



PARININIHI KI WAITOTARA

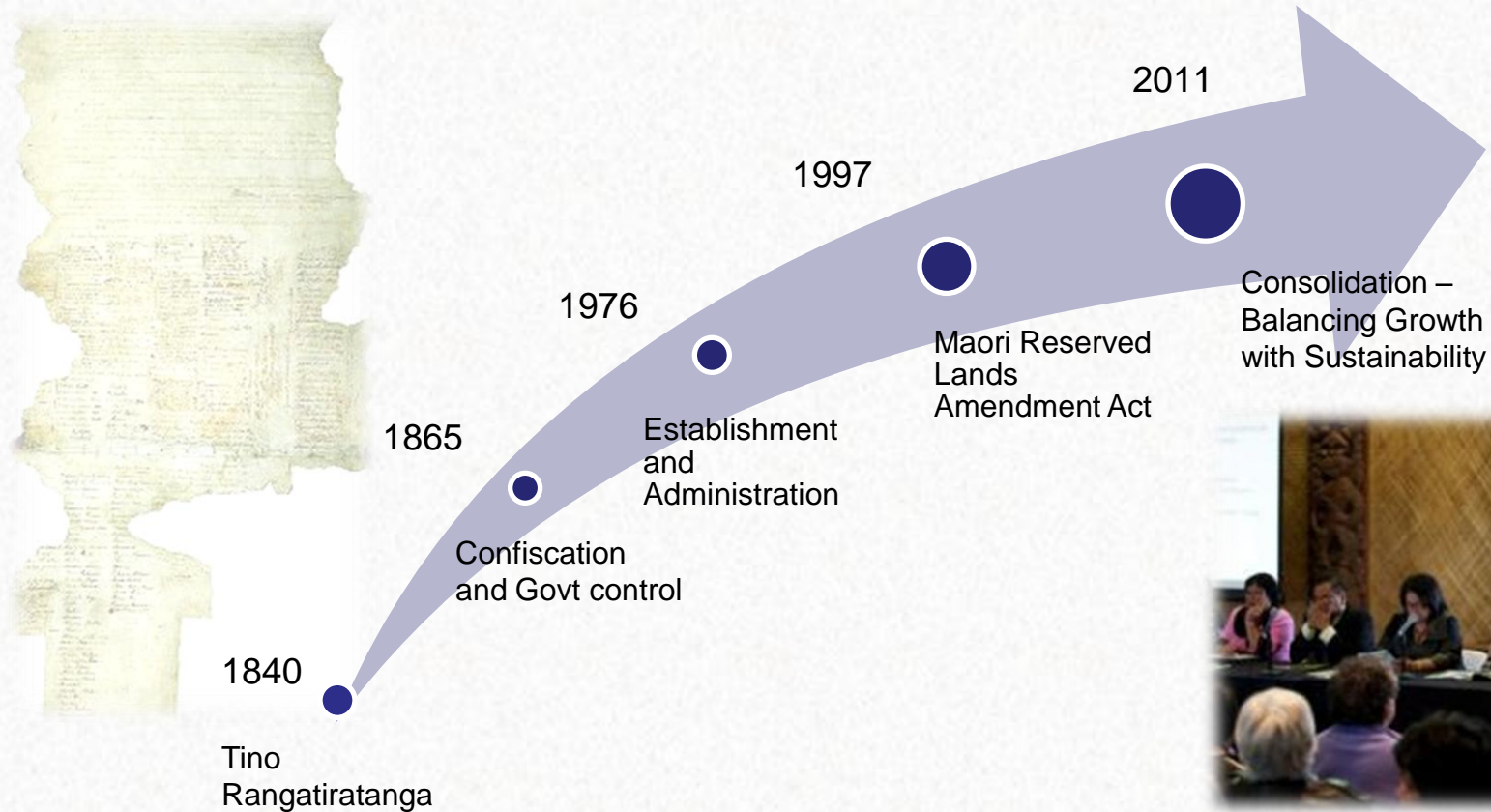
Presentation to NZARM
Plymouth International Hotel
16 November 2011

PKW Incorporation

- Taranaki Maori business
- Own 20,000ha of productive Taranaki Maori Land
- Business of innovative and sustainable farm management
- Fonterra's largest Taranaki supplier



Where Have We Come From



Active → Passive → Active →

Current Business Interests

- Currently operating 13 dairy farms with 7000 cows
- Potential to grow this to 60 farms with 50,000 cows
- 90% of land remains subject to perpetual leases
- Modest diversified investments



Business Context

- Whenua taonga tuku iho – passed through generations
- Land retention and use is fundamental
- Land use effects can impact on wider Iwi and Hapu interests – obligation to mitigate effects



He Whenua He Tangata He Oranga - Land People Prosperity

Environmental Goals

- Committed to achieving Clean Streams Accord and Regional Water Plan by 2015
- Committed \$250,000 to riparian planting over 6 years
- Committed to leading by example and championing sustainable dairy in Taranaki



Current Activities

- Riparian planting one tool in an overall environmental toolkit
- Reviewing current effluent management systems and environmental practices on every PKW farm
- Implementing precision agricultural techniques



Challenges

- Upgrading legacy systems
- Future proofing systems in a changing regulatory regime
- Ascertaining the real utility of new technologies
- Managing shareholder expectation of financial return



He Whenua, He Tangata, He Oranga



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