



HARVESTING REPORT

March 2022

QUAIL RIDGE FOREST



Looking back at the Madill 171 machine along the guy rope.

FMNZ

"Maximising the value of forests since 1974"

Clearfell Harvesting Report – Quail Ridge – March 2022

Summary

- Gross revenue for the month is **\$234,833.26**
- Costs for the month are **\$163,008.94**
- Net income for the month is **\$71,824.31**
- Tonnes harvested for the month is **1,509.02**
- Net income per tonne for the month is **\$47.60**
- Area cleared for the month is **3.7** hectares

The project performance to date is set out below:

- Project gross revenue to date is **\$15,669,433.02**
- Project costs to date are **\$10,622,186.00**
- Project net income to date is **\$5,047,247.02**
- Tonnes harvested to date is **107,350.39**
- Net income per tonne to date is **\$47.02**
- Recoverable volume per hectare to date is **748.60** tonnes
- Net income per hectare to date is **\$35,196.98**
- Total forest area is **225.40** hectares, approximate hectares cleared to date is **143.40** 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 **\$234,833.26** with an average sale price over all grades of **\$155.62** per tonne.

March 2022 - Log Markets, Hawkes Bay

The March export prices have increased again \$9.64/Jas m³ on average, with the increases favouring unpruned grades.

Radiata log inventories on the main Chinese ports we monitor have increased to 4.25Mm³, with daily offtake increasing more slowly than expected to 65Km³ per day. Global markets during March have been driven by the Ukraine war with all major commodities and freight trading higher.

Log supply has been constrained with less supply from both New Zealand and Europe through the first quarter. This was due to many crews taking extended breaks over the holiday period and the slower than usual resumption of full production. March is traditionally a big month for log production in New Zealand due to good weather, good log prices and a higher number of workdays. Due to interruptions in the whole supply chain caused by Covid absences and unseasonal weather events, log production has also been lower than expected.

China is facing a reduction in European log supply due to Russia invading Ukraine along with Uruguayan exporters dealing with increased ocean freight costs. While we will likely see an increase in Russian lumber supply (and possibly even logs despite an earlier ban of export logs) this would take time to ramp up, while the reduction from the rest of Europe is more immediate. European supply was already reducing before the war due to falling salvage harvest levels and increased internal processing and consumption.

The recent Russian invasion of Ukraine has seen the rapid increase in crude oil prices. This is feeding into ocean freight rates lifting US\$25 since January. Demand for freight is up sharply post LNY as more vessels look to relocate to the Pacific and away from the Atlantic due to concerns regarding the war escalating.

The NZD has continued to trade higher against the USD since the beginning of March with a 2 cent gain over the month counteracting any CFR gains.

Mid-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 March is as follows:

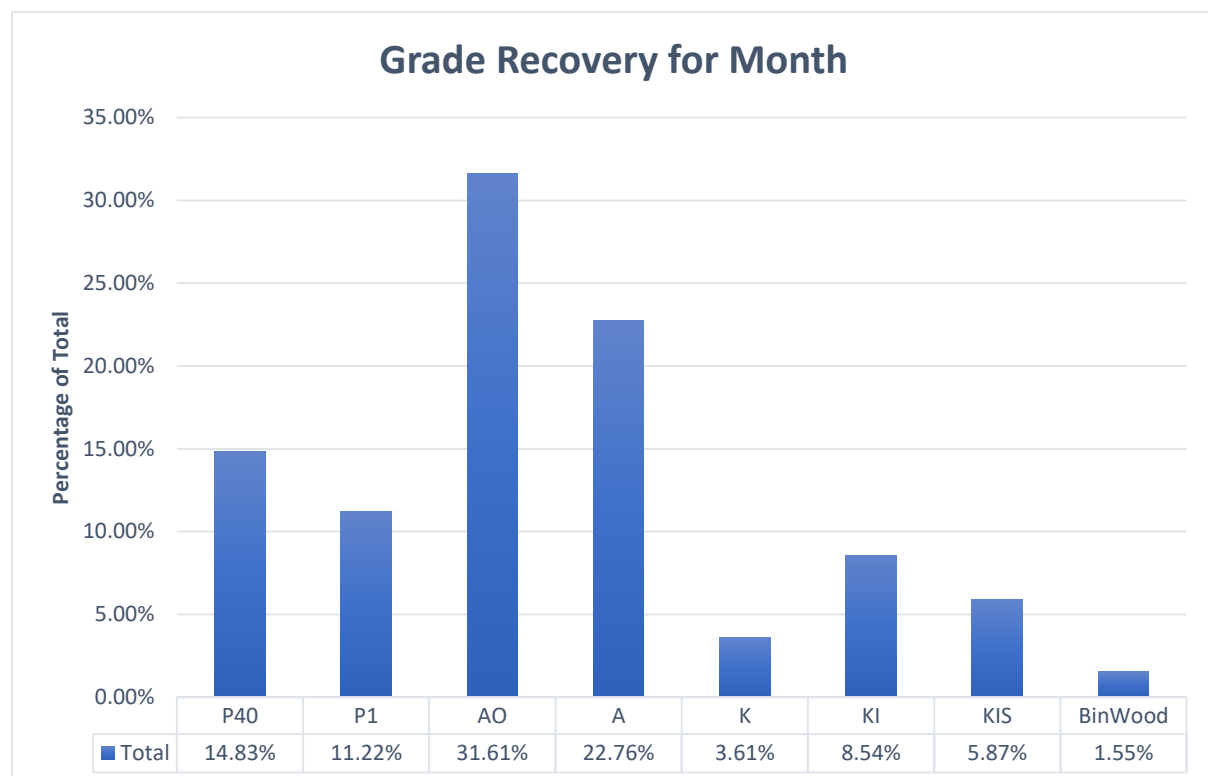


Chart 1: Grade Recovery for Month

Pruned recovery for March comprised 26% of overall sales volume, 11% of which was sold as domestic pruned grades.

High quality export sawlog (AO, A and K grades) made up 58% of the total production volume, with lower quality export (KI and KIS grades) comprising 14% of volume.

The remaining 2% of production was made up of domestic pulp and binwood.

Expenditure

Harvesting

The total logging cost for the month was **\$75,919.31**, an average of **\$50.31** per tonne.

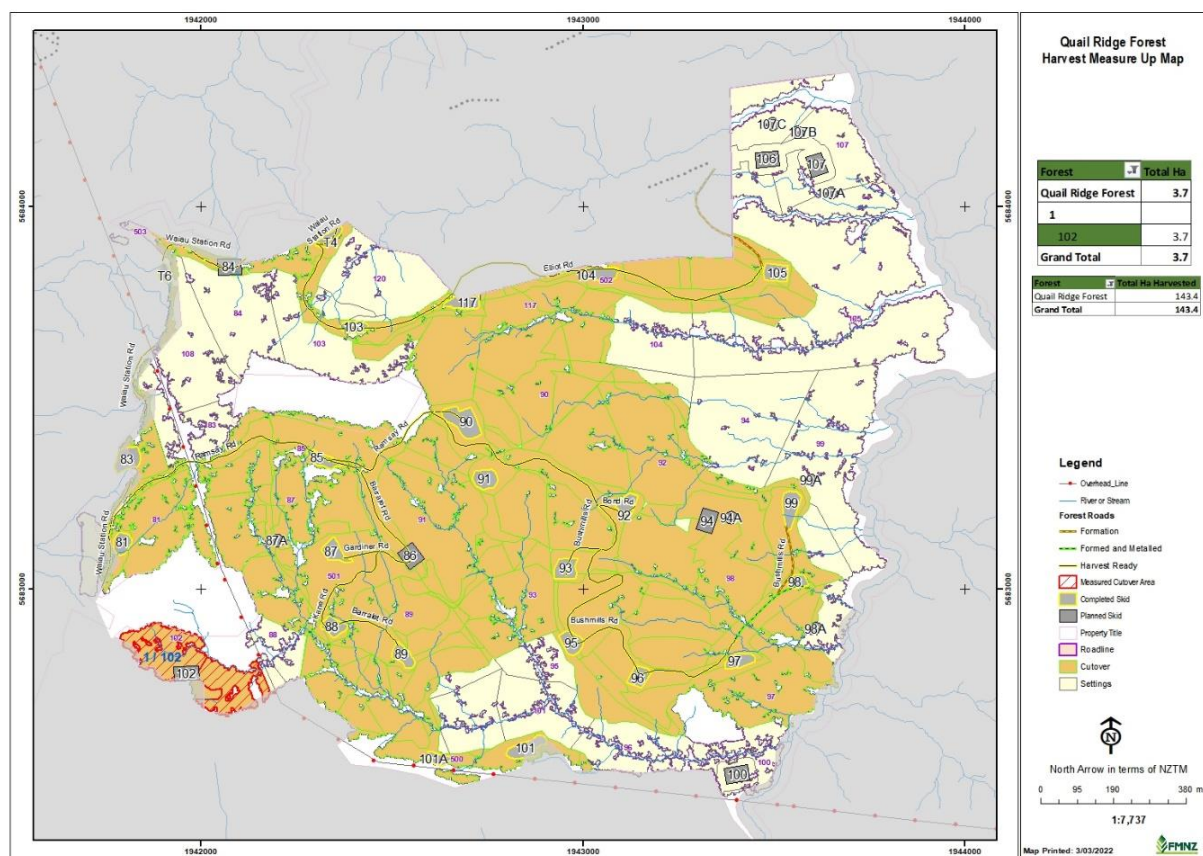
Harvest expenditure for the month is summarised below in Table 1:

LOGGING COSTS		TOTAL
March	Logging – tonnes	\$75,044.31
	Logging - hourly	\$875.00
		\$75,919.31

Table 1: Logging Costs

Due to the significant rise in diesel and petrol prices, a fuel adjustment factor has been added to the logging rates and will remain until there is a fuel cost reduction.

The hourly logging is for the machine assisted felling which took place on Putere Road around Landing 102.



Pic 1: Progress Map

The harvest crew have cut the landing area and processed some large unpruned stems from Setting 102. They then moved to Setting 120.

During March there was an extended period of very wet weather accompanied by constant easterly winds which has caused difficulties with clearfell operations. The main damage from the event was localised around Wairoa North and the public road, Putere Road, was closed to heavy vehicles while the clean-up was undertaken.

There are power lines which cross Setting 102 and there was a planned line removal to commence on 28th March. This was postponed and the crew moved as the wet weather during that week had caused an emergency situation in Wairoa and the power lines people and generation capacity were needed to ensure the greater community had electricity. The last of Setting 102 is likely to be completed towards the end of the forest harvesting now.

Lines removal operations take three months to organise, with notification to consumers, plans from control centre, electrical hazard management plans and sourcing availability of generation before the physical work can be undertaken to remove and replace the conductors.

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 **\$55,742.33** which is an average unit rate of **\$36.94** per tonne.

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

CARTAGE COSTS		TOTAL
March	Cartage - Truck	\$55,742.33
	Weighbridge	\$654.95
		\$56,397.28

Table 2: Cartage Costs

The average cart rate for March inclusive of weighbridge fees is **\$37.37** per tonne.

Engineering

ENGINEERING		RL	CF	TOTAL
March	Grass Seeding		\$256.50	\$256.50
	R&M		\$641.30	\$641.30
	Rehab	\$6,300.72	\$861.84	\$7,162.56
	Establishment - Engineering	\$487.08		\$487.08
	Landings	\$7,339.68		\$7,339.68
	Pads	\$4,730.40		\$4,730.40
		\$18,857.88	\$1,759.64	\$20,617.52

Table 3: Engineering Costs

Earthworks carried out in March was largely around the construction and post-harvest rehabilitation of Landing 101. Landing 98 on Bushmills Road was also rehabilitated.

Net Revenue

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

MONTH	NET MONTH	NET PROJECT
March	\$71,824.31	\$5,047,247.02

Table 4: Total Revenue

The net revenue for the month equates to an average of **\$47.60** per tonne, or **\$19,411.98** per hectare.

Fees and Levies

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

FEES & LEVIES		TOTAL
March	Management	\$9,393.33
	FGC levy	\$504.57
		\$9,897.90

Table 5: Fees and Levies

Miscellaneous

See Table 6 below:

MISCELLANEOUS		TOTAL
March	Consumables	\$25.92
	Other	\$76.00
		\$101.92

Table 6: Miscellaneous Expenses

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

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

Health and Safety

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

Environmental

ENVIRONMENTAL		TOTAL
March	Environmental Monitoring	\$75.00
		\$75.00

Table 7: Environmental Expenses

Environmental costs incurred this month relate to annual administration by Hawke's Bay Regional Council for compliance monitoring for consented and permitted activities.

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.

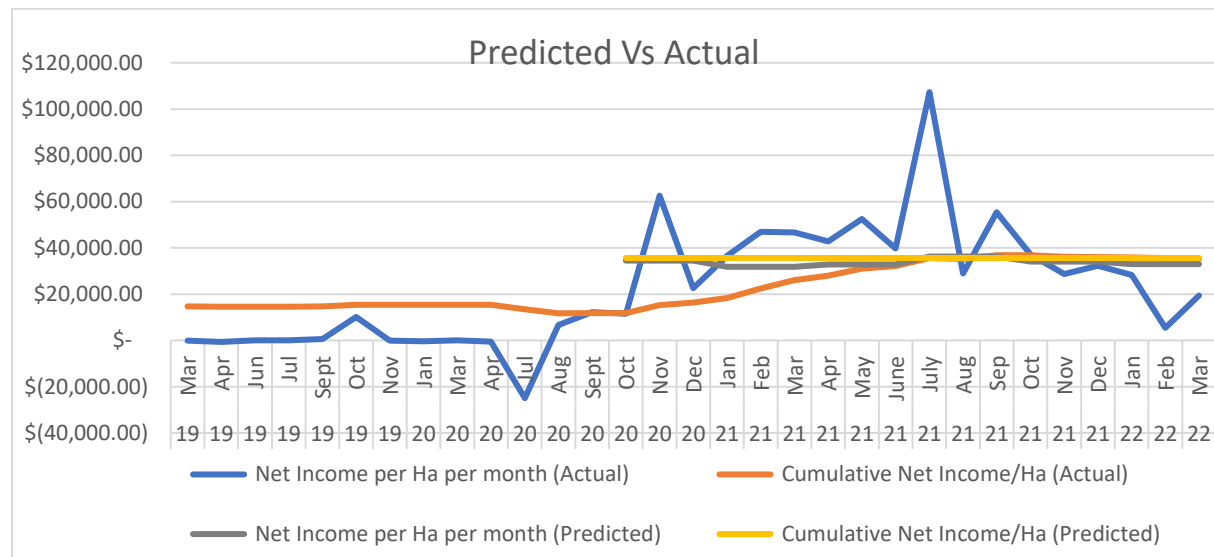


Chart 2: Actual vs Predicted

Net return per tonne to date is **\$47.02**, forecast was \$45.50.

Gross return per tonne to date is **\$145.97**, forecast was \$134.92.

Net return per hectare to date is **\$35,196.98**, 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

01/03/2022 to 31/03/2022

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

GST # 61-378-677

SALES					
Type	Grade	Tonnes	Jas (m3)	Sales Price	Gross Revenue (\$)
Binwood					
Pulp	BinWood	23.46		\$45.50	\$1,067.43
TOTAL BINWOOD SALES		23.46			\$1,067.43

Domestic					
Pruned Dom	P1	169.38		\$194.50	\$32,944.41
TOTAL DOMESTIC SALES		169.38			\$32,944.41

Export					
Pruned Exp	P40 3.9	0.00	65.328	\$197.00	\$12,869.62
Pruned Exp	P40 5.9	0.00	165.385	\$197.00	\$32,580.84
A40	AO 3.8	0.00	258.055	\$145.00	\$37,417.97
A40	AO 3.9	0.00	20.181	\$149.00	\$3,006.97
A40	AO 5.8	0.00	194.882	\$146.00	\$28,452.77
A40	AO 5.8	0.00	13.610	\$149.00	\$2,027.89
A30	A 3.6	0.00	76.908	\$143.00	\$10,997.84
A30	A 3.8	0.00	40.958	\$143.00	\$5,856.99
A30	A 5.8	0.00	170.521	\$145.00	\$24,725.54
A30	A 7.7	0.00	63.806	\$145.00	\$9,251.87
K	K 3.6	0.00	13.100	\$136.00	\$1,781.60
K	K 5.8	0.00	40.571	\$138.00	\$5,598.80
KI	KI 3.6	0.00	53.141	\$127.00	\$6,748.91
KI	KI 3.8	0.00	72.234	\$127.00	\$9,173.72
TOTAL EXPORT SALES		0.00	1,248.680		\$190,491.33

Export Pulp					
Export Pulp	KIS 2.9	0.00	34.383	\$112.00	\$3,850.90
Export Pulp	KIS 3.8	0.00	53.108	\$122.00	\$6,479.18
TOTAL EXPORT PULP SALES		0.00	87.491		\$10,330.08
TOTAL		192.84	1,336.171		\$234,833.25

FEES					
FMNZ Management Fee @ %					\$9,393.33
TOTAL FEES					\$9,393.33

Appendix 1 Harvesting Financial Summary (Continued)

LEVIES	
Forest Grower Commodity Levy @ \$0.33	\$504.57
TOTAL LEVIES	\$504.57
COSTS	
Harvesting	\$69,102.07
Cartage	\$55,742.33
Weighbridge	\$654.95
Consumables	\$25.92
Environmental Monitoring	\$75.00
Establishment	\$487.08
Grass Seeding	\$256.50
Landings	\$7,339.68
Logging	\$5,942.24
Logging - Hourly	\$875.00
Other	\$76.00
Pads	\$4,730.40
Post Harvest Rehab	\$7,162.56
Repairs & Maintenance	\$641.30
TOTAL COSTS	\$153,111.03
TOTAL FEES, LEVIES & COSTS	\$163,008.93
NET INCOME	
NET INCOME	\$71,824.32
GST	\$10,773.65
NET INCOME (INCLUDING GST)	\$82,597.97



Photo 1: Loader machine on Landing 103.



Photo 2: Log stacks ready for loadout on a very wet landing.



Photo 3: Feller buncher machine parked up ready for a service.



Photo 4: Line shift in Setting 102, stems in background waiting retrieval.



Photo 5: Logs laid out for quality control.

QuailRidge Cumulatives

Categories	Descriptions	Mar 17 - Feb 18	Mar 18 -Feb 19	Mar 19 -Feb 20	Mar 20 - Feb 21	Mar 21 - Feb 22	Mar 22	Grand Total
Engineering	Culvert Installation		-\$1,522.30		-\$9,805.00	-\$7,353.50		-\$18,680.80
	Culverts	-\$12,162.89	-\$13,029.32	\$600.28	-\$22,383.84	-\$7,102.68		-\$54,078.45
	Culverts - Freight				-\$2,815.00	-\$1,255.50		-\$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	-\$12,205.56	-\$487.08	-\$33,023.02
	Fluming		-\$2,883.97		-\$7,050.57	-\$3,460.90		-\$13,395.44
	Geotextiles	-\$1,443.20	-\$1,210.00					-\$2,653.20
	Grass Seeding				-\$951.90	-\$1,887.00	-\$256.50	-\$3,095.40
	Labour		-\$210.00					-\$210.00
	Landings	-\$26,214.30	-\$9,203.20		-\$177,782.50	-\$93,196.80	-\$7,339.68	-\$313,736.48
	Loadout Bay Construction				-\$4,051.50	-\$22,824.70		-\$26,876.20
	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	-\$81,802.99		-\$240,261.70
	Other				-\$1,963.55	-\$1,979.25		-\$3,942.80
	Pads				-\$2,232.50	-\$5,215.00	-\$4,730.40	-\$12,177.90
	Pavement		-\$11,772.00		-\$26,659.12	-\$14,141.03		-\$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	-\$28,295.81	-\$641.30	-\$35,753.76
	R&M - Road Maintenance		-\$165.00		-\$2,482.50	-\$32,205.43		-\$34,852.93
	Rehab				-\$3,525.00	-\$56,086.01	-\$7,162.56	-\$66,773.57
	Road Formation	-\$80,997.95	-\$47,637.40		-\$294,148.39	-\$159,073.20		-\$581,856.94
	Sediment Control				-\$1,001.00			-\$1,001.00
	Spread from stockpile		-\$4,568.25		-\$41,265.10	-\$24,033.90		-\$69,867.25
	Stockpile Works				-\$33,528.14	-\$19,565.24		-\$53,093.38
	Temp Landings				-\$9,275.00	-\$2,716.00		-\$11,991.00
	Trucks - Cart & Dump	-\$66,552.32	-\$71,563.66	\$5,880.00	-\$125,222.51	-\$107,897.07		-\$365,355.56
	Trucks - Cart & Spread	-\$51,758.65	-\$2,395.52		-\$1,409.50			-\$55,563.67
	R&M - Culverts Maintenance					-\$1,798.00		-\$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	-\$695,966.85	-\$20,617.52	-\$2,091,632.20
Fees	FGC levy	-\$1,682.03	-\$888.28		-\$8,568.45	-\$22,625.68	-\$504.57	-\$34,269.01
	Management	-\$38,073.70	-\$18,838.66		-\$161,844.10	-\$398,627.53	-\$9,393.33	-\$626,777.32
Fees Total		-\$39,755.73	-\$19,726.93		-\$170,412.55	-\$421,253.21	-\$9,897.90	-\$661,046.33
Harvesting	Cartage - Truck	-\$174,544.39	-\$95,024.83		-\$821,208.93	-\$2,132,390.92	-\$55,742.33	-\$3,278,911.41
	Establishment - harvesting	-\$13,637.50			-\$11,760.00	-\$2,100.00		-\$27,497.50
	Logging	-\$248,392.56	-\$131,320.39		-\$1,159,402.08	-\$2,749,848.09	-\$75,044.31	-\$4,364,007.43
	Logging - Hourly				-\$500.00	-\$13,520.00	-\$875.00	-\$14,895.00
	Tracking				-\$8,200.00	-\$57,709.00		-\$65,909.00
	Weighbridge	-\$1,954.80	-\$1,023.60		-\$9,810.95	-\$21,534.71	-\$654.95	-\$34,979.02
	Trailer Lifting					-\$126.00		-\$126.00
Harvesting Total		-\$438,529.24	-\$227,368.82		-\$2,010,881.97	-\$4,977,228.72	-\$132,316.60	-\$7,786,325.36
Income	Log Sales	\$951,842.42	\$470,966.43		\$4,046,102.58	\$9,965,688.33	\$234,833.26	\$15,669,433.02
Income Total		\$951,842.42	\$470,966.43		\$4,046,102.58	\$9,965,688.33	\$234,833.26	\$15,669,433.02
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	-\$1,607.74	-\$25.92	-\$4,112.51
	Fencing	-\$644.51						-\$644.51
	Other	-\$151.39	-\$4,998.95	-\$1,343.45	-\$1,738.87	-\$3,141.11	-\$76.00	-\$11,449.77
	Power Lines				-\$4,420.40	-\$36,561.16		-\$40,981.56
	Royalty payments		-\$500.00					-\$500.00
	Security			-\$15.50	-\$3,428.25	-\$5,606.08		-\$9,049.83
	Traffic Management	-\$6,501.83	-\$1,528.76	-\$37.67	-\$2,049.86	-\$3,824.57		-\$13,942.69
	Environmental Monitoring					-\$1,009.50	-\$75.00	-\$1,084.50
Miscellaneous Total		-\$7,904.38	-\$7,206.14	-\$1,396.62	-\$14,133.51	-\$52,364.55	-\$176.92	-\$83,182.11
Grand Total		\$158,197.25	\$38,599.78	\$9,283.66	\$950,467.01	\$3,818,875.00	\$71,824.31	\$5,047,247.02