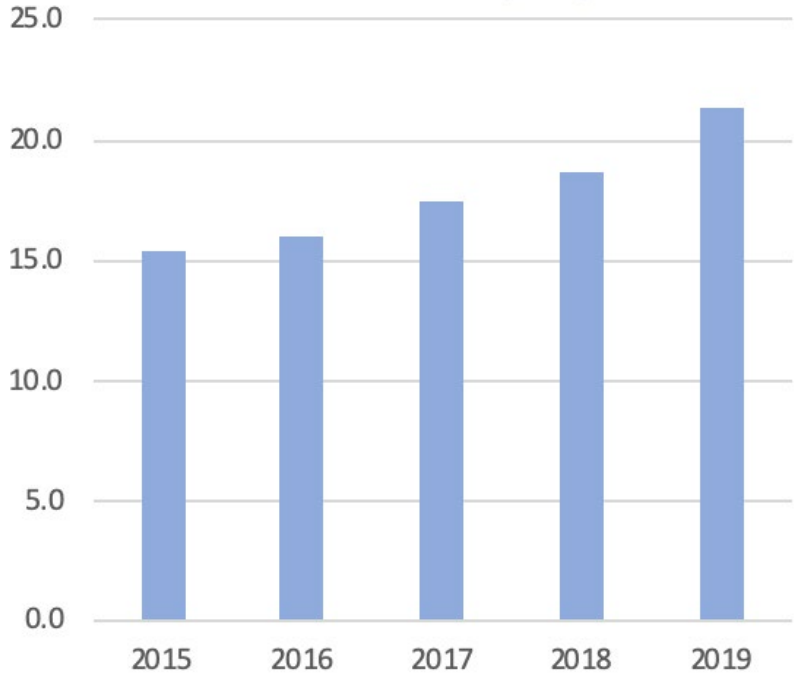
GROUP BALANCE SHEET

	2019	2018
	\$m	\$m
ASSETS		
Receivables	16	14
Cash	2	1
Fixed Assets	4	4
Other Assets	2	1
	<u>24</u>	<u>20</u>
LIABILITIES & EQUITY		
Borrowings	5	6
Other incl. Creditors	13	11
Equity	6*	3*
	<u>24</u>	<u>20</u>

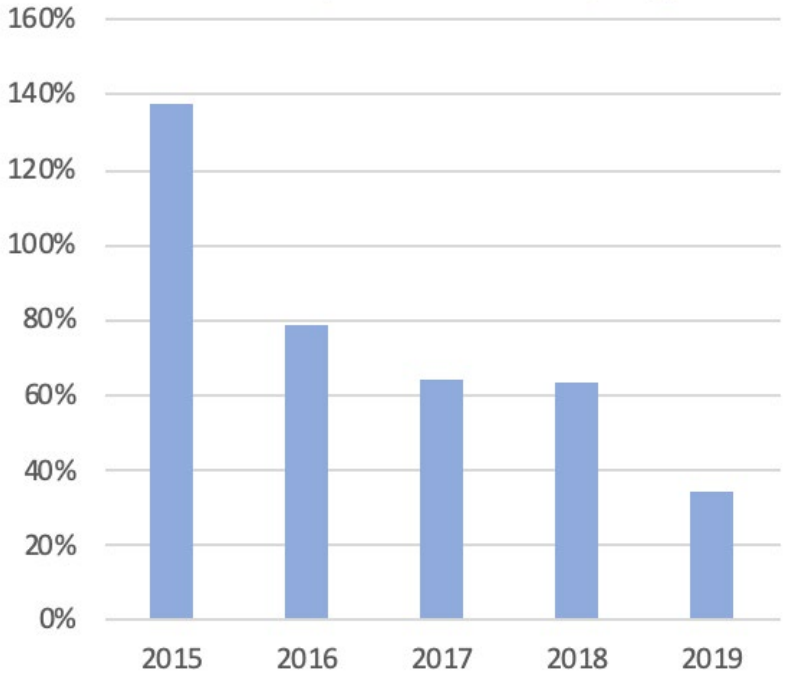
* Does not include assessed value of investment in subsidiaries or increase in value of rural fixed assets

Growing the business, with an improving balance sheet

Revenue (\$m)



Gearing Net Debt / (Net Debt + Equity)



Significant Milestones

- Continued development of livestock, finance and digital offerings
- Appointment of two new Directors – Richard Perry and Ross Verry
- Successful capital raising and share register restructuring
- Policy, system and process enhancement
- Review of acquisition options
- Final wind down of Asset Management Services, has allowed for...
-refinement of Strategic Focus

To be the major solution provider to agricultural producers, growing value for them and our investors.

Dividend

2.0 cents per share

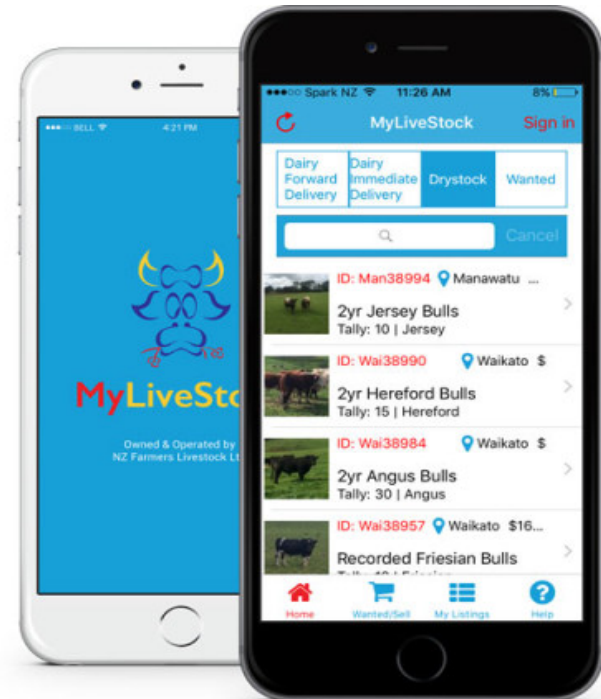
17.9 M shares	\$357,095
Fully Imputed	\$495,970
Gross Dividend	2.78 cents per share

Record Date	16 December 2019
Payment Date	17 January 2020

Allied Farmers - Rural CEO - Steve Morrison

NZ FARMERS LIVESTOCK

- NZ Farmers Livestock Agency
- MyLivestock platform and App
- Redshaw Livestock
- Farmers Meat Export Ltd - expanded
- Livestock Finance – Bullplan and general
- Associated Auctioneers JV interests (SML)



REDSHAW LIVESTOCK LTD

Working with Farmers for Farmers

[MyLivestock.co.nz](https://www.mylivestock.co.nz)

NZ FARMERS LIVESTOCK

- Experienced and growing team
- Adding value for clients - every day
- Sales/purchase channel & Deal closure
- Win-Win business
- Moving with (or ahead of) the times



Working with Farmers for Farmers

MyLiveStock.co.nz

NZ FARMERS LIVESTOCK

Today:

- Ongoing Growth – recruitment, acquisition, Northland, South Island, yards
- NZFLL Group EBT
- Farming challenges
- Solid livestock agency performance
- FMEL growth – tally and price, trial
- Redshaws in line with acquisition basis
- M bovis challenge
- Financial management
- Very good bank support
- Financially robust

MyLiveStock.co.nz

NZ FARMERS LIVESTOCK

Current Performance

Livestock mixed

- some regions ahead of last year
- some behind – continuing M bovis impact
- just ahead overall

Meat Processing ahead of last year

- second year in Manawatu
- tally & profit growth
- working to further improve

Finance

- New constraints, review of options
- Livestock lending steady, Bullplan ahead
- Core business support

Working with Farmers for Farmers

MyLiveStock.co.nz

NZ FARMERS LIVESTOCK

Looking Forward:

- Building & supporting teams
- Developing new agents
- Building networks
- Robust contracting arrangements
- Developing FMEL business
- Building value
- Enhancing control and process



Working with Farmers for Farmers

MyLiveStock.co.nz

NZ FARMERS LIVESTOCK

- Health and Safety of our staff a key priority
- Significant efforts to ensure compliance/risk management



NZ FARMERS LIVESTOCK

Future Focus

- Informed Growth
- Market share
- MyLivestock/App/CRM
- Bottom line performance
- A platform and support for wider Allied Farmers progress



Working with Farmers for Farmers

MyLiveStock.co.nz

Thank you



ALLIED FARMERS

Questions

Business Resolutions

Resolution 1.

Re-election of Mark Benseman

That Mark Benseman be re-elected as a Director of the Company.

Resolution 2.

Re-election of Philip Luscombe

That Philip Luscombe be re-elected as a Director of the Company.

Resolution 3.

Election of Richard Perry

That Richard Perry be elected as a Director of the Company.

Resolution 4.

Election of Ross Verry

That Ross Verry be elected as a Director of the Company.

Resolution 5.

Remuneration of Auditors

That the Directors be authorised to fix the auditor's fees and expenses for the ensuing year.

Resolution 6.

New Constitution

That the existing Constitution of the Company be revoked and the Company adopt a new Constitution in the form tabled at the meeting and signed by the Chairperson for the purpose of identification, with effect from the close of the Annual Meeting of the Company.

General Business