



HARVESTING REPORT

November 2021

QUAIL RIDGE FOREST



Landing 92 operations.

FMNZ

"Maximising the value of forests since 1974"

Clearfell Harvesting Report – Quail Ridge – November 2021

Summary

- Gross revenue for the month is **\$827,989.36**
- Costs for the month are **\$535,292.46**
- Net income for the month is **\$292,696.90**
- Tonnes harvested for the month is **6,435.66**
- Net income per tonne for the month is **\$45.48**
- Area cleared for the month is **9.9** hectares

The project performance to date is set out below:

- Project gross revenue to date is **\$14,500,042.81**
- Project costs to date are **\$9,805,237.59**
- Project net income to date is **\$4,694,805.22**
- Tonnes harvested to date is **98,366.97**
- Net income per tonne to date is **\$47.73**
- Recoverable volume per hectare to date is **759.6** tonnes
- Net income per hectare to date is **\$36,253.32**
- Total forest area is **225.4** hectares, approximate hectares cleared to date is **129.5** 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 **\$827,989.36** with an average sale price over all grades of **\$128.66** per tonne.

November 2021 - Log Markets, Hawkes Bay

The November export prices have dropped \$13.86/Jas m³ on average. The decrease has affected the pruned grades slightly more.

Radiata log inventories on the main Chinese ports we monitor have decreased to 4.60Mm³, with daily offtake relatively solid at 73Km³ per day as we head into the Northern Hemisphere's winter. Inventory remains 40% above 2018-2020 levels and this is creating downward pressure on CFR sales price.

As mentioned last month, there has been a structural reset in the Chinese economy with the government looking to slow the property market and reduce debt levels. As is often the case, many believe the market has overcorrected. Several factors have contributed to weaker log demand / usage however, the major reasons are adjustments to the construction market due to high debt ratios of property development companies and the energy crisis limiting factory output. China's zero-tolerance policy towards Covid-19 continues to have impacts as workers in new outbreak regions get sent home to control the spread of the virus.

The freight market has continued to trend downward however, at this stage the Chinese appear to be taking advantage of freight cost gains by lowering the CFR price. Due to the lag time of ship chartering, we expect to see pre-booked vessels in December also affecting AWG prices.

The NZD has continued to slip back against the USD since the end of October. The change has not been enough to add some AWG value for forest owners.

Domestic pruned log prices have fallen \$15 this quarter due to weaker AWG export pricing and factoring in the spring effects on Jas conversions.

Grade Recovery

Grade out turn for November is as follows:

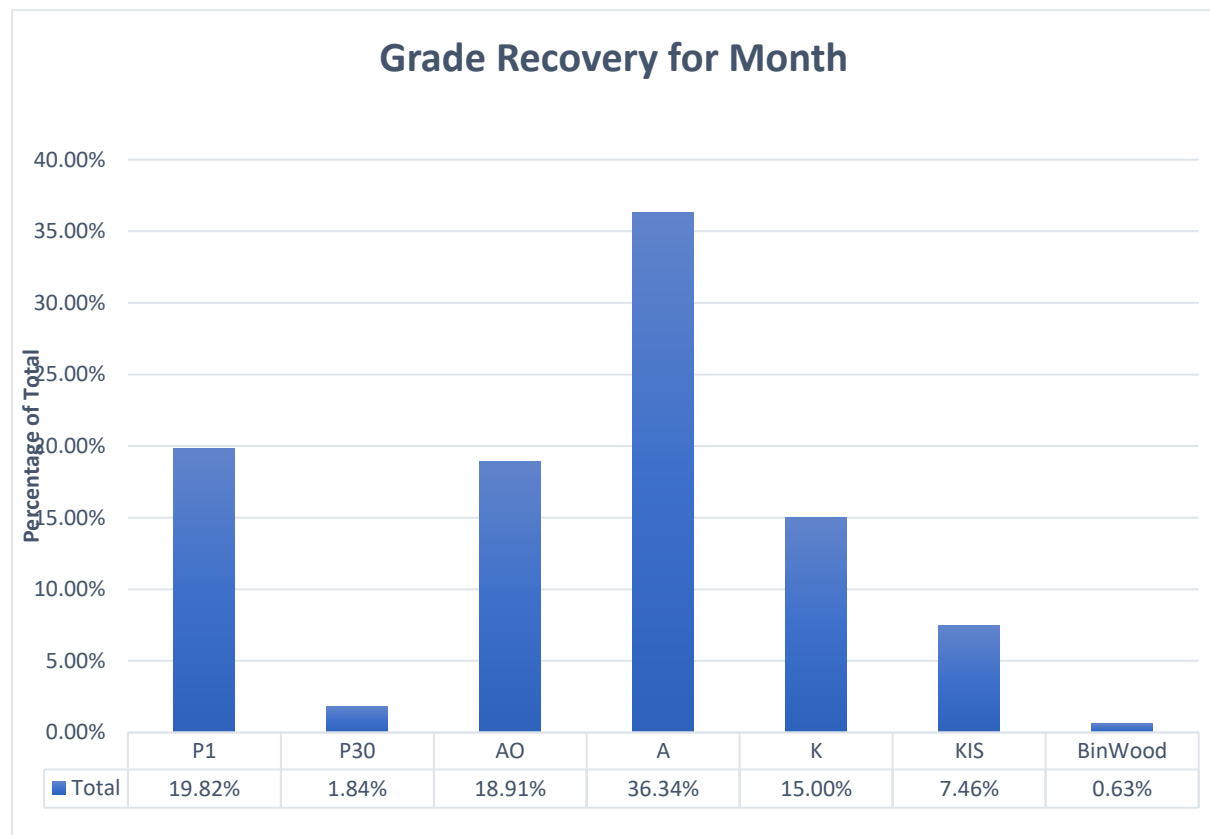


Chart 1: Grade Recovery for Month

Pruned recovery for November comprised 22% of overall sales volume, 20% of which was sold as domestic pruned grades.

High quality export sawlog (AO, A and K grades) made up 70% of the total production volume, with lower quality export (KI and KIS grades) comprising 7% of volume.

The remaining 1% of production was made up of domestic pulp and binwood.

Expenditure

Harvesting

The total logging cost for the month was **\$260,687.80**, an average of **\$40.51** per tonne.

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

LOGGING COSTS		TOTAL
November		\$260,687.80
		\$260,687.80

Table 1: Logging Costs

During November, Log 5 continued clearfell harvest of Setting 117 Elliot Road and then moved down the road to Landing and then to Landing 104 on Elliott Road.

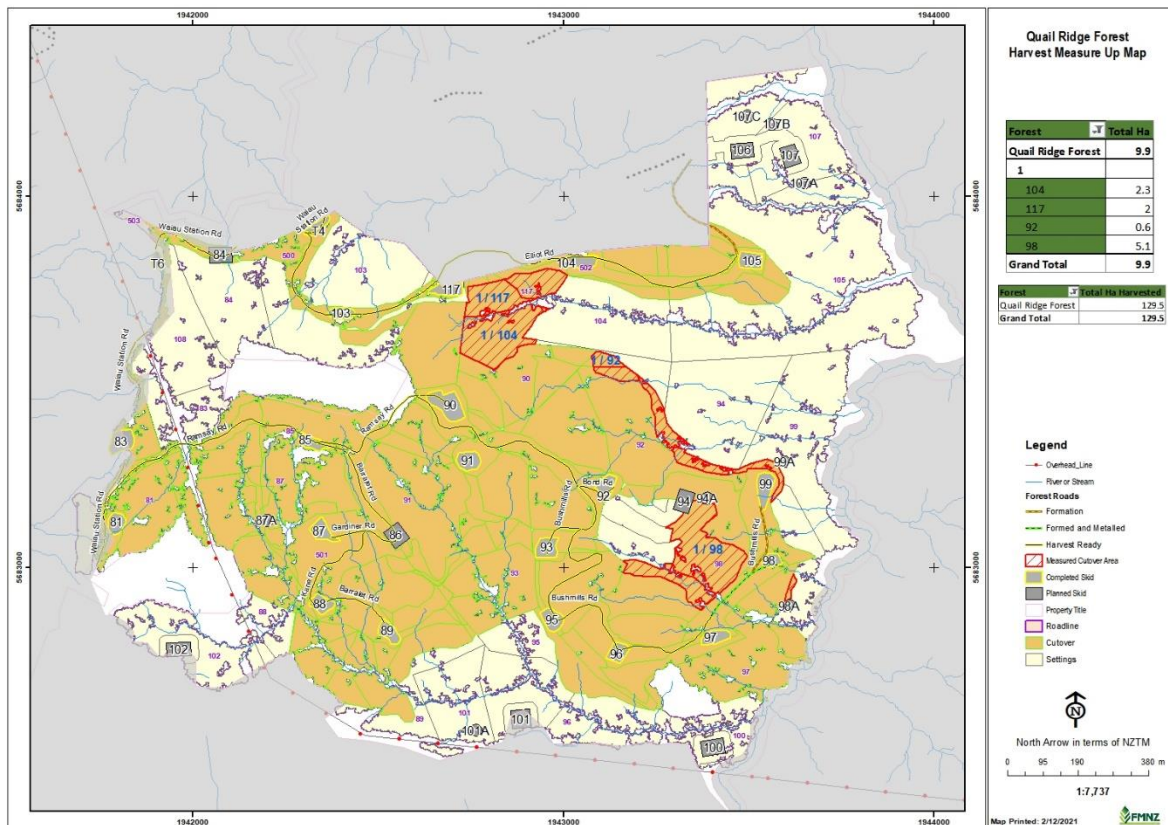
Log 58 spent most of the month on Landing 98 on Bushmills Road and near the end of the month they moved to Landing 92.

ADDITIONAL HARVEST COSTS		TOTAL
November	Establishment	\$480.00
	Tracking	\$16,310.00
		\$16,790.00

Table 2: Additional Logging Costs

Establishment costs for transporting the Cat loader to and from the forest and for moving the crews' fuel tank.

Tracking costs were for extra tracking required for the harvest crew at Landing 98 to facilitate ground-based logging instead of using Landing 94. Landings 92 and 94 were originally planned as cable logging landings. With the ongoing harvest around, it became clear that a large amount of Setting 94 was blind for cable logging so the setting was replanned for ground-based harvesting which required tracking into some of the gullies to remove the trees which will be pulled back and rehabilitated. Landing 94 and the road from Landing 92 to 94 will not be constructed as a result of this change.



Pic 1: Progress Map

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 **\$208,133.89** which is an average unit rate of **\$32.34** per tonne.

Cartage expenditure for the month is summarised below in Table 3:

CARTAGE COSTS		TOTAL
November	Cartage - Truck	\$208,133.89
	Weighbridge	\$1,967.26
	Trailer Lifting	\$36.00
		\$210,137.15

Table 3: Cartage Costs

The average cart rate for November inclusive of weighbridge and trailer lifting fees is **\$32.65** per tonne.

Trailer lifting costs are for use of the public gantry to reload trailers for loads delivered outside the normal hours of the facility provided by the Napier Port.

Engineering

ENGINEERING		RL	CF	TOTAL
November	R&M - Road Maintenance		\$3,178.48	\$3,178.48
	Establishment - Engineering	\$240.00	\$280.80	\$520.80
	Trucks - Cart & Dump	\$4,880.00	\$2,147.85	\$7,027.85
	Stockpile Works	\$48.00	\$324.00	\$372.00
	Loadout Bay Construction	\$654.00	\$440.00	\$1,094.00
	Rehab		\$2,716.00	\$2,716.00
		\$5,822.00	\$9,087.13	\$14,909.13

Table 4: Engineering Costs

Post-harvest rehabilitation work was completed on Setting 92, red metal was spread onto Trewavas Road and Waiau Station Road was graded to fix up potholes.

Planned Activities for December 2021

Log 5 will continue harvest in Setting 104 Elliot Road (and possibly 103) until the end of the year and will then move out of the forest in January 2022.

Log 58 will continue work from Landing 92 on Bushmills Road and will then move to Landing 101. The completion of Landing 101, inclusive of powerline proximity felling will be completed in January 2022 and the crew will then depart Quail Ridge Forest.

Post-harvest rehabilitation is to be completed on Landings 97, 98 and 99. Trewavas Road will have metal applied to final thickness and Landing 100 will be constructed to aid harvesting around powerlines in the New Year.

Net Revenue

Net revenue for the project to date excluding GST is shown in Table 5 below:

MONTH	NET MONTH	NET PROJECT
November	\$292,696.90	\$4,694,805.22

Table 5: Total Revenue

The net revenue for the month equates to an average of **\$45.48** per tonne, or **\$29,565.34** per hectare.

Fees and Levies

Management fees and FGC levies are summarised in Table 6 below:

FEES & LEVIES		TOTAL
November	Management	\$33,119.57
	FGC levy	\$2,184.48
		\$35,304.05

Table 6: Fees and Levies

Miscellaneous

See Table 7 below:

MISCELLANEOUS		TOTAL
November	Consumables	\$156.63
	Other	\$87.69
	Power Lines	-\$3,200.00
		-\$2,955.68

Table 7: Miscellaneous Expenses

Consumable costs are for docket books used for the loadout of logs during November and for antisapstain used to treat the ends of pruned export logs.

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

Power lines cost is a credit for a one day downtime for the falling machine due to Eastland Network's maintenance people working on the power lines without our knowledge. This cost has been on-charged to Eastland Network.

Health and Safety

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

Environmental

ENVIRONMENTAL		TOTAL
November	Environmental Monitoring	\$420.00
		\$420.00

Table 8: Environmental Expenses

A pre-harvest native vegetation assessment was undertaken within Settings 96 - 98 on Bushmills Road as part of developing a site-specific harvest plan (SSHP) to determine which areas, if any, of native vegetation must be protected from damage during harvesting operations.

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.

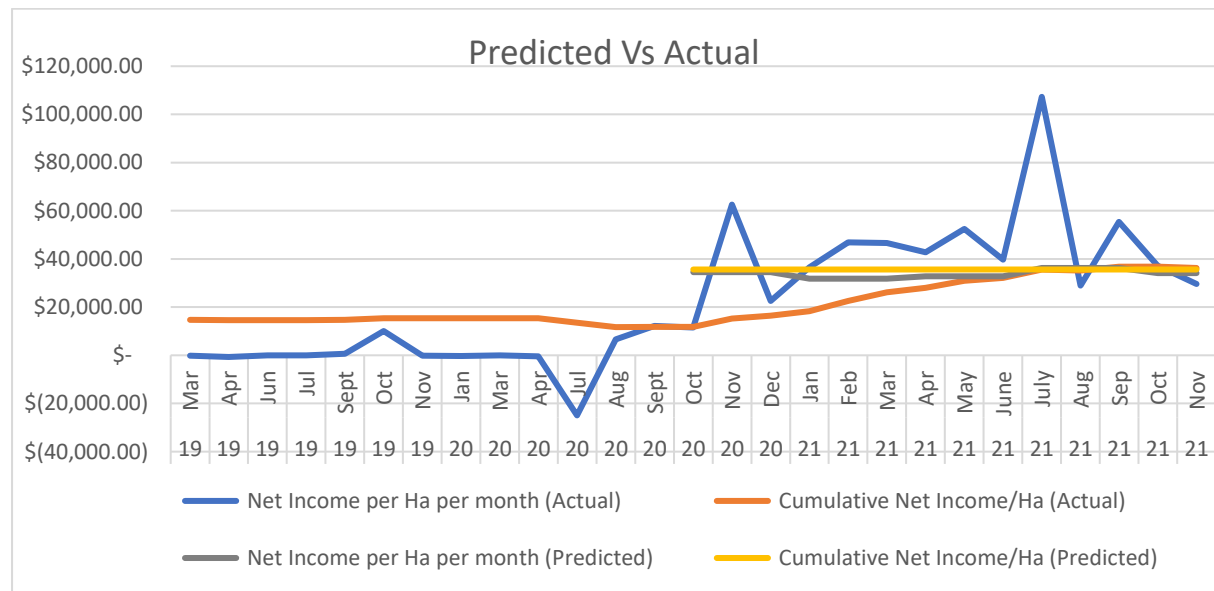


Chart 2: Actual vs Predicted

Net return per tonne to date is **\$47.73**, forecast was \$45.50.

Gross return per tonne to date is **\$147.41**, forecast was \$134.92.

Net return per hectare to date is **\$36,253.32**, forecast was \$35,617.00.

Kind Regards

FMNZ Harvest Team

Appendix 1 Harvesting Financial Summary (Clearfell and Roadline)



Historic Harvesting Financial Summary

Quail Ridge Forest Partnership

01/11/2021 to 30/11/2021

Paid to bank account # 02-0792-0001510-000

GST # 61-378-677

SALES					
Type	Grade	Tonnes	Jas (m3)	Sales Price	Gross Revenue (\$)
Binwood					
Pulp		40.66		\$45.50	\$1,850.03
TOTAL BINWOOD SALES		40.66			\$1,850.03

Domestic					
Pruned Dom		30.84		\$194.50	\$5,998.38
Pruned Dom	P1 4.3	144.18		\$192.00	\$27,682.56
Pruned Dom	P1 4.9	166.82		\$182.50	\$30,444.65
Pruned Dom	P1 4.9	933.90		\$192.00	\$179,308.80
TOTAL DOMESTIC SALES		1,275.74			\$243,434.39

Export					
Pruned Exp	P30 3.9	0.00	130.291	\$135.00	\$17,589.28
A40	AO 3.8	0.00	1,250.609	\$116.00	\$145,070.64
A40	AO 3.9	0.00	58.429	\$99.00	\$5,784.47
A30	A 3.8	0.00	39.759	\$93.00	\$3,697.59
A30	A 3.8	0.00	870.647	\$114.00	\$99,253.76
A30	A 5.8	0.00	263.270	\$95.00	\$25,010.65
A30	A 5.8	0.00	1,255.528	\$116.00	\$145,641.25
K	K 3.8	0.00	52.397	\$86.00	\$4,506.14
K	K 3.8	0.00	497.691	\$106.00	\$52,755.25
K	K 5.8	0.00	13.028	\$88.00	\$1,146.46
K	K 5.8	0.00	400.097	\$108.00	\$43,210.48
TOTAL EXPORT SALES		0.00	4,831.746		\$543,665.97

Export Pulp					
Export Pulp	KIS 2.9	0.00	18.576	\$65.00	\$1,207.44
Export Pulp	KIS 2.9	0.00	223.329	\$80.00	\$17,866.32
Export Pulp	KIS 3.8	0.00	14.939	\$72.00	\$1,075.61
Export Pulp	KIS 3.8	0.00	214.270	\$88.00	\$18,855.76
Export Pulp	KIS 5.8	0.00	0.376	\$90.00	\$33.84
TOTAL EXPORT PULP SALES		0.00	471.490		\$39,038.97
TOTAL		1,316.40	5,303.236		\$827,989.36

FEES	
FMNZ Management Fee @ %	\$33,119.57
TOTAL FEES	\$33,119.57

Appendix 1 Harvesting Financial Summary (Continued)

LEVIES	
Forest Grower Commodity Levy @ \$0.33	\$2,184.49
TOTAL LEVIES	\$2,184.49
COSTS	
Harvesting	\$260,687.80
Cartage	\$208,133.89
Weighbridge	\$1,967.26
Consumables	\$156.63
Environmental Monitoring	\$420.00
Establishment	\$1,000.80
Loadout Bay: Construction	\$1,094.00
Metalling: Cart to stockpile	\$7,027.85
Other	\$87.69
Post Harvest Rehab	\$2,716.00
Powerlines	-\$3,200.00
R&M - Road Maintenance	\$3,178.48
Stockpile Works	\$372.00
Tracking	\$16,310.00
Trailer Lifting	\$36.00
TOTAL COSTS	\$499,988.40
TOTAL FEES, LEVIES & COSTS	\$535,292.46
NET INCOME	
NET INCOME	\$292,696.90
GST	\$43,904.53
NET INCOME (INCLUDING GST)	\$336,601.43



Photo 1: Landing 92 operations.

QuailRidge Cumulatives

Categories	Descriptions	Mar 17 - Feb 18	Mar 18 -Feb 19	Mar 19 -Feb 20	Mar 20 - Feb 21	Mar 21	Apr 21	May 21	June 21	July 21	Aug 21	Sep 21	Oct 21	Nov 21	Grand Total
Engineering	Culvert Installation		-\$1,522.30		-\$9,805.00	-\$4,494.00	-\$70.00	-\$175.00	-\$588.00			-\$1,466.50			-\$18,120.80
	Culverts	-\$12,162.89	-\$13,029.32	\$600.28	-\$22,383.84	-\$4,256.34			-\$2,846.34						-\$54,078.45
	Culverts - Freight				-\$2,815.00	-\$495.00	-\$70.00	-\$105.00	-\$448.00		-\$87.50				-\$4,020.50
	Entranceway - Seal	-\$6,069.64	-\$181.52		-\$1,280.00										-\$7,531.16
	Establishment - Engineering	-\$4,177.50	-\$1,362.30		-\$14,790.58	-\$1,364.00	-\$945.00	-\$720.00	-\$350.00	-\$2,328.00	-\$856.00	-\$2,078.00	-\$1,883.76	-\$520.80	-\$31,375.94
	Fluming		-\$2,883.97		-\$7,050.57	-\$1,586.00		-\$253.42	-\$1,586.00	-\$35.48					-\$13,395.44
	Geotextiles	-\$1,443.20	-\$1,210.00												-\$2,653.20
	Grass Seeding				-\$951.90	-\$190.00	-\$875.00	-\$380.00				-\$100.00			-\$2,496.90
	Labour		-\$210.00												-\$210.00
	Landings	-\$26,214.30	-\$9,203.20		-\$177,782.50	-\$31,605.00	-\$23,710.80	-\$17,381.70	-\$1,701.00	-\$7,497.00		-\$1,833.30			-\$296,928.80
	Loadout Bay Construction				-\$4,051.50		-\$577.50	-\$25.20	-\$7,190.00	-\$660.00	-\$1,265.00	-\$6,501.00	-\$1,948.00	-\$1,094.00	-\$23,312.20
	Loadout Bay Metal				-\$3,310.00					-\$880.00					-\$4,190.00
	Metal Rock	-\$50,975.71	-\$7,040.66	\$4,200.00	-\$104,642.34	-\$19,695.46	-\$20,786.23	-\$17,768.20	-\$9,573.90	-\$2,072.50	-\$4,125.05	-\$757.21	-\$5,365.62		-\$238,602.87
	Other				-\$1,963.55	-\$800.00						-\$210.00	-\$928.00		-\$3,901.55
	Pads				-\$2,232.50				-\$4,935.00			-\$280.00			-\$7,447.50
	Pavement		-\$11,772.00		-\$26,659.12	-\$2,088.00	-\$660.00	-\$2,069.73	-\$336.00	-\$6,284.90	-\$739.20	-\$235.20	-\$1,728.00		-\$52,572.15
	Polycorn	-\$4,937.00			-\$5,135.00										-\$10,072.00
	Public Roads	-\$2,166.66													-\$2,166.66
	R&M		-\$3,319.65		-\$3,497.00	-\$425.50		-\$1,608.00	-\$5,764.51	-\$12,716.00	-\$5,361.00	-\$220.00			-\$32,911.66
	R&M - Road Maintenance		-\$165.00		-\$2,482.50	-\$4,649.10	-\$5,548.50	-\$1,535.16	-\$731.20		-\$3,855.00	-\$9,635.60	-\$2,742.39	-\$3,178.48	-\$34,522.93
	Rehab				-\$3,525.00	-\$140.00	-\$1,050.00	-\$2,226.87	-\$1,261.54	-\$17,416.00	-\$6,182.00	-\$8,605.80	-\$7,527.80	-\$2,716.00	-\$50,651.01
	Road Formation	-\$80,997.95	-\$47,637.40		-\$294,148.39	-\$52,715.00	-\$27,172.20	-\$20,611.50	-\$23,517.90	-\$20,022.00	-\$2,788.80	-\$11,579.40	-\$666.40		-\$581,856.94
	Sediment Control				-\$1,001.00										-\$1,001.00
	Spread from stockpile		-\$4,568.25		-\$41,265.10	-\$5,940.00	-\$154.00	-\$3,539.40	-\$2,194.50	-\$7,608.00	-\$687.50	-\$2,090.00	-\$1,820.50		-\$69,867.25
	Stockpile Works				-\$33,528.14	-\$4,600.35	-\$3,956.55	-\$3,564.15	-\$2,109.45	-\$1,104.00	-\$765.33	-\$1,168.31	-\$1,769.10	-\$372.00	-\$52,937.38
	Temp Landings				-\$9,275.00						-\$966.00	-\$1,750.00			-\$11,991.00
	Trucks - Cart & Dump	-\$66,552.32	-\$71,563.66	\$5,880.00	-\$125,222.51	-\$23,440.00	-\$24,640.00	-\$24,480.00	-\$11,280.00		-\$5,824.00	-\$3,568.00	-\$6,320.00	-\$7,027.85	-\$364,038.34
	Trucks - Cart & Spread	-\$51,758.65	-\$2,395.52		-\$1,409.50										-\$55,563.67
	R&M - Culverts Maintenance							-\$100.00		-\$72.00	-\$1,416.00		-\$210.00		-\$1,798.00
	R&M - Metal									-\$8,005.00					-\$8,005.00
	R&M - Event Cleanup											-\$368.28			-\$368.28
Engineering Total		-\$307,455.82	-\$178,064.75	\$10,680.28	-\$900,207.54	-\$158,483.75	-\$110,215.78	-\$96,543.33	-\$76,413.34	-\$86,700.88	-\$34,918.38	-\$52,446.60	-\$32,909.56	-\$14,909.13	-\$2,038,588.58
Fees	FGC levy	-\$1,682.03	-\$888.28		-\$8,568.45	-\$2,485.82	-\$1,800.79	-\$2,457.87	-\$1,980.91	-\$2,095.10	-\$1,401.86	-\$3,175.74	-\$2,524.51	-\$2,184.48	-\$31,245.84
	Management	-\$38,073.70	-\$18,838.66		-\$161,844.10	-\$45,895.46	-\$34,011.45	-\$47,099.17	-\$41,517.10	-\$42,807.87	-\$22,891.13	-\$53,375.65	-\$40,527.84	-\$33,119.57	-\$580,001.71
Fees Total		-\$39,755.73	-\$19,726.93		-\$170,412.55	-\$48,381.28	-\$35,812.24	-\$49,557.05	-\$43,498.01	-\$44,902.97	-\$24,292.99	-\$56,551.39	-\$43,052.35	-\$35,304.05	-\$611,247.55
Harvesting	Cartage - Truck	-\$174,544.39	-\$95,024.83		-\$821,208.93	-\$219,884.34	-\$160,018.21	-\$222,144.31	-\$185,601.86	-\$207,720.44	-\$136,005.80	-\$306,872.76	-\$243,290.00	-\$208,133.89	-\$2,980,449.77
	Establishment - harvesting	-\$13,637.50			-\$11,760.00						-\$970.00		-\$650.00	-\$480.00	-\$27,497.50
	Logging	-\$248,392.56	-\$131,320.39		-\$1,159,402.08	-\$298,381.82	-\$219,213.48	-\$300,804.71	-\$261,096.94	-\$263,168.81	-\$167,534.37	-\$384,932.41	-\$301,846.02	-\$260,687.80	-\$3,996,781.39
	Logging - Hourly				-\$500.00							-\$13,520.00			-\$14,020.00
	Tracking				-\$8,200.00			-\$1,575.00		-\$896.00	-\$2,912.00	-\$10,192.00	-\$8,932.00	-\$16,310.00	-\$49,017.00
	Weighbridge	-\$1,954.80	-\$1,023.60		-\$9,810.95	-\$2,217.22	-\$1,639.68	-\$2,484.34	-\$2,034.35	-\$1,890.56	-\$1,299.98	-\$2,929.90	-\$2,367.74	-\$1,967.26	-\$31,620.39
	Trailer Lifting					-\$6.00		-\$24.00	-\$30.00	-\$12.00		-\$6.00	-\$6.00	-\$36.00	-\$120.00
Harvesting Total		-\$438,529.24	-\$227,368.82		-\$2,010,881.97	-\$520,489.37	-\$380,871.38	-\$527,032.36	-\$448,763.15	-\$473,687.81	-\$308,722.15	-\$718,453.07	-\$557,091.76	-\$487,614.95	-\$7,099,506.05
Income	Log Sales	\$951,842.42	\$470,966.43		\$4,046,102.58	\$1,147,386.60	\$850,286.32	\$1,177,479.27	\$1,037,927.54	\$1,070,196.84	\$572,278.27	\$1,334,391.27	\$1,013,195.92	\$827,989.36	\$14,500,042.81
Income Total		\$951,842.42	\$470,966.43		\$4,046,102.58	\$1,147,386.60	\$850,286.32	\$1,177,479.27	\$1,037,927.54	\$1,070,196.84	\$572,278.27	\$1,334,391.27	\$1,013,195.92	\$827,989.36	\$14,500,042.81
Miscellaneous	Consents	-\$156.52													-\$156.52
	Consultancy Fees		-\$165.83		-\$480.00						-\$614.39				-\$1,260.22
	Consumables	-\$450.13	-\$12.60		-\$2,016.13	-\$164.82	-\$109.53	-\$206.51	-\$149.25	-\$146.56	-\$113.50	-\$204.06	-\$180.13	-\$156.63	-\$3,909.84
	Fencing	-\$644.51													-\$644.51
	Other	-\$151.39	-\$4,998.95	-\$1,343.45	-\$1,738.87	-\$95.00	-\$95.00	-\$95.00	-\$95.00	-\$114.00	-\$688.21	-\$103.64	-\$580.51	-\$87.69	-\$10,186.71
	Power Lines				-\$4,420.40					-\$1,697.80		-\$14,221.46		\$3,200.00	-\$17,139.66
	Royalty payments		-\$500.00												-\$500.00
	Security			-\$15.50	-\$3,428.25				-\$89.20	-\$1,132.36			-\$4,384.52		-\$9,049.83
	Traffic Management	-\$6,501.83	-\$1,528.76	-\$37.67	-\$2,049.86		-\$1,980.00			-\$178.50	-\$82.00				-\$12,358.62
	Environmental Monitoring									-\$269.50				-\$420.00	-\$689.50
Miscellaneous Total		-\$7,904.38	-\$7,206.14	-\$1,396.62	-\$14,133.51	-\$259.82	-\$2,184.53	-\$301.51	-\$333.45	-\$3,538.72	-\$1,498.10	-\$14,529.16	-\$5,145.16	\$2,535.68	-\$55,895.42
Grand Total		\$158,197.25	\$38,599.78	\$9,283.66	\$950,467.01	\$419,772.37	\$321,202.40	\$504,045.03	\$468,919.59	\$461,366.46	\$202,846.64	\$492,411.05	\$374,997.07	\$292,696.90	\$4,694,805.22