



HARVESTING REPORT

May 2021

GLENLEA FOREST



"A" Grade logs stockpiled, branded and QC'd ready for loadout.

FMNZ

"Maximising the value of forests since 1974"

Clearfell Harvesting Report – Glenlea – May 2021

Summary

- Gross revenue for the month is **\$126,019.37**
- Costs for the month are **\$75,574.71**
- Net income for the month is **\$50,444.66**
- Tonnes harvested for the month is **989.2**
- Net income per tonne for the month is **\$51.00**
- Area cleared for the month is **0** hectares

The project performance to date is set out below:

- Project gross revenue to date is **\$8,183,089.50**
- Project costs to date are **\$6,327,420.47**
- Project net income to date is **\$1,855,669.04**
- Tonnes harvested to date is **62,806.91**
- Net income per tonne to date is **\$29.55**
- Recoverable volume per hectare to date is **733.7** tonnes
- Net income per hectare to date is **\$21,678.38**
- Total forest area is **293.8** hectares, approximate hectares cleared to date is **85.6** hectares.

The total forest area reflects all net stocked areas regardless of age class or previous roadline volumes.

NB: Measured harvest areas are estimated monthly and reconciled with satellite imagery prior to valuations, they are subject to change and should be used as a guide only.

Revenue

Log Sales

Gross income for the month was **\$126,019.37** with an average sale price over all grades of **\$127.40** per tonne.

Log Markets

May 2021 - Log Markets, Hawkes Bay

The May export prices have lifted \$4.57/Jas m³ on average. The increase has mainly benefited the sawlog log grades.

Radiata log inventories on the main Chinese ports we monitor have fallen further to 3.68Mm³, with daily offtake recovering towards the 80Km³ per day range following the May Day holidays. The inventory supply and demand equation continues to support US\$ CFR pricing at current record levels.

Chinese demand is forecast to remain positive. Construction activity generally slows down in China as they enter the hot season months, June to August. This will be partially offset by reduced harvest volumes during the New Zealand winter. This is not expected to result in any significant inventory build over this period. Customers for New Zealand logs are pushing for more cargo as New Zealand is seen as the most reliable major softwood supply region.

While the heat may be taken out of the log market there is unlikely to be a crash in log prices as supply is still constrained and this will keep upward pressure on CFR pricing. There is unlikely to be an increase in log supply from Europe until more containers become available. North America is in a building boom and has its own shortage of logs and sawn timber. In the short to medium term, there is little chance of supply relief from Australia following their recent withdrawal from the Belt and Road deal with China.

The State Council (China's cabinet) announced in May that it would monitor changes in overseas and domestic markets and will step up coordination between monetary and other policies to maintain stable economic operations. This has been due to concerns of excessive speculation in commodity markets, mainly iron ore.

Ocean freight rates to China have climbed to over US\$50 from most ports. The Chinese government's announcement that it will take as yet unspecified measures to reduce the heat in the commodities market may reduce shipping demand, however, there is still strong demand for bulk shipping of non-commodity items that were previously shipped in containers.

The NZD has bounced around in the 0.712 – 0.73 range during May and continues to hinder gains to New Zealand forest owner from increased CFR log prices in China.

Domestic pruned log prices have lifted \$12 this quarter due to strong AWG export pricing and factoring in the winter effects on Jas conversion.

Grade Recovery

Grade out turn for May is as follows:

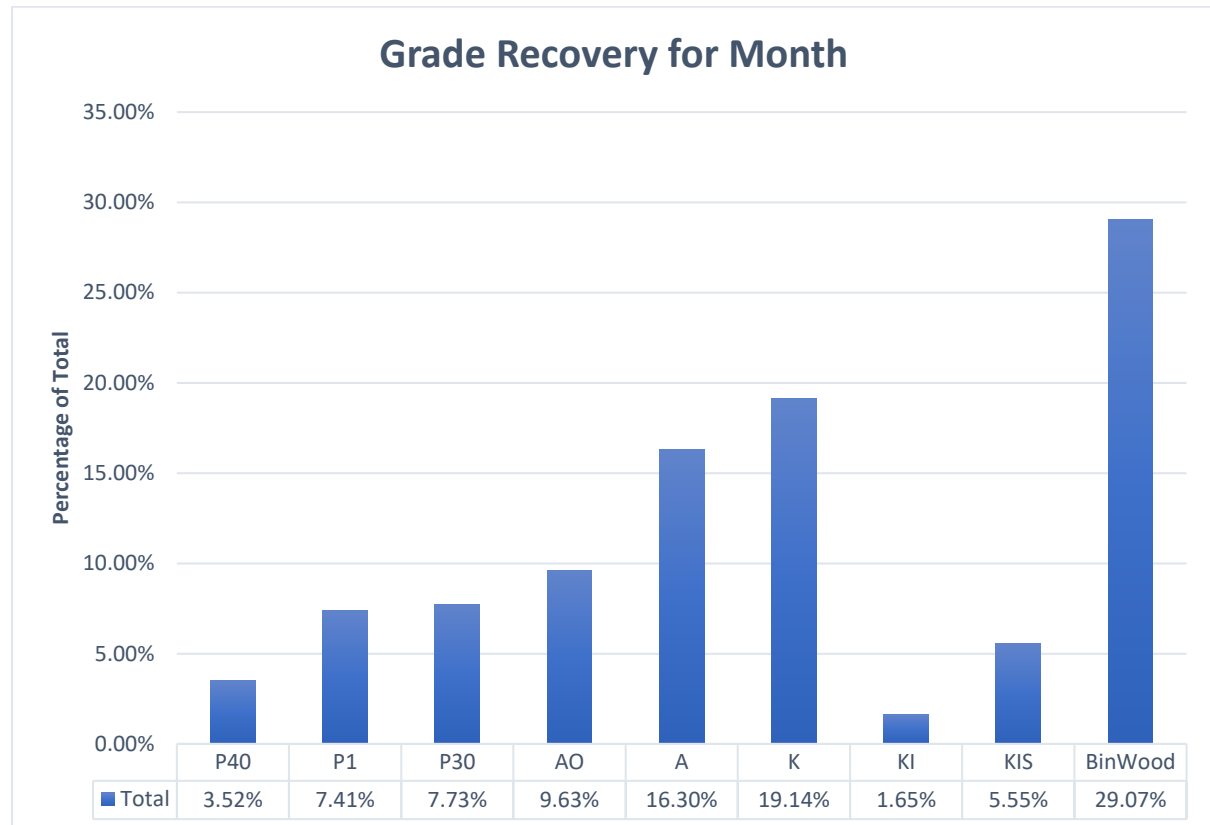


Chart 1: Grade Recovery for Month

Pruned recovery for the month comprised 19% of total volume, 7% of which was sold as domestic pruned.

High quality export sawlog (AO, A and K grades) made up 45% of the total production volume, with lower quality export (KI and KIS grades) comprising 7% of volume.

Binwood production made up 29% of sales, it is at this high level because old loads which had been left on completed landings had been picked up as sap stained binwood. It is not a reflection of the fresh harvest.

Expenditure

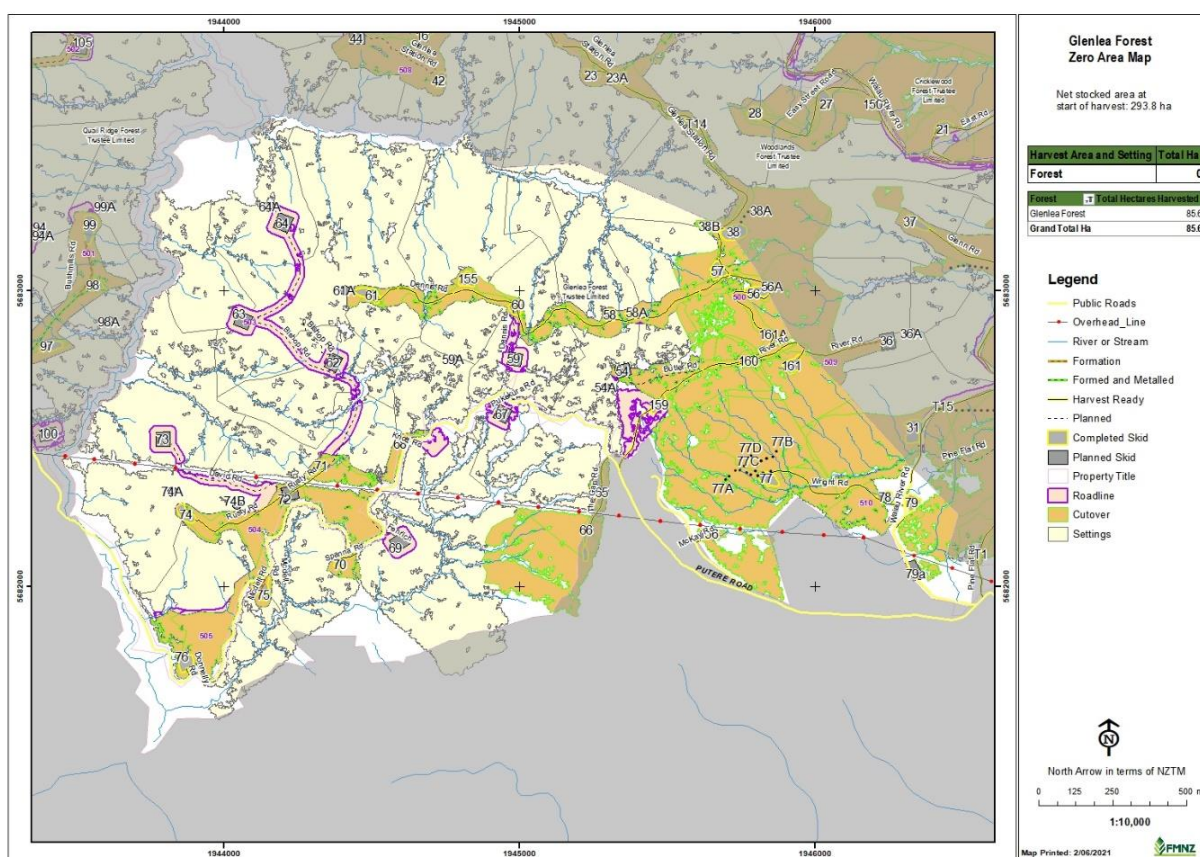
Harvesting

The total logging cost for the month was **\$36,272.54**, an average of **\$36.67** per tonne.

Harvest expenditure for the month is summarised below in Table 1:

LOGGING COSTS	TONNES	TOTAL
May		\$36,272.54
	989.2	\$36,272.54

Table 1: Logging Costs



Pic 1: Progress Map

There was no area cleared in May. The production was from the uplift of stock remaining on the landing when the crew shut down.

It is unfortunate that this crew lost half of their crew manpower at one time which it was unable to recover from and the owner chose to close the crew down.

The crew had felled 58 trees but not extracted them and it is now not economical to do so. We have therefore deducted the following from the contractor's final invoice:

58 trees @ 2.06 tonne piece size = 119.48 tonne x current net return to the forest \$41.20 per tonne = \$4,922.58 plus GST.

Planned Activities for June

There will be no harvesting in June and therefore no sales. Some old stocks of binwood have been uplifted from sites over the last few months and this is likely to continue in June.

Cartage

Cartage is managed by Harvest Logistics Ltd, who organise the despatch and supply of log trucks into the forest.

The total cartage expense for the month was **\$28,602.66** which is an average unit rate of **\$28.91** per tonne.

Cartage expenditure for the month is summarised below in Table 2:

CARTAGE COSTS		TOTAL
May	Cartage - Truck	\$28,602.66
	Weighbridge	\$244.75
		\$28,847.41

Table 2: Cartage Costs

The average cart rate for May inclusive of weighbridge fees is **\$29.16** per tonne.

Engineering

ENGINEERING		RL	CF	TOTAL
May	Rehab		\$4,026.00	\$4,026.00
	Grass Seeding	\$190.00		\$190.00
	Pavement	\$599.70		\$599.70
		\$789.70	\$4,026.00	\$4,815.70

Table 3: Engineering Costs

Engineering work in May was largely around the rehabilitation of Landing 57 after the harvest crew completed harvest. There was also some work completed on Rusty Road and Spanna Road.

Net Revenue

Net revenue for the project to date excluding GST is shown in Table 4 below:

MONTH	NET MONTH	NET PROJECT
May	\$50,444.66	\$1,855,669.08

Table 4: Total Revenue

The net revenue for the month equates to an average of **\$51.00** per tonne. There is no per hectare calculation as the sales area was accounted for in April.

Fees and Levies

Management fees and FGC levies are summarised in Table 5 below:

FEES & LEVIES		TOTAL
May	Management	\$5,040.77
	FGC levy	\$325.70
		\$5,366.47

Table 5: Fees and Levies

Miscellaneous

See Table 6 below:

MISCELLANEOUS		TOTAL
May	Consumables	\$17.94
	Other	\$95.00
	Traffic Management	\$159.65
		\$272.59

Table 6: Miscellaneous Expenses

Consumable costs are for docket books used for the loadout of logs during May.

Other costs are for the proportional costs of operating the forest digital radio network.

Traffic Management is the costs for the Corridor Access Request and Traffic Management Plan approval for the felling of trees within two tree lengths of Putere Road. This TMP will be extended for use for the new contractor.

Health and Safety

There were no health and safety incidents reported in the forest during May.

Environmental

There was no site-specific environmental planning or monitoring undertaken during May.

Financial Performance

The graph below shows the actual project results compared with the forecast budget.

The orange cumulative line measures actual performance against the forecast budget.

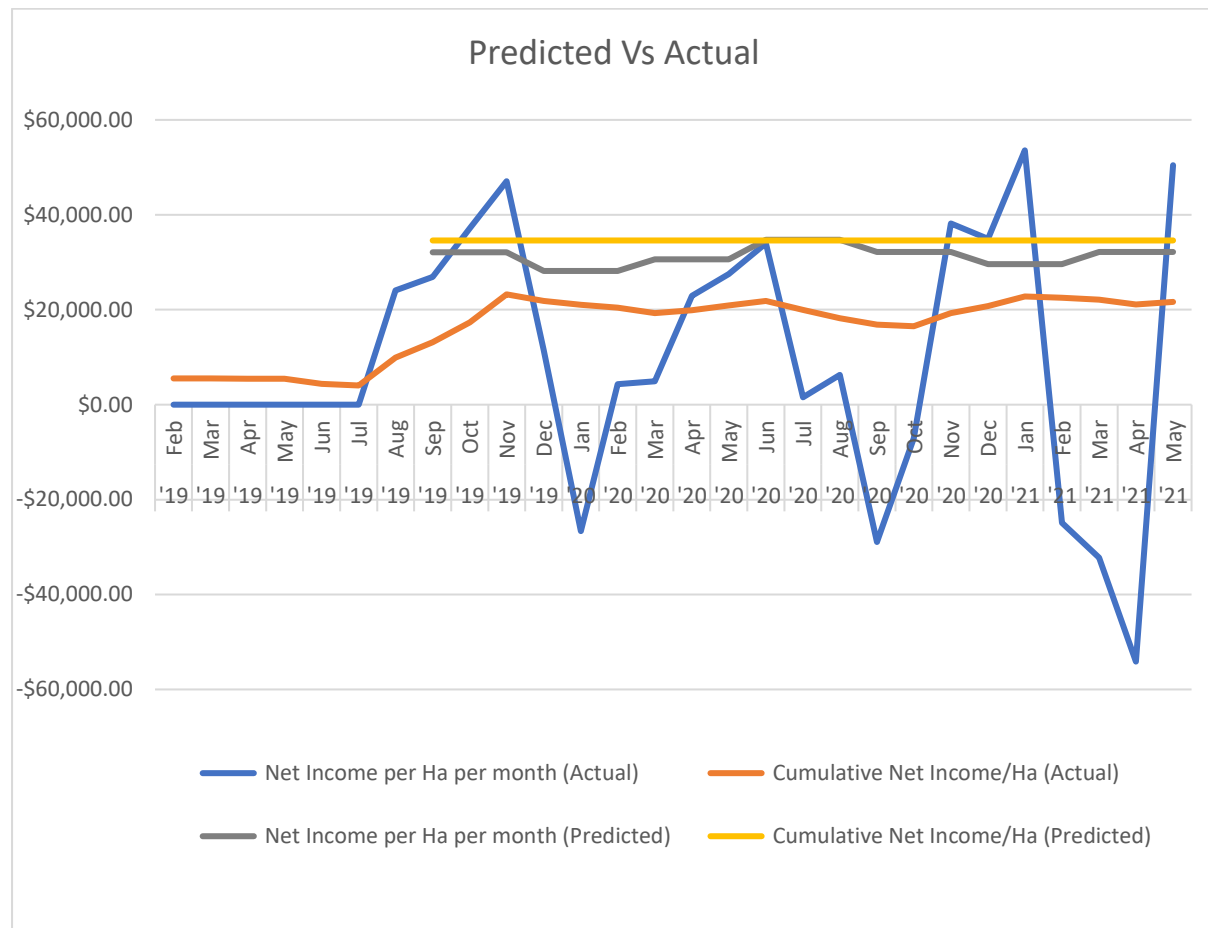


Chart 2: Actual vs Predicted

Net return per tonne to date is **\$29.55**, forecast was \$46.07.

Gross return per tonne to date is **\$130.29**, forecast was \$135.42.

Net return per hectare to date is **\$21,678.38**, forecast was \$34,595.00.

Kind Regards

Paul Rouppe van der Voort
Harvest Manager

Appendix 1 Harvesting Financial Summary (Clearfell and Roadline)



Historic Harvesting Financial Summary

Glenlea Forest Partnership

01/05/2021 to 31/05/2021

Paid to bank account # 02-0792-0001529-000

GST # 61-378-863

SALES					
Type	Grade	Tonnes	Jas (m3)	Sales Price	Gross Revenue (\$)
Binwood					
Pulp		287.56		\$45.50	\$13,083.98
TOTAL BINWOOD SALES		287.56			\$13,083.98

Domestic					
Pruned Dom		33.16		\$204.50	\$6,781.22
Pruned Dom	P1 4.9	40.16		\$202.00	\$8,112.32
TOTAL DOMESTIC SALES		73.32			\$14,893.54

Export					
Pruned Exp	P40 3.9	0.00	36.328	\$195.00	\$7,083.96
Pruned Exp	P30 3.9	0.00	79.226	\$170.00	\$13,468.42
A40	AO 3.9	0.00	100.579	\$161.00	\$16,193.22
A30	A 3.8	0.00	63.792	\$155.00	\$9,887.76
A30	A 5.8	0.00	98.126	\$157.00	\$15,405.78
K	K 3.8	0.00	62.220	\$148.00	\$9,208.56
K	K 5.8	0.00	119.367	\$150.00	\$17,905.05
KI	KI 3.8	0.00	16.871	\$139.00	\$2,345.07
TOTAL EXPORT SALES		0.00	576.509		\$91,497.82

Export Pulp					
Export Pulp	KIS 3.8	0.00	49.576	\$132.00	\$6,544.03
TOTAL EXPORT PULP SALES		0.00	49.576		\$6,544.03
TOTAL		360.88	626.085		\$126,019.37

FEES		
FMNZ Management Fee @ %		\$5,040.77
TOTAL FEES		\$5,040.77

Appendix 1 Harvesting Financial Summary (Continued)

LEVIES	
Forest Grower Commodity Levy @ \$0.33	\$325.70
TOTAL LEVIES	\$325.70
COSTS	
Harvesting	\$36,272.54
Cartage	\$28,602.66
Weighbridge	\$244.75
Consumables	\$17.94
Grass Seeding	\$190.00
Metalling: Grading & Rolling	\$599.70
Other	\$95.00
Post Harvest Rehab	\$4,026.00
Traffic Management	\$159.65
TOTAL COSTS	\$70,208.24
TOTAL FEES, LEVIES & COSTS	\$75,574.71
NET INCOME	\$50,444.66
GST	\$7,566.70
NET INCOME (INCLUDING GST)	\$58,011.36

GLENLEA CUMULATIVES

Categories	Descriptions	May 13 - Feb 17	Mar 17 - Feb 18	Mar 18 -Feb 19	Mar 19 -Feb 20	Mar 20 - Feb 21	Mar 21	Apr 21	May 21	Grand Total
Engineering	Borrow Pit					-\$196.00				-\$196.00
	Crossings					-\$701.22				-\$701.22
	Culvert Installation			-\$1,822.50	-\$3,114.00	-\$15,718.00		-\$100.00		-\$20,754.50
	Culverts		-\$7,554.36	-\$12,616.82	-\$9,789.15	-\$28,371.12				-\$58,331.45
	Culverts - Freight			-\$660.00	-\$948.75	-\$4,250.00		-\$50.00		-\$5,908.75
	Entranceway - Seal		-\$11,963.54	-\$156.52	-\$336.60	-\$2,024.00				-\$14,480.66
	Establishment - Engineering		-\$2,327.50	-\$1,790.50	-\$6,057.45	-\$15,891.63	-\$590.00	-\$1,120.00		-\$27,777.08
	Fluming			-\$93.90	-\$3,225.42	-\$6,246.05				-\$9,565.37
	Grass Seeding				-\$498.33	-\$1,653.05	-\$190.00	-\$1,252.25	-\$190.00	-\$3,783.63
	Landings	-\$975.00	-\$6,255.00	-\$34,775.00	-\$66,251.00	-\$205,775.00	-\$18,680.00	-\$40,606.00		-\$373,317.00
	Loader Hire				-\$1,765.57	-\$4,908.00				-\$6,673.57
	Loadout Bay Construction					-\$6,090.00		-\$1,975.00		-\$8,065.00
	Loadout Bay Metal					-\$8,801.00				-\$8,801.00
	Metal Rock	-\$396.00	-\$15,905.80	-\$79,070.82	\$6,875.74	-\$105,402.37		-\$9,656.51		-\$203,555.76
	Other				-\$1,358.86	-\$1,771.91				-\$3,130.77
	Pads				-\$700.00					-\$700.00
	Pavement				-\$204.00	-\$21,132.80		-\$852.00	-\$599.70	-\$22,788.50
	Public Roads		-\$2,166.67							-\$2,166.67
	R&M			-\$15,640.97	-\$6,108.90	-\$5,176.65	-\$495.00			-\$27,421.52
	R&M - Culverts Maintenance			-\$100.00		-\$360.00				-\$460.00
	R&M - Metal					-\$1,265.00				-\$1,265.00
	R&M - Road Maintenance			-\$5,597.50	-\$330.00	-\$999.00		-\$1,936.00		-\$8,862.50
	Rehab			-\$1,215.00	-\$5,758.21	-\$23,059.00	-\$6,974.00	-\$4,048.00	-\$4,026.00	-\$45,080.21
	Rehab - Skids/Pads					-\$100.00				-\$100.00
	Road Formation		-\$11,195.00	-\$90,587.50	-\$9,156.00	-\$245,916.00				-\$356,854.50
	Sediment Control				-\$26.87	-\$410.61				-\$437.48
	Spread from stockpile			-\$12,877.09	-\$8,272.00	-\$28,090.00	-\$275.00			-\$49,514.09
	Stockpile Works					-\$15,577.78	-\$60.00	-\$1,822.50		-\$17,460.28
	Temp Landings				-\$13,346.00	-\$2,825.00				-\$16,171.00
	Trucks - Cart & Dump		-\$11,711.40	-\$125,871.68	-\$21,772.70	-\$64,721.03		-\$9,200.00		-\$233,276.81
	Trucks - Cart & Spread	-\$765.00	-\$9,962.50	-\$23,904.00	-\$1,071.00					-\$35,702.50
	Metal - Stripping						-\$1,012.00			-\$1,012.00
Engineering Total		-\$2,136.00	-\$79,041.77	-\$406,779.80	-\$153,215.07	-\$817,432.22	-\$28,276.00	-\$72,618.26	-\$4,815.70	-\$1,564,314.82
Fees	FGC levy	-\$436.72	-\$399.07	-\$1,579.92	-\$4,477.51	-\$9,625.39	-\$33.24	-\$269.20	-\$325.70	-\$17,146.75
	Management	-\$7,367.89	-\$8,934.47	-\$35,721.72	-\$83,318.90	-\$181,500.30	-\$183.35	-\$5,256.18	-\$5,040.77	-\$327,323.58
Fees Total		-\$7,804.61	-\$9,333.54	-\$37,301.64	-\$87,796.41	-\$191,125.68	-\$216.59	-\$5,525.38	-\$5,366.47	-\$344,470.33
Harvesting	Cartage - Trans Shipping					-\$440.00				-\$440.00
	Cartage - Truck	-\$42,414.61	-\$40,004.74	-\$158,258.86	-\$494,062.45	-\$932,207.49	-\$2,906.35	-\$23,565.81	-\$28,602.66	-\$1,722,022.95
	Establishment - harvesting	-\$1,390.00			-\$32,397.50	-\$8,019.00				-\$41,806.50
	Logging	-\$61,495.20	-\$60,324.88	-\$243,005.50	-\$646,073.03	-\$1,371,533.19	-\$2,014.80	-\$35,912.30	-\$36,272.54	-\$2,456,631.43
	Logging - Hourly				-\$4,812.70			-\$47,501.25		-\$52,313.95
	Tracking					-\$4,332.00				-\$4,332.00
	Trailer Lifting					-\$12.00				-\$12.00
	Weighbridge	-\$597.87	-\$569.39	-\$2,270.03	-\$5,862.69	-\$11,156.53		-\$305.46	-\$244.75	-\$21,006.73
Harvesting Total		-\$105,897.68	-\$100,899.01	-\$403,534.39	-\$1,183,208.37	-\$2,327,700.20	-\$4,921.15	-\$107,284.81	-\$65,119.95	-\$4,298,565.56
Income	Log Sales	\$184,197.20	\$223,361.79	\$893,042.98	\$2,082,972.59	\$4,537,507.38	\$4,583.67	\$131,404.52	\$126,019.37	\$8,183,089.50
Income Total		\$184,197.20	\$223,361.79	\$893,042.98	\$2,082,972.59	\$4,537,507.38	\$4,583.67	\$131,404.52	\$126,019.37	\$8,183,089.50
Miscellaneous	Arboriculture			-\$1,980.00						-\$1,980.00
	Consents		-\$156.52							-\$156.52
	Consultancy Fees			-\$165.84			-\$720.00			-\$885.84
	Consumables		-\$84.51	-\$243.79	-\$626.57	-\$1,886.19	-\$2.07	-\$13.02	-\$17.94	-\$2,874.09
	Fencing			-\$2,298.64						-\$2,298.64
	Other		-\$123.58	-\$4,312.33	-\$1,779.12	-\$3,672.14	-\$2,000.22	-\$95.00	-\$95.00	-\$12,077.40
	Power Lines				-\$19,489.60	-\$10,562.80				-\$30,052.40
	Royalty payments			-\$500.00						-\$500.00
	Security			-\$287.75	-\$2,351.77	-\$11,271.60				-\$13,911.12
	Traffic Management	-\$1,760.00	-\$8,370.83	-\$189.20	-\$43,301.54	-\$873.54			-\$159.65	-\$54,654.76
	Environmental Monitoring						-\$679.00			-\$679.00
Miscellaneous Total		-\$1,760.00	-\$8,735.44	-\$9,977.55	-\$67,548.60	-\$28,266.28	-\$3,401.29	-\$108.02	-\$272.59	-\$120,069.76
Grand Total		\$66,598.91	\$25,352.04	\$35,449.60	\$591,204.14	\$1,172,983.01	-\$32,231.36	-\$54,131.96	\$50,444.66	\$1,855,669.04