



Rogers Report

31 March 2017

Hello,

The forestry sector is currently experiencing a period of strong returns fuelled by a combination of steady Chinese demand, low shipping costs, a local market building boom and a supportive NZD/USD relative to in-price markets. The Chinese demand is fuelled by a number of factors including a massive reduction in the harvest of their own domestic forests brought about by Chinese Government demands.

The ANZ reported in their forestry sector update that many of these trends look like they could extend for a number of years, supporting the demand for forestry products and returns. This is great feedback for our forestry estate and for the forestry sector generally looking forward.

We have been harvesting our first forest, Waikare for the past two years. Despite the high roading and cartage costs one of our corporate investors has calculated the compound annual return to date to be around 12%.

We've had a very busy year, harvest preparation is beginning for seven of the forests this year, along with this we've transitioned our partnership schemes to operate under the new Financial Market regulations - I am very worried about where all this is heading in regard to additional external compliance costs for our partnerships, we continue to work very hard to drive efficiencies across all aspects of the business ensuring the greatest return to our investors.

Valuations

Our consultants PF Olsen have recently forwarded us the annual valuations of our forests. The valuation takes into account present day costs and 12 quarter (three years) average log prices. An update of costs has reduced values but the increase in volume and the increase in 12 quarter log prices have had a net effect of increasing the values of the total estate by 12.5%. This figure is the average across the estate and will vary from forest to forest.

You are reminded that these valuations are not full valuations and are carried out as a desk top exercise to satisfy international financial reporting standards requirements. Olsens do briefly visit one third of the forest annually when compiling this report.

Insurance

We have had preliminary discussions with our insurance brokers. You may be aware our budgeted insurance premiums for the 2016/17 year were almost 30% less than the subsequent premium we were charged (this was renewed as always in September). The reason for this was a considerable firming in the insurance market. The brokers have told us they are hopeful the premium rate will not increase this coming year; Let's hope that is correct.

The Investment Fund

As previously agreed this fund has been used to pay insurance premiums, in most cases there will not be sufficient funds in the investment fund to pay the insurance premium this coming year. We will not know the insurance premium until September. The budget presented for the coming year anticipated the investment fund would pay the coming years premium. Where this is not possible additional NZUs will need to be sold.



Log Markets

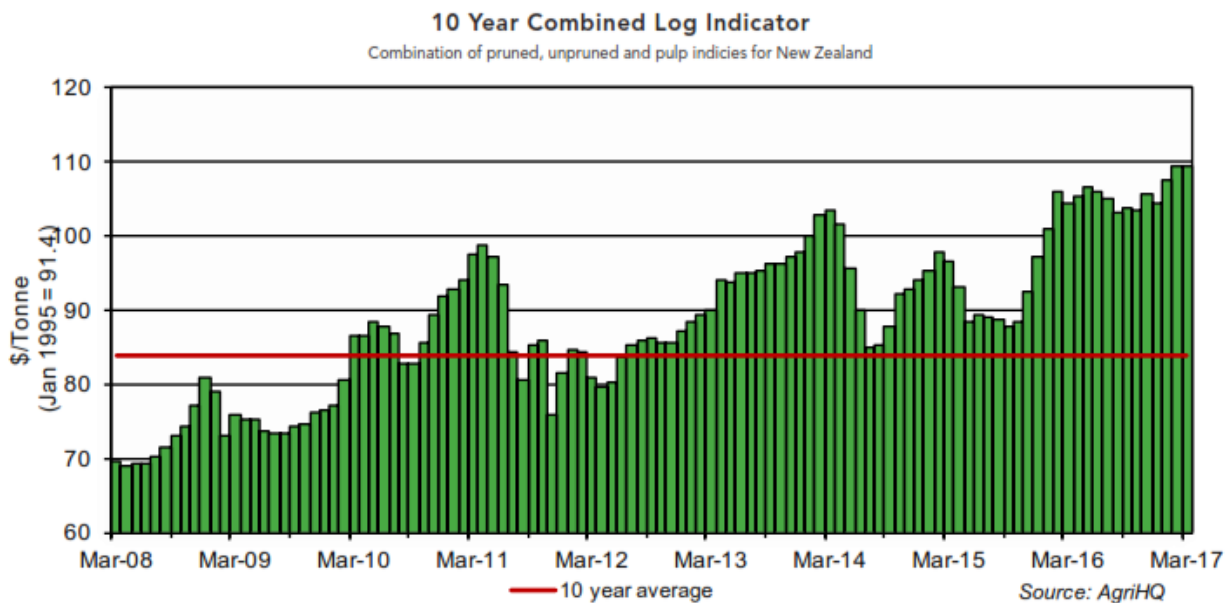
The New Zealand log harvest increased by 7.6% from 2015 to 2016, reaching 31 million cubic metres in the year ending December 2016. Despite this increase in harvested volume buoyant New Zealand activity (record high immigration, low interest rates) has put pressure on the New Zealand housing market. The booming horticulture industry is also pushing demand for roundwood (poles). This has helped keep log prices high - Agri HQ reports that structural log prices are the highest (\$122) they have been since 1994. This demand looks set to remain steady and strong.

In the export market PF Olsen's Wood Matters reported the inventory at China ports rose sharply from the reported 2.2 million m3 in December 2016 to a current estimated 3.5-4.0 million m3. This is a result of the Chinese New Year and is not a major concern as factories across China closed down late January. While market observers are keeping a watching brief on this increase in inventory, they do not hold major concerns for the state of the market. Whilst there has been an absence of market information over this holiday time in China several factors should assist with reducing this inventory.

Maxwell Forest - first load of logs



Overall market growth is still reported at 12% year on year which is a great sign. A majority of the logs that China purchases are used to manufacture low value high volume products that aid in the construction of concrete dwellings. This might be starting to change, there are increasing signs of China using wood in actual construction applications. This would open enormous new potential and higher value markets for our Radiata pine.



Tax on Harvest Income

Income from your forest harvest is taxable. Be aware that in many circumstances (with IRD approval) the income can be spread back to the three previous years prior to harvest. You need to take specialist tax advice on this subject.

Napier - Wairoa rail line

The opening of the Napier-Wairoa rail line is looking positive but not yet confirmed. It is proposed that Napier Port are going to be running the operation from Wairoa.

New Forest Planting

The high returns from forests being harvested has resulted in a significant upturn in interest from both local and overseas investors.

New Zealand's growing reputation as a good place to do business is encouraging investment in the forest sector. The refugee crisis overseas, our positive economic growth, our stance on climate change, our very high ratings in regard to no corruption and ease of doing business are all factors in our favour. The fact that we have no enemies, are isolated, have no strategic resources on a world scale and that we welcome overseas investment are also factors driving investment in forestry.

We have recently acquired a large mid rotation forest in the Wairarapa and this winter will be planting 350 hectares of Greenfields forestry in the Hawkes Bay region. We anticipate planting more than 1,200 hectares next year. We see this trend continuing for the foreseeable future.



Anti Money Laundering

The Anti-Money Laundering and Countering Financing of Terrorism Act 2009 and its regulations place certain obligations on organisations like ours. In order to comply we must carry out initial and ongoing customer due diligence (CDD) on all of our customers. This is a non negotiable requirement, and we appreciate your help with this matter when the questions are asked of you. I remind you that you cannot receive payments for your harvest proceeds unless you satisfy your AML requirements.

Secondary Market

2016 was a busy year for secondary sales. The yield reduction in some commercial properties, along with the great run of log prices and hype in the forestry sector have helped fuel this demand. As always, we have buyers looking to increase their forestry holdings, please contact the office if you would be interested in increasing your partnership interests.

Conference

We are holding another conference for partners at the Napier Conference Centre, 48 Marine Parade on Saturday October 28th. The conference will be of particular interest for those partners whose forests are approaching harvest in the next few years.

We have negotiated a special accommodation rate for attendees of \$184 (down from the usual rate of \$275 at that time of year) at the Te Pania Hotel, directly over the road from the centre. For those wanting to make early bookings just advise the hotel you will be attending the Roger Dickie NZ Conference. Full details including a booking form will be sent to you next month.

Eastbourne Dairy Farm

Eastbourne dairy farm has been able to ride out the two previous years of very low payouts at breakeven point. The farm is performing exceptionally well with production already performing to the highest level. It is forecasting to pay a 5% dividend this year. There are still a small number of shares left in Eastbourne and our other farms - please contact Richard if you would like any information on these exceptional dairy opportunities.

Regards



Roger Dickie

March 2017

Granity Forest Ltd Forest Managers Report

Following on from a wet spring, the Hawkes Bay and Gisborne regions have had an extremely dry summer with little rainfall of any significance until the middle of February. The dry conditions were exacerbated by the almost constant presence of wind which contributed to making the regions so parched. All of the rural fire crews have been on high alert and there have been several grass and scrub fires they have had to contend with. It is a relief to see the hills "greening" up after the recent rainfall.

Forest health is generally very good with foliage a healthy vibrant green throughout the forest. The very dry summer through the region has not affected tree health, with no sign of moisture stress evident. It is pleasing to see there is little evidence of red needle cast in the forest at present.

The harvest of Granity Forest is getting closer and the budget for the 2018 financial year reflects this. In preparation, we need to gather the necessary information to prepare our harvest plan. As a first step, we have made allowance in the budget to carry out a Lidar survey of the forest. This will provide us with precise three dimensional imagery which we will use in our harvest planning to design roads, landings and skid sites. This will be done in conjunction with other forests of a similar age class to take advantage of economy of scale benefits and keep the cost down.

Prior to the commencement of harvest it is usual to carry out pre harvest inventory (PHI). Information gathered from the PHI is used to forecast grade outturns and recoverable volumes from the forest. It also allows us to run various grade outturn and pricing scenarios to calculate forest returns. The information is also important for harvest planning.

A PHI plot is normally put in every two hectares and comes at a significant cost. Some of the major forestry companies in New Zealand have been carrying out trials using a combination of Lidar data and a much lesser number of inventory plots to predict recoverable volume by log grade. This is called the plot imputation method for forest yield analysis. It relates the data from the ground plots with Lidar data in a grid format to provide the PHI.

Results from these trials show that plot imputation is able to predict close to 100% of the actual yield of total recoverable volume and provides more

accurate forecasts than a traditional ground based inventory. Once the Lidar imagery is processed, we can use the plot imputation method for the PHI and this will achieve a significant cost saving for the forest owners.

The information from the PHI and the Lidar will be used as the basis for the harvest plan. This will be budgeted for in the 2019 financial year.

The tracks remain in good condition and as a result, we chose to forego the tracking maintenance last financial year. Apart from some minor scouring, very little maintenance is currently required to give us easy access around the entire property. If the tracks remain in this condition we may choose to postpone the maintenance budgeted for this financial year also.



There are no serious weed issues. The blackberry continues to invade the forest margins and there is currently plenty of inkweed throughout the forest. We have again made a small allowance in the budget for weed control in case it is required to keep the track edges and access points clear of blackberry however, like last year, we may not spend it if the work is not necessary.

The permanent sample plot is due for re-measurement and we have budgeted this work for April.

Possum control remains under the auspices of the Animal Health Board contractor. There is no sign of pest damage in the forest and they continue to do a good job keeping possum numbers low.



NZU Sales

Over the past six months, NZU prices have fluctuated between \$16.50 and \$18.85 however, did not reach \$20 by the end of 2016 as some of the market commentators forecast. It seems every time the price gets over \$18, the market stalls and the price slips back again.

At the end of the financial year, Granity Forest was holding 20,467 liability free units.

As budgeted last year, we have deregistered the forest from the Emissions Trading Scheme (ETS) and surrendered the units that did carry liability to the government.

If you recall, the reason for deregistration was due to 2017 being the end of the second commitment period which means the field measurement plots were due for re-measurement this year. The data from this plotting would be used to update the forest specific yield tables. As the forest is close to harvest, it was difficult in the present environment, to justify the cost of the plotting.

Deregistration now does not prevent the forest from being registered in the ETS once it is replanted, for the next rotation.

The government has recently held meetings around the country to update stakeholders on the second part (Stage 2) of the ETS review. The meetings were held in two separate sessions. The first session focussed on unit supply settings in the 2020s and covered:

- Potential issues that current NZ ETS unit supply policy settings may cause for meeting New Zealand's 2030 target and future targets associated with the Paris Agreement.

- Options for addressing those issues, including options related to free allocation, auctioning, international market linkages, and price control measures.

The second session focussed on forestry matters, specifically post-1989 forest carbon accounting issues. This included discussion on averaging and harvested wood products options for future inclusion in the ETS.

We did get the sense the government officials were there to listen and we await further information or policy changes that will address these matters. One message that does seem to have been received by the government is that all of the participants in the ETS have a need for certainty around policy moving forward.

A handwritten signature in black ink, appearing to read 'Steve Bell'.

Steve Bell
Forest Manager

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24 March 2017

Silks Audit Chartered Accountants
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Granity Forest Tree crop valuation

As requested, we have assessed the fair value of the tree crop assets at Granity forest owned by Granity Forest Limited. The purpose of this valuation is for reporting in the owner's annual accounts. This valuation of the tree crop meets the NZ IAS 41 accounting standard.

The tree crop market value is estimated as at 28 February 2017 at:

\$5,983, 000 plus GST (if any)

The current productive net stocked area is estimated at 281.1 hectares.

This value estimate excludes the value of the land and the improvements thereon, other than the trees. The value estimate does not include the contingent tax liability on the income arising from the sale of the trees, or the logs at maturity. Also excluded are costs and revenues associated with subsequent crops, and any value from the costs and revenues arising from the option to join the Emissions Trading Scheme.

Valuation methodology

The market value of the tree crop is assessed by discounting a prospective purchaser's future costs and revenues at a discount rate of 6.5%. The discount rate is based on analyses of recent transactions in New Zealand, and therefore reflects the recent market for forests. Future costs and revenues are expressed in real (2017) NZ dollar terms, exclusive of GST.

The methodology adopted is described in the New Zealand Institute of Forestry (NZIF) Forest Valuation Standards (May 1999). The valuation report presented here is a brief outline of the method adopted and the assumptions made. It does not comply with all disclosure requirements contained in these standards. The reader is referred to the full valuation report entitled "Roger Dickie (NZ) Ltd – Tree Crop Valuation – March 2017" for a complete description of the methodology and assumptions.

Key inputs

Net stocked areas and forest condition are based on current best estimates as provided by the forest manager, Forest Management NZ Ltd (FMNZ). PF Olsen inspected a selection of forests and found that the forest information provided by FMNZ gave a fair representation of the tree crop growing in these forests.

Future yields are projected assuming current best practice management. Projected yields are based on measured starting points where data allows. Measurement data has been supplied by FMNZ. These data have been collected using industry standard methods and protocols.

Future operational costs are based on current industry standards, and have been benchmarked against contract rates prevalent over the past year. Log prices are based on the average of the most recent three years to February 2017, as achieved at the ports in Gisborne, Napier and Wellington. No real price increase is assumed.

Tree crop value change analysis

As part of this valuation, we have examined the impact of changes in the forest description and valuation assumptions used to assess the tree crop value relative to the value estimated last year. This is accomplished by calculating the marginal contribution to the total change in tree crop value from updating each of the key factors in sequence.

Table 1: Tree crop value changes since last year

Change item	Tree Crop Value (000's)
Tree crop value last year	5,434
Update area	5,436
Advance date one year	5,928
Update yields	5,928
Update costs	5,693
Update log prices	5,983
Update discount rate	5,983
Tree crop value this year	5,983

Area changes, if any, are mainly the result of remapping the stocked area during the year.

Adding one year to the valuation date adds physical growth, and moves the forest one year closer to maturity.

Yield changes, if any, are the result of new measurement data collected during the past year.

The costs for insurance, logging, harvest road construction and cartage have all risen this year. The harvest-related costs of logging, road construction and cartage have increased over the past year, as the costs of labour and capital have gone up. In addition, demand for harvesting services has increased.

Prices for all radiata sawlogs have increased this year, while prices for pulp grades have remained relatively flat.

The discount rate applied in this valuation is unchanged from last year. Evidence from recent forest transactions suggest that purchasers are continuing to apply similar discount rates in deriving tree crop values.

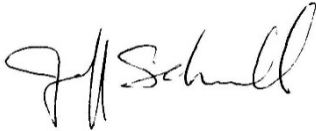
Harvest revenue

Based on the assumptions adopted for the purpose of this valuation, the owner of Granity forest is projected to receive a total net stumpage revenue of approximately \$ 11,813,000 in year 2024.

This projected stumpage revenue is expressed in 2017 NZ dollar terms, and based on the projected yields, costs and log prices assumed in this valuation. The harvest year is based on a weighted average date of maturity for the forest. Harvest operations may commence sooner than, and last beyond, the year shown above.

Yours sincerely

PF OLSEN LIMITED



JEFF SCHNELL

Registered Forestry Consultant (NZIF)

Disclaimer

This valuation was commissioned by Roger Dickie (NZ) Ltd for the purpose of reporting in the individual partnership, or owner, accounts. The valuation is not suitable for sale and purchase.

The tree crop values calculated within this report are based on our assessment of current costs and future revenues. This assessment of costs and revenues is not a promise or guarantee by PF Olsen Limited that these will be realised. No promise or warranty is given pertaining to the accuracy or completeness of information supplied by Roger Dickie (NZ) Ltd, Forest Management NZ Ltd, or by third parties, except to the extent that this has been validated by PF Olsen Limited.

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