



HARVESTING REPORT

January 2022

QUAIL RIDGE FOREST



Landing 101 operations.

FMNZ

"Maximising the value of forests since 1974"

Clearfell Harvesting Report – Quail Ridge – January 2022

Summary

- Gross revenue for the month is **\$291,220.14**
- Costs for the month are **\$206,597.62**
- Net income for the month is **\$84,622.52**
- Tonnes harvested for the month is **2,335.86**
- Net income per tonne for the month is **\$36.23**
- Area cleared for the month is **2.9** hectares

The project performance to date is set out below:

- Project gross revenue to date is **\$15,378,298.22**
- Project costs to date are **\$10,408,276.93**
- Project net income to date is **\$4,970,021.28**
- Tonnes harvested to date is **105,387.11**
- Net income per tonne to date is **\$47.16**
- Recoverable volume per hectare to date is **763.10** tonnes
- Net income per hectare to date is **\$35,988.57**
- Total forest area is **225.40** hectares, approximate hectares cleared to date is **138.31** 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 **\$291,220.14** with an average sale price over all grades of **\$124.67** per tonne.

January 2022 - Log Markets, Hawkes Bay

January export prices have remained flat. This is largely thanks to one of our major exporters who have been paying a premium above the rest of the market. In order to get log supply, the other exporters have had to match prices where they can.

Radiata log inventories on the main Chinese ports we monitor have decreased to 3.9Mm³, with daily offtake tapering off to 62Km³ per day. This expected to reduce further to almost zero as the Lunar New Year approaches in early February.

At this time of the year, we normally see inventory building but supply from all major sources into China has been contracting with the lower USD returns. Overall Chinese demand for logs has softened due to a slowdown in the construction sector and high market prices. The effects of China's response to a heated property market and high levels of debt at the country's second-largest property developer (Evergrande Group), have started to ripple through the construction sector.

Log supply from South America into China is expected to be subdued because of high freight costs. This will partly offset the downward pressure on log demand and prices. In the medium-term, demand and prices are also likely to be supported by the imminent removal of Russian logs from the export market in 2022.

The NZD has continued to slip back against the USD since the beginning of January. The change will hopefully add some AWG value for forest owners next month.

Again, this Quarter Domestic pruned log prices have settled flat, due to concerns relating to the slowdown in harvesting affecting production / supply.

Grade Recovery

Grade out turn for January is as follows:

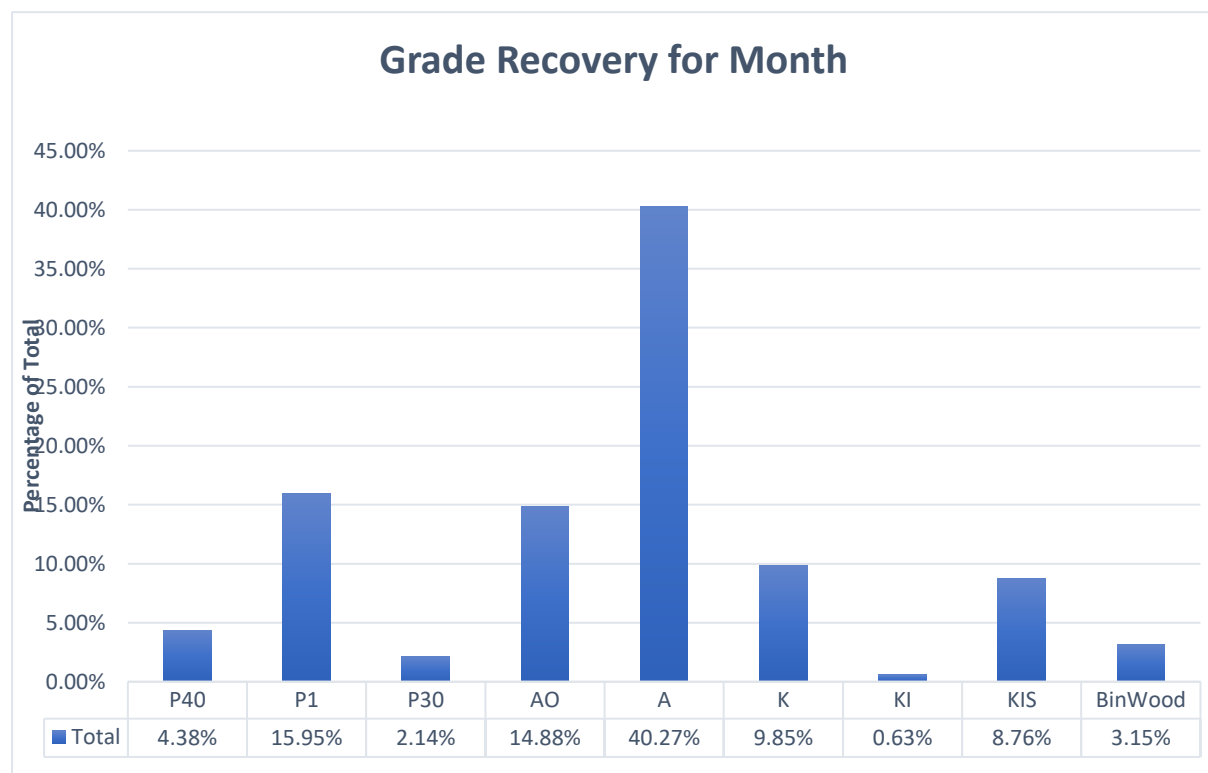


Chart 1: Grade Recovery for Month

Pruned recovery for January comprised 23% of overall sales volume, 16% of which was sold as domestic pruned grades.

High quality export sawlog (AO, A and K grades) made up 65% of the total production volume, with lower quality export (KI and KIS grades) comprising 9% of volume.

The remaining 3% of production was made up of domestic pulp and binwood.

Expenditure

Harvesting

The total logging cost for the month was **\$87,437.16**, an average of **\$37.43** per tonne.

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

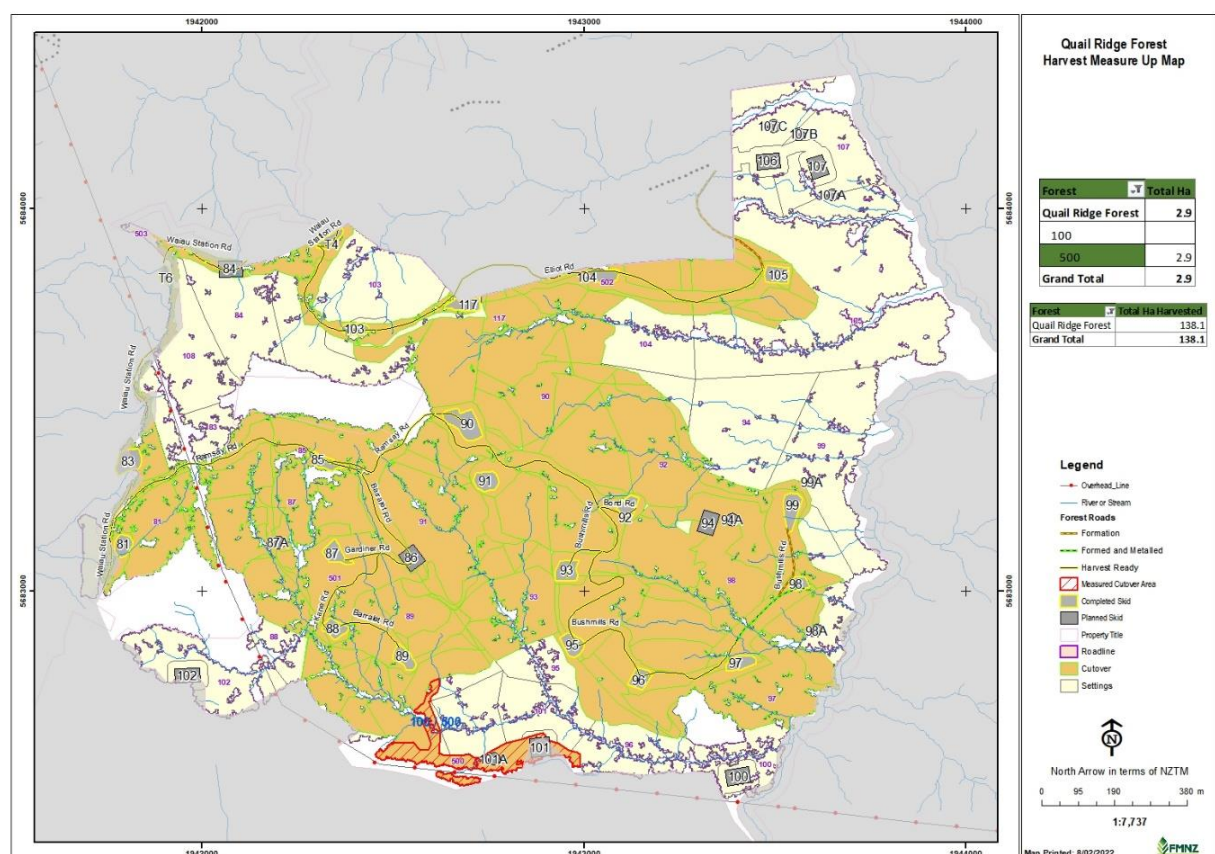
LOGGING COSTS		TOTAL
January	Logging – tonnes	\$87,437.16
		\$87,437.16

Table 1: Logging Costs

ADDITIONAL HARVEST COSTS		TOTAL
January	Tracking	\$11,578.00
		\$11,578.00

Table 2: Additional Logging Costs

Tracking costs are for extra tracking required by the harvest crew at Landing 101.



Pic 1: Progress Map

Harvesting recommenced after the Christmas break on the 17th of January 2022.

The harvest crew continued roadline harvesting around Landing 101 which included the felling and extraction of the trees around the power lines in Setting 101.

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 **\$78,033.95** which is an average unit rate of **\$33.41** per tonne.

Cartage rates have increased in January because of the effects of diesel price rises.

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

CARTAGE COSTS		TOTAL
January	Cartage - Truck	\$78,033.95
	Weighbridge	\$850.39
		\$78,884.34

Table 3: Cartage Costs

The average cart rate for January inclusive of weighbridge fees is **\$33.77** per tonne.

Engineering

ENGINEERING		RL	CF	TOTAL
January	Culvert Installation	\$560.00		\$560.00
	Establishment - Engineering	\$450.00		\$450.00
	Loadout Bay Construction	\$440.00		\$440.00
		\$1,450.00		\$1,450.00

Table 4: Engineering Costs

Earthworks carried out in January was associated with the construction of Landing 101 and the road onto the landing.

Net Revenue

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

MONTH	NET MONTH	NET PROJECT
January	\$84,622.52	\$4,970,021.28

Table 5: Total Revenue

The net revenue for the month equates to an average of **\$36.23** per tonne, or **\$29,180.18** per hectare.

Fees and Levies

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

FEES & LEVIES		TOTAL
January	Management	\$11,648.81
	FGC levy	\$783.60
		\$12,432.41

Table 6: Fees and Levies

Miscellaneous

See Table 7 below:

MISCELLANEOUS		TOTAL
January	Consumables	\$85.01
	Other	\$138.33
	Power Lines	\$12,688.30
	Traffic Management	\$1,584.07
		\$14,495.71

Table 7: Miscellaneous Expenses

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

Other costs are for the proportional costs of operating the forest digital radio network and the shared cost of cameras at Putere school to monitor logging trucks.

Power Lines costs are for an observer and faller from Eastland Power Network for felling around the power lines of Landing 101.

Traffic management costs are for two way traffic control while falling Setting 101 beside Putere Road.

Health and Safety

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

Environmental

ENVIRONMENTAL		TOTAL
January	Environmental Monitoring	\$320.00
		\$320.00

Table 8: Environmental Expenses

Expenditure for the month relates to environmental costs for Hawkes Bay Regional Council compliance monitoring of the resource consent.

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.

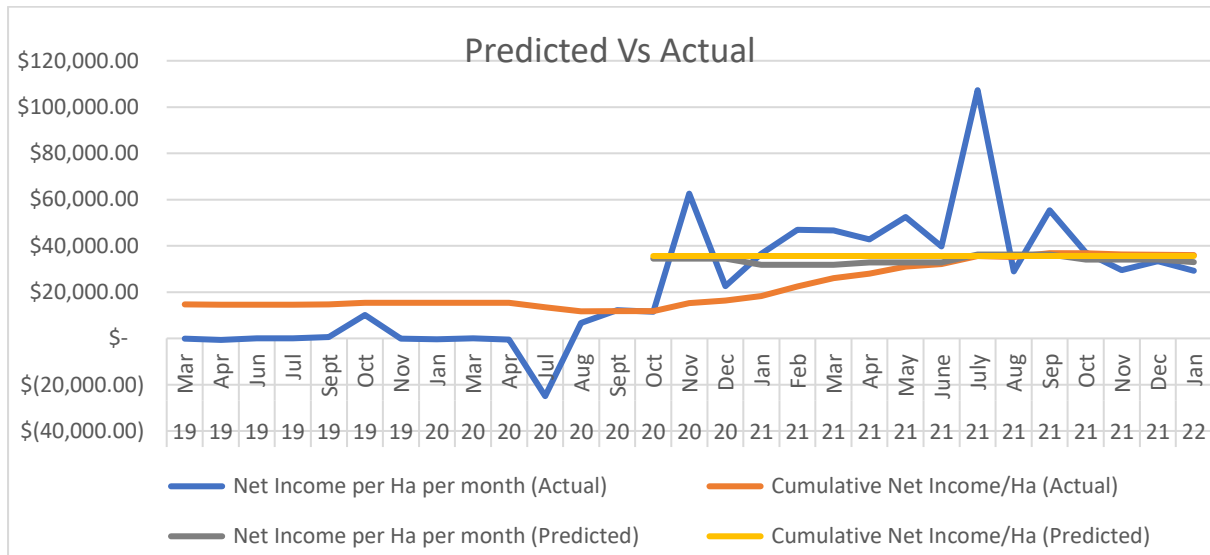


Chart 2: Actual vs Predicted

Net return per tonne to date is **\$47.16**, forecast was \$45.50.

Gross return per tonne to date is **\$145.92**, forecast was \$134.92.

Net return per hectare to date is **\$35,988.57**, 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

01/01/2022 to 31/01/2022

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

GST # 61-378-677

SALES					
Type	Grade	Tonnes	Jas (m3)	Sales Price	Gross Revenue (\$)
Binwood					
Pulp		73.64		\$45.50	\$3,350.62
TOTAL BINWOOD SALES		73.64			\$3,350.62

Domestic					
Pruned Dom	P1 4.9	372.46		\$192.00	\$71,512.32
TOTAL DOMESTIC SALES		372.46			\$71,512.32

Export					
Pruned Exp	P40 3.9	0.00	105.485	\$166.00	\$17,510.51
Pruned Exp	P30 3.9	0.00	19.446	\$129.00	\$2,508.53
Pruned Exp	P30 3.9	0.00	34.048	\$130.00	\$4,426.24
A40	AO 3.8	0.00	339.670	\$114.00	\$38,722.38
A40	AO 3.9	0.00	34.557	\$114.00	\$3,939.50
A30	A 3.8	0.00	20.719	\$108.00	\$2,237.65
A30	A 3.8	0.00	64.457	\$112.00	\$7,219.18
A30	A 5.8	0.00	163.713	\$110.00	\$18,008.43
A30	A 5.8	0.00	706.540	\$114.00	\$80,545.56
K	K 3.8	0.00	16.915	\$101.00	\$1,708.41
K	K 3.8	0.00	114.313	\$104.00	\$11,888.55
K	K 5.8	0.00	13.854	\$103.00	\$1,426.96
K	K 5.8	0.00	82.811	\$106.00	\$8,777.97
KI	KI 3.8	0.00	13.937	\$95.00	\$1,324.01
TOTAL EXPORT SALES		0.00	1,730.465		\$200,243.88

Export Pulp					
Export Pulp	KIS 2.9	0.00	105.085	\$78.00	\$8,196.63
Export Pulp	KIS 2.9	0.00	15.124	\$80.00	\$1,209.92
Export Pulp	KIS 3.8	0.00	59.934	\$86.00	\$5,154.32
Export Pulp	KIS 3.8	0.00	17.844	\$87.00	\$1,552.43
TOTAL EXPORT PULP SALES		0.00	197.987		\$16,113.30
TOTAL		446.10	1,928.452		\$291,220.12

FEES	
FMNZ Management Fee @ %	\$11,648.81
TOTAL FEES	\$11,648.81

Appendix 1 Harvesting Financial Summary (Continued)

LEVIES	
Forest Grower Commodity Levy @ \$0.33	\$783.59
TOTAL LEVIES	\$783.59
COSTS	
Harvesting	\$87,437.16
Cartage	\$78,033.95
Weighbridge	\$850.39
Consumables	\$85.01
Culvert Installation	\$560.00
Environmental Monitoring	\$320.00
Establishment	\$450.00
Loadout Bay: Construction	\$440.00
Other	\$138.33
Powerlines	\$12,688.30
Tracking	\$11,578.00
Traffic Management	\$1,584.07
TOTAL COSTS	\$194,165.21
TOTAL FEES, LEVIES & COSTS	\$206,597.61
NET INCOME	\$84,622.51
GST	\$12,693.38
NET INCOME (INCLUDING GST)	\$97,315.89



Photo 1: The multi-purpose processing head also used to fell trees.



Photo 2: Looking back into some of the steeper area of setting 101.



Photo 3: Machines walking out a benched track to help navigate steep terrain and shovel stems to the landing.

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	Dec 21	Jan 22	Grand Total
Engineering	Culvert Installation		-\$1,522.30		-\$9,805.00	-\$4,494.00	-\$70.00	-\$175.00	-\$588.00			-\$1,466.50				-\$560.00	-\$18,680.80
	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				-\$50.00		-\$4,070.50
	Entranceway - Seal	-\$6,069.64	-\$181.52		-\$1,280.00										-\$2,618.00		-\$10,149.16
	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	-\$270.00	-\$450.00	-\$32,095.94
	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			-\$8,148.00		-\$305,076.80
	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	-\$825.00	-\$440.00	-\$24,577.20
	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		-\$1,658.83		-\$240,261.70
	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
	Polycom	-\$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			-\$378.00		-\$33,289.66
	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	-\$2,198.00		-\$52,849.01
	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	-\$156.00		-\$53,093.38
	Temp Landings				-\$9,275.00						-\$966.00	-\$1,750.00		-\$372.00	-\$156.00		-\$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	-\$1,317.22		-\$365,355.56
	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	-\$17,619.05	-\$1,450.00	-\$2,057,657.63
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	-\$1,578.15	-\$783.60	-\$33,607.59
	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	-\$23,481.41	-\$11,648.81	-\$615,131.93
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	-\$25,059.56	-\$12,432.41	-\$648,739.52
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	-\$149,500.78	-\$78,033.95	-\$3,207,984.50
	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	-\$186,108.81	-\$87,437.16	-\$4,270,327.36
	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	-\$4,984.00	-\$11,578.00	-\$65,579.00
	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	-\$1,673.98	-\$850.39	-\$34,144.76
	Trailer Lifting				-\$6.00			-\$24.00	-\$30.00	-\$12.00		-\$6.00	-\$6.00	-\$36.00	-\$6.00		-\$126.00
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	-\$342,273.57	-\$177,899.50	-\$7,619,679.12
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	\$587,035.27	\$291,220.14	\$15,378,298.22
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	\$587,035.27	\$291,220.14	\$15,378,298.22
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	-\$83.21	-\$85.01	-\$4,078.07
	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	-\$252.73	-\$138.33	-\$10,577.77
	Power Lines				-\$4,420.40					-\$1,697.80		-\$14,221.46		\$3,200.00	-\$11,153.60	-\$12,688.30	-\$40,981.56
	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					-\$1,584.07	-\$13,942.69
	Environmental Monitoring									-\$269.50				-\$420.00		-\$320.00	-\$1,009.50
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	-\$11,489.54	-\$14,815.71	-\$82,200.67
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	\$190,593.55	\$84,622.52	\$4,970,021.28