

# 2022 HALF YEAR RESULTS PRESENTATION

---

The PGG Wrightson logo is located in the top right corner. It features a stylized green swoosh above the company name "PGG Wrightson" in white, all contained within a dark blue rounded rectangular background.

**PGG Wrightson**



**For the six months ended 31 December 2021**  
**22 February 2022**

*Helping grow the country*



# HIGHLIGHTS

NET PROFIT AFTER TAX

**\$22.5m**



▲ \$5.5m or 32%

OPERATING EBITDA

**\$47.4m**



▲ \$7.8m or 20%

REVENUE

**\$552.4m**



▲ \$53.0m or 11%

INTERIM DIVIDEND

**14c/share**



\* Total Shareholder Return (TSR) is calculated based on the movement in share price during the 6 months to 31 December 2021, plus the dividend (cents per share) paid, divided by the opening share price.



RETAIL & WATER

**Achieved  
strongest**

First half trading



AWARD NOMINATION

**Deloitte  
Top 200  
Finalist**

'Most Improved  
Performance'



LIVESTOCK

**Launched  
two new  
GO-STOCK  
products**

GO-BEEF PRIME and  
GO-DAIRY MAX  
& LIGHT



CORPORATE

**Refreshed  
PGW  
website**

With improved  
navigation



TOTAL SHAREHOLDER  
RETURNS\* OF

**+55%**



REAL ESTATE

**Record  
rural sales  
results**



Some images in this presentation were taken at COVID-19 Alert Level 1 or 2, or under the COVID-19 Protection Framework. Please note that PGW is following government guidelines for operation during COVID-19. For more information on our protocols please visit [www.pgwrightson.co.nz/our-company/covid-19-support](http://www.pgwrightson.co.nz/our-company/covid-19-support)

*Helping grow the country*

# TRADING PERFORMANCE & DIVIDEND

---

OPERATING EBITDA

**\$47.4 million**



Half year operating earnings before interest, tax, depreciation, and amortisation (“Operating EBITDA”) of \$47.4 million; up \$7.8 million or 20% from the comparative period.

NET PROFIT AFTER TAX

**\$22.5 million**



Net profit after tax of \$22.5 million; up \$5.5 million or 32% from the comparative period.

INTERIM DIVIDEND OF

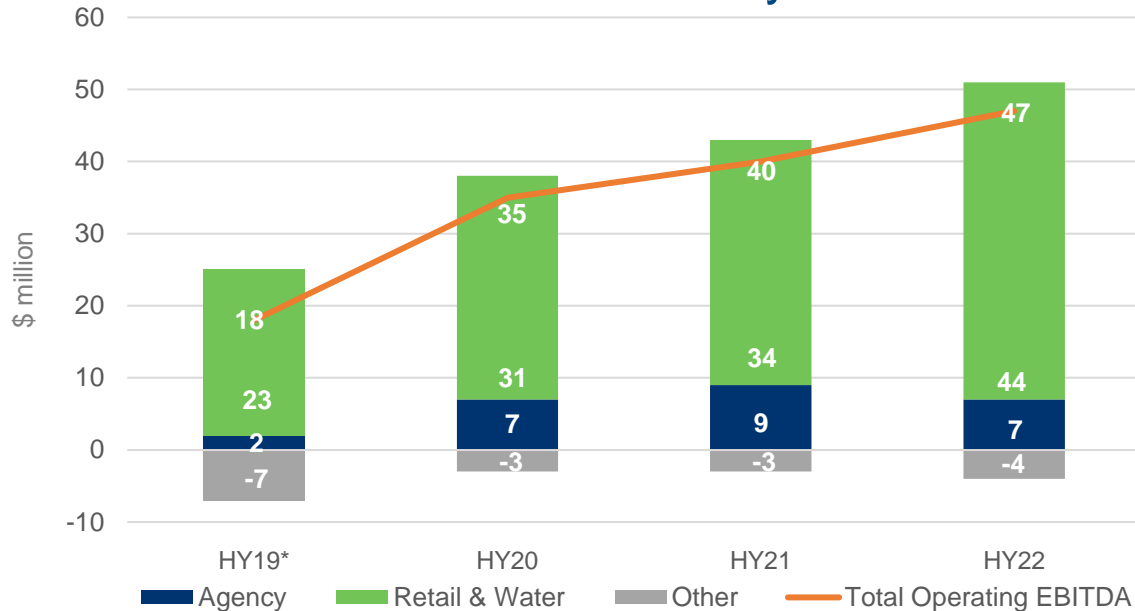
**14 cents** per share, fully imputed



A fully imputed interim dividend of 14 cents per share will be paid on 1 April 2022 to shareholders on PGW’s share register as at 5pm on 28 March 2022.

# OPERATING EBITDA

## First Half Financial Year Four Year Summary



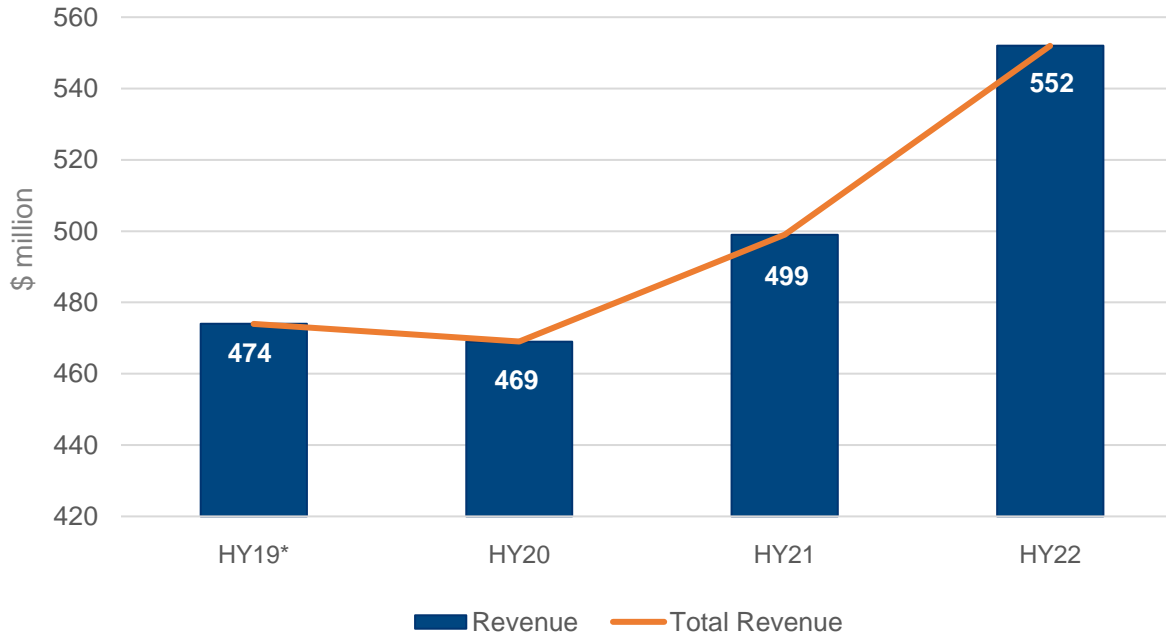
Four year first half Operating EBITDA summary post divestment of PGG Wrightson Seeds. \* HY19 prior to introduction of NZ IFRS 16 – Leases.

Operating EBITDA: Earnings before net interest and finance costs, income tax, depreciation, amortisation, the results from discontinued operations, fair value adjustments and non-operating items. PGW has used non-GAAP profit measures when discussing financial performance in this presentation. For a comprehensive discussion on the use of non-GAAP profit measures, please refer to the policy "Non-GAAP Accounting Information" available on our website ([www.pgwrightson.co.nz](http://www.pgwrightson.co.nz)).

Other: Other non-segmented amounts relate to certain Group Corporate activities including Governance, Finance, Treasury, HR and other support services (including corporate property services) and include consolidation/elimination adjustments.

# REVENUE

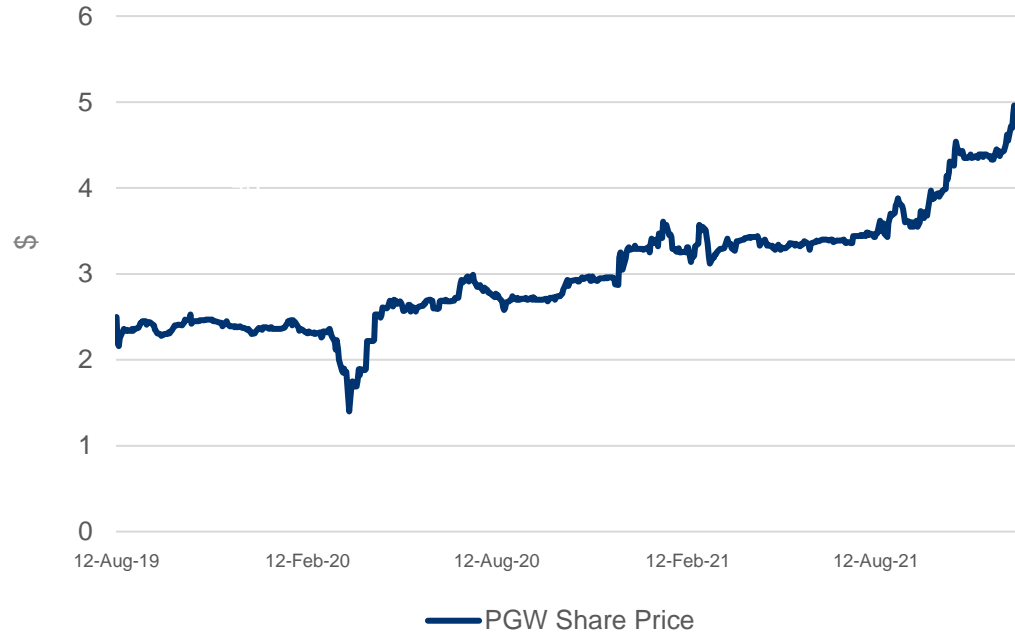
## First Half Financial Year Four Year Summary



\* Excluding PGG Wrightson Seeds divested in 2019.

# SHARE PRICE

## Post Share Consolidation



PGW share price from 12 August 2019 to 31 December 2021

Helping grow the country



# INTERIM DIVIDEND

An interim dividend of 14 cents per share has been declared.

Dividend to be fully imputed.

To be paid on 1 April 2022 to shareholders on the share register at 5pm on 28 March 2022.



# OUTLOOK FOR FY2022 & GUIDANCE UPDATE

---

- The Directors are pleased with the first half results and are encouraged by the positive outlook for the New Zealand agricultural sector.
- As a business, PGW is performing well and is clear about its strategic priorities.
- The Board has determined to raise our full year guidance to 30 June 2022 to around \$62 million at an Operating EBITDA level.
- Notwithstanding these fundamentals, we remain cautious about the potential impacts of Omicron, continued global supply restrictions, and increases in input costs which could all have some degree of influence on our results.



# DISCLAIMER



This presentation has been prepared by PGG Wrightson (“PGW”) with due care and attention.

The 2022 Half Year Results are for the six months to 31 December 2021.

Forward looking statements regarding the potential future performance of PGW have been expressed by management using information currently available. These are based on current expectations, estimates and assumptions and do not guarantee or predict future performance.

Actual results may differ from those predicted as there are a number of uncertainties and risks beyond PGW’s control that may affect the results.

Please read this presentation in conjunction with 2022 Half Year Results Announcement and Report.