

TRIPLE RIDGE FOREST PARTNERSHIP

Forest & Joint Venture Particulars

+ 2016 Annual Report

Partnership Particulars

Year Established	2000
Number of Partners	47
Main Assets	262 hectares of plantation forest in 5 stands
Management Committee	G McVicar, A McKenzie, M Tillman
Forest Manager	Warren Forestry Ltd
Accountants	Bartram's
Auditor	Grant Thornton
Bank	ANZ Bank
Independent Forestry Consultant	Patrick Milne, NZIF Registered Consultant
Supervisor	Covenant Trustee Services Ltd



Part of the *Macrocarpa* stand at Kalimera after thinning, 2016 *Cupressus macrocarpa* aged 16

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Nature of Business

The sole business activity of the Partnership is to grow and then harvest a plantation forest in five forest stands on land provided pursuant to Joint Venture Agreements ('JVAs') by three landowners in North Canterbury.

The JVAs provide Forestry Rights, which are registered on the landowners' titles, enabling and requiring the Partnership to establish, tend and manage forest regimes for one rotation on the land.

At harvest, net forest proceeds are shared between the partnership and land owners with the split ranging from 72/25% to 87/10%, with 3% going to Warren Forestry Ltd. That split is fixed from the start by agreement and is arrived at from an assessment of the forest sites' merits, principally the cost of forest establishment and silviculture, likely forest growth & yield, and likely harvest costs.

However in one case rental was paid for three years significantly reducing the Landowner's share. The joint venture ends at harvest or forest sale and the Partnership is dissolved.

Outline of Land, Forest Location, Species, Regimes & Joint Venture Shares

Glens of Tekoa: 7,800ha sheep & beef farm north of the Hurunui River inland of Culverden, North Canterbury foothills owned by W & G McRae.

GT6: 24ha Radiata pine (seed lot GF19 seedlings) planted in 2000; framing regime, i.e. not pruned and high stocking maintained. Expected harvest at about age 30 (2030). Partnership/Landowner shares: 80/17%.

GT5: 48ha Douglas-fir (seed lot Hebo) planted in 2000, framing regime i.e. unpruned. Much of it will be thinned to waste in 2017. There is the possibility of production thinning around age 25 to be considered if feasible. Expected harvest at about age 35 to 40. Shares: 77/20%.

Leslie Hills: 3,440ha sheep & beef farm north of the Waiau River, south of Hanmer Springs, North Canterbury foothills owned by E Rutherford and family.

LH3: 167ha Radiata pine (seed lot GF19 seedlings) planted in 2000; 141ha is high pruned and thinned to 330sph and the rest is an unthinned framing regime. Expected harvest at about age 30 (2030) or perhaps a few years earlier. Shares 72/25%.

Kalimera: 922ha Perendale sheep stud farm on the north bank of the Conway River, at Hundalee, North Canterbury, owned by T & S Anderson.

KM1: 19ha Radiata pine (seed lot 50/50 GF17 seedlings/GF28 cuttings) planted in 2000; all clearwood regime, thinned to 320sph. Expected harvest about age 29 (2029). Shares 87/10% (high rental was paid for first 3 years). Also 3.3ha *Cupressus macrocarpa* (mix of seedlings and cuttings); all pruned and part thinned in 2015/16 to 550sph.

Other General & 2016 Specific Information

Insurance & Valuation: The forest is insured for fire and storm losses, firefighting costs and levies, clearance and replanting costs, earthquake and Public Liability. All cover has excesses or upper limits judged as reasonable by the Forest Manager in consultation with the Independent Forestry Consultant. Taken into account in choosing the various heads of cover, apart from cost is the lower risk gained by having the forest in several separate stands, of three species on grazed farmland not publicly accessible.

The policy is tendered annually by forest management and consultancy firm PF Olsen Ltd, the largest forest manager in NZ, as a group insurance plan for its many clients.

As part of the insurance contract service, Olsens provide a free valuation based on area, location, age, species and the regime of each individual forest stand.

As this value is 'broad brush' we compare it to a value arrived at by the Forest Manager and Independent Forestry Consultants' valuation calculator. This uses actual forest data which specifically produces forest stand values for the Partnership's forest, based on a growth model. This is straight forward to update annually.

The method used, is the same as Olsen's but from more detailed and specific information about our forest stands. It uses discounted cash flow from a calculation of forecast net harvest proceeds.

Getting to that figure involves making several significant assumptions or 'judgment calls', the discount rate being the most significant. It is regarded in the industry as the best method for mid-rotation valuation even though it is by its nature quite theoretical, and the further out the more so. Forests are unusual and quite variable assets and there are insufficient sales of similar immature forests to give forests a market valuation, which if it existed would be better.

The insurance year runs from June to May so the sum insured is set in May. The insured value is an agreed value with the insurer. It does not have to be exactly Olsen's or the Consultant's forest value. It just has to be 'within acceptable boundaries' so probably could easily be a third higher or lower, which would of course be reflected in the premium.

Actual sum insured for 2016/17:	\$1,881,010 (total fire cover)
Olsen's Insurance value for 2016/17:	\$1,831,754
Forest Valuation as at 31/12/15	\$1,966,639
Forest Valuation as at 31/12/16	\$2,523,671
Wind storm cover (the maximum offered)	\$500,000
Fire Fighting cover (the maximum offered)	\$1,000,000
Public liability	\$2,000,000
Earthquake	\$250,000
Clearance and replanting cover	\$2,500 per ha
Claims costs cover	\$10,000

The Emissions Trading Scheme ('ETS'). In 2010 the Partnership's forest was registered under the ETS and received carbon credits, known as NZUs, until leaving the ETS in 2014. That was done to avoid having to return those NZUs in due course, as the rules required.

This has been a significant windfall and we have paid for all outgoings for the last three years by selling down our NZUs. Late in 2016, after considering the views of many Partners, the Management Committee decided to sell most of the Partnership's NZUs, to lock in their value as there was no certainty at all about that. From the proceeds \$1,000 per unit was distributed leaving enough cash for up to three more years of Partnership expenses.

Accordingly another distribution could be considered in due course, as the remaining NZUs we have are currently worth around \$93,000. It may depend on how much thinning of GT5 is required.

The ETS continues, and is being reviewed for reforms which should keep the NZU price up and be favorable to forestry. But that was what we were told previously and it certainly was not true, with some exceptions such as our 'windfall'.

However we will re-join later in 2017 and not miss out on any of the NZUs we are entitled to as the

current allocation period is 2013 to 2017. If we rejoin in that period we will get all credits earned from 2013 on. There is no longer an arbitrage opportunity but who knows what others may arise. It remains an option for us to take an income from carbon credits and then see what happens as we approach harvest age. However that would require a new agreement with our landowners which may or may not be feasible. But we must seriously look at it again.

The fact that the Partnership has Douglas-fir which not only has a longer normal rotation but can be grown indefinitely is a considerable advantage. In theory we could earn more from carbon credits than log sales, or even have both.

Forest Management and Partnership Administration. Warren Forestry Ltd carried out all forest management and partnership administration work for both parties to the joint venture until late 2016. Important forest matters are decided in AGMs or by the Independent Forestry Consultant pursuant to the Partnership's Deed of Participation and Joint Venture Agreements.

In November the Partnership changed its Deed to make its Manager a Management Committee elected by the Partners. So the Partnership is effectively self-managing now which means it is no longer regulated as a Managed Investment Scheme by the Financial Markets Authority.

Statutory Supervisor & Auditor. The Statutory Supervisor became 'the Supervisor' in 2016 following a change to the Partnership's Deed of Participation, with effectively the same role and will continue to hold the Forestry Rights and NZUs as trustee. We appointed Grant Thornton as our new Auditor. Once the 2015 and 2016 audits are completed under the 'Tier One' auditing rules the Partnership will be able to select a less expensive and more fit for purpose audit from 2017 onwards.

Markets for Logs & Forests - General Comment. In 2016 log markets have mostly been quite good and ended the year higher than 12 months before. Chinese demand has held up well and not been so volatile. The log market is almost entirely export dependent, since 90% of NZ production is exported either as logs (50%) or product processed to some degree.

The value of the NZ dollar is another significant factor and that has been down a bit. Shipping costs are very low and fuel costs which affect harvest and transport costs are lowish. Harvest and transport is still relatively costly so we hope new technology will lower these in future, and or log prices rise.

Overall the effect has been to significantly increase the forest valuations as at 31 December 2016, as they are based on expected harvest revenue, discounted back to now.

Expected Net Harvest Volume & Revenue. When running the valuation calculator software two significant figures generated are the forecast recoverable volume of logs, and how this translates into net harvest revenue. It's this revenue which will be the investment return divided between the Partnership and the Landowners according to their shares.

The first figure should be reliable, i.e. not change much from here on as the 'die is cast now' as it were. But the net harvest revenue we will get is 'anyone's guess' as so much depends on the markets and the costs of getting the logs to market. A 10% log price change can translate into a 30% net revenue change.

For the Triple Ridge forest stands the current forecast volumes are very close to the original forecasts made in 1999, which indicates not only that the growth models are quite good but the forest is too. That is, we have pretty much established the quality of forest we set out to.

The net harvest revenue figure is, as at 31 December 2016, \$7.5 million in total, which means \$5.6 million to the Partnership. This is less than forecast but better than a few years ago. Each year from now on we will give these figures and it will be interesting to see how much they change year to year.

Comparison of Budget to Costs

Actual Expenditure compared to the 2016 Budget		\$
Operating costs	Budget	Actual
Accountant's fees	2,000	2,000
Auditor's fees	1,500	2,500
Bank charges	-	144
Carbon credit and MC work by WFL	-	1,000
Contingency	1,500	-
Deed amendment work by WFL	-	1,000
Filing Fees	-	309
Forest Inventory & Modelling	2,500	2,550
Forestry Consultant	500	-
Insurance	4,500	5,556
Legal fees	-	1,667
Management & Administration by WFL	4,950	4,950
Statutory Supervisor & FMA annual fees	2,100	1,500
Subscriptions	-	100
Thinning Macrocarpas on KM1	1,700	4,500
Track maintenance	700	700
	<u>21,950</u>	<u>28,476</u>

Notes:

Accountancy & Audit. We would like to reduce these but the financial reporting rules we are subject to prevent that currently. Mostly this is the unreasonably involved auditing requirements mentioned above. We hope that from the 2017 audit onwards the costs will be lower.

Carbon credit and MC work by WFL. Considerable extra work relating to our NZUs was required to decide formally what to do with them, then to sell most and distribute some of the proceeds.

To date the Partnership has received over \$312,000 from selling NZUs. Further work was required setting up the Management Committee too.

Deed amendment work by WFL + Legal fees. The Partnership resolved to amend its Deed in late 2016 to take it outside the jurisdiction of the securities law and become an independent private partnership. This required seeking legal advice and work from Anthony Harper, and liaising between them and the Supervisor. This work was not budgeted.

Warren Forestry Ltd did a lot of the routine drafting work together with Anthony Harper. It also required an Extraordinary General Meeting to approve the Deed of Amendment.

Forest Inventory & Modelling. Inventory work is taking plot samples from the forest stand to update our database. Then we put this in the forest growth modelling software we use called 'Calculator'.

That then in turn provides a volume and log grade forecast at harvest which is fed into the valuation calculation spreadsheets.

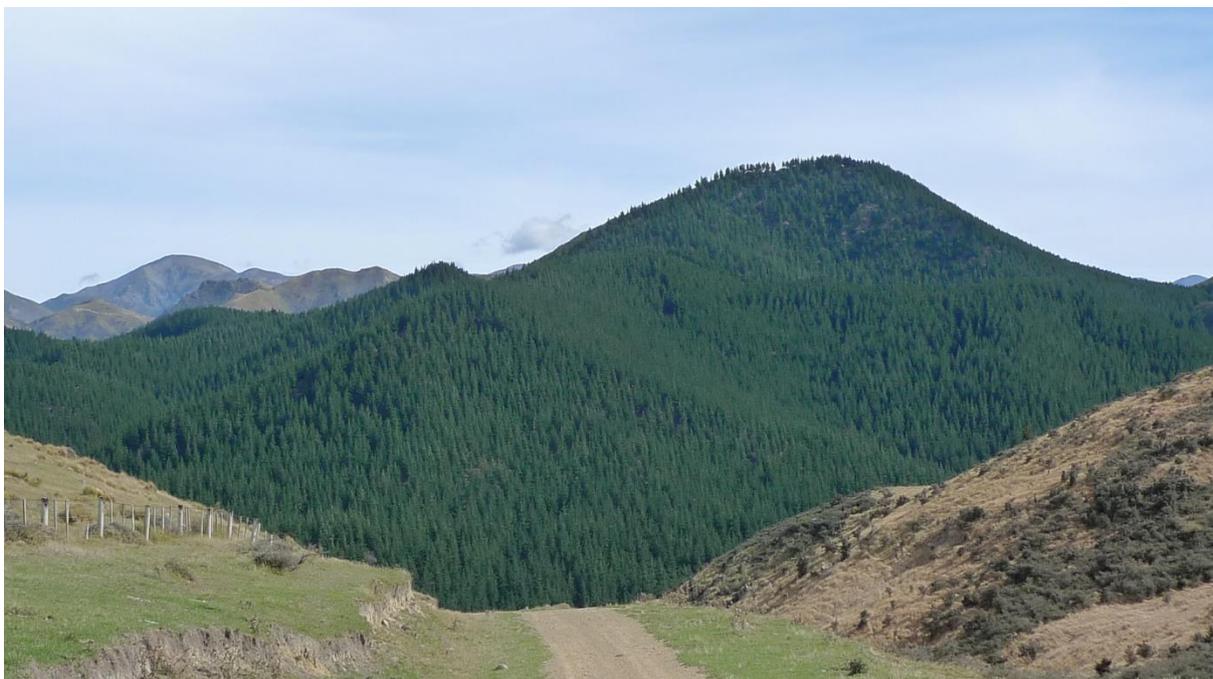
Thinning Macrocarpas. We budgeted \$2,000 in 2015 for this and \$1,700 in 2016, but the costs were \$1,625 and \$4,500. This cost was poorly forecast as it turned out to be a much slower job. The trees

at 15 years are large and so thinning out half of them was not so easy and if done safely had to be done carefully, as it was.

Charles Etherington
Warren Forestry Ltd
Forest Manager & Administrator for the Partnership's Management Committee
March 2017



Leslie Hills site called 'Triple Ridge' in May 2000 just after the broom was burned off



LH3 forest stand in April 2016