



SANFORD

ANNUAL SHAREHOLDERS MEETING 2017

13 DECEMBER 2017

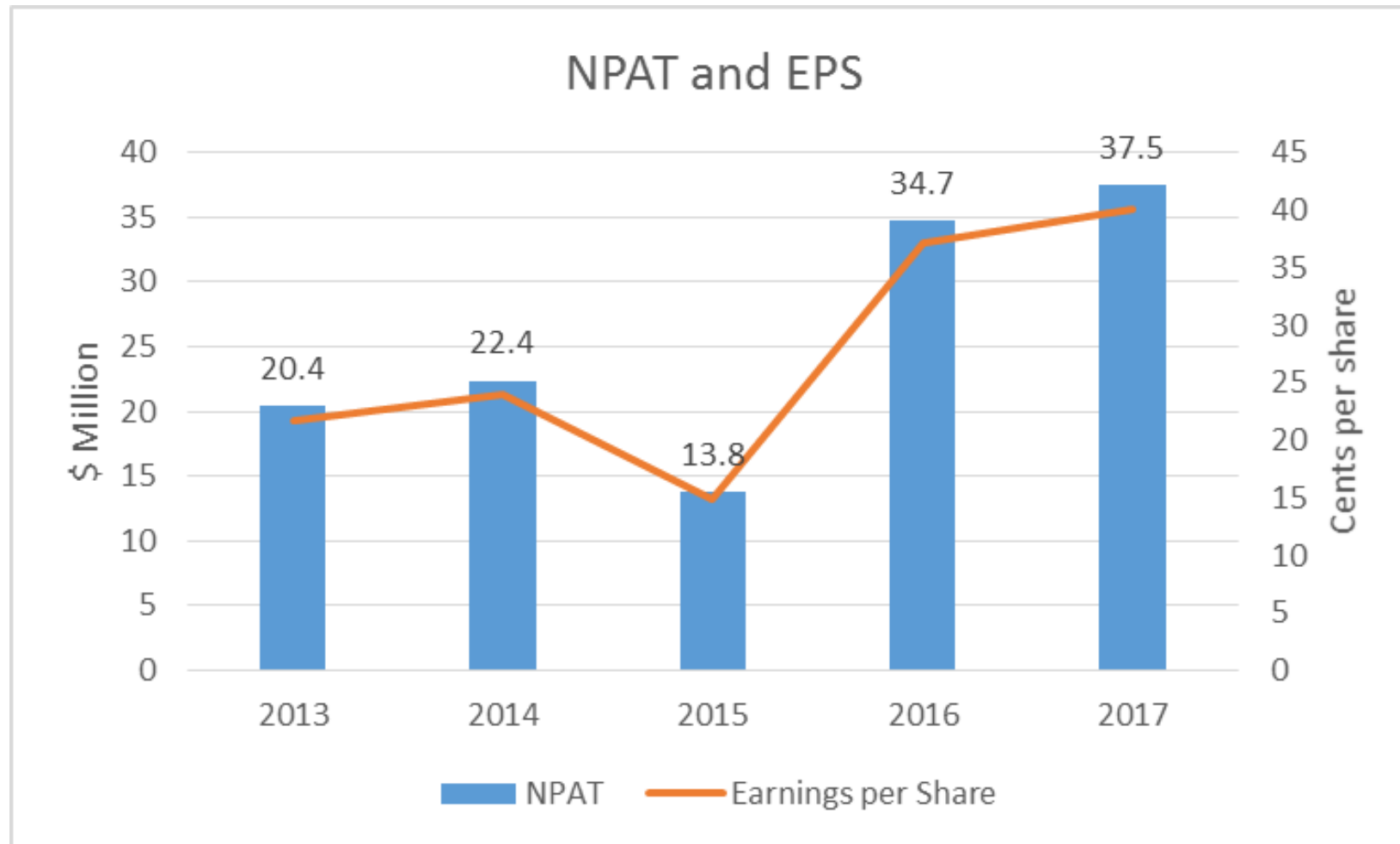


**BEAUTIFUL
- NEW ZEALAND -
SEAFOOD**

NPAT INCREASED BY 8%

	\$ Million	2017	2016
Revenue		477.9	463.5
Adjusted EBIT		63.7	63.4
Impairment/restructuring and one off costs		(3.0)	(5.6)
Net loss on sale of investments and fixed assets		(0.5)	(0.1)
Interest and Tax		(22.7)	(23.0)
Net Profit After Tax (NPAT)		37.5	34.7

NPAT AND EPS OVER 5 YEARS



ENHANCING VALUE THROUGH INNOVATION AND BRANDING

✓ Innovation

- Precision Seafood Harvesting
- SPAT_{NZ}
- Sustainability
- Transparency
- Nutraceuticals – Enzaq

✓ Branding

- Provenance
- Customer Channel Focus

HEALTH & SAFETY

- Flat on Lost Time Incidents
- Increase in Serious Harm Incidents
- Continued focus on improving performance

OTHER MATTERS OF INTEREST

- Havelock Processing Plant and the Kaikoura Earthquake
- Farmed Bluff Oysters and the *Bonamia Ostreae* virus
- A new Government
- Directors' Fees
- Dividend



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THANK YOU

