

The logo for PGG Wrightson, featuring the company name in a white, sans-serif font. Above the text is a stylized green swoosh that curves over the letters. The entire logo is set against a dark blue background with rounded corners.

*PGG Wrightson*

# COMPANY PROFILE

A short, solid green horizontal line positioned below the company name.

*Helping grow the country*

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# 2023 FINANCIAL YEAR HIGHLIGHTS

OPERATING EARNINGS  
BEFORE INTEREST,  
TAX, DEPRECIATION  
AND AMORTISATION  
("OPERATING EBITDA") OF



**\$61.2m**

✓ \$6.0m or 9%\*



NET PROFIT  
AFTER TAX  
("NPAT") OF

**\$17.5m**

✓ \$6.8m or 28%\*



FULL YEAR DIVIDEND  
FULLY IMPUTED

**22¢/share**



REVENUE

**975.7m**

^ \$23.0m or 2%\*

\* COMPARED TO FY22





## OUR PURPOSE

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WORKING ALONGSIDE NEW  
ZEALAND FARMERS AND  
GROWERS TO SERVICE THEIR  
ON-FARM AND HORTICULTURAL  
NEEDS.

## OUR VISION

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HELPING GROW THE  
COUNTRY AND BUILDING ON  
OUR HERITAGE THROUGH  
INNOVATION AND TRUSTED  
PARTNERSHIPS WITH RURAL  
NEW ZEALAND.

## OUR STRATEGY

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WE FIRMLY BELIEVE THE  
VALUE OF OUR DIVERSIFIED  
FULL SERVICE NATIONWIDE  
OFFERING, WITH A DELIBERATE  
FOCUS ON OUR TECHNICAL  
EXPERTISE, DIFFERENTIATES  
THE SERVICE WE PROVIDE IN  
THE RURAL SERVICES SECTOR.



# OUR VALUES

## ACCOUNTABILITY

STAND BY OUR WORD,  
MEET COMMITMENTS

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BE ACCOUNTABLE TO  
OUR CLIENTS AND EACH  
OTHER

## LEADERSHIP

SET STANDARDS AND  
EXCEED EXPECTATIONS

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TAKE ACTION AND  
STRIVE TO EXCEL

---

LEAD THROUGH  
INNOVATION

## INTEGRITY

OPERATE ETHICALLY  
AND WITH INTEGRITY

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TREAT OTHERS WITH  
RESPECT

---

ACT PROFESSIONALLY

## SMARTER

BE MORE EFFECTIVE  
AND EFFICIENT

---

THINK, DECIDE AND  
ACT QUICKLY

---

LEARN FROM MISTAKES,  
CELEBRATE SUCCESS

## TEAMWORK

SHARE KNOWLEDGE  
AND INFORMATION

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WORK TOGETHER TO  
CREATE SOLUTIONS

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THINK AND ACT AS  
**ONE PGW**



A photograph of two men walking away from the camera on a dirt path in a rural landscape. The man on the left is wearing a brown t-shirt and dark shorts, while the man on the right is wearing a light blue button-down shirt and khaki pants. They are walking on a dirt path that stretches into the distance, flanked by green fields and a line of trees in the background. The sky is clear and blue. A dark blue rounded rectangle is overlaid on the top left of the image, containing the text 'WHO WE ARE' in white, with a short green horizontal line below it.

# WHO WE ARE

PGG Wrightson (PGW) is a market leading, full-service agricultural supplies and services business operating across the rural supply chain throughout New Zealand for more than 170 years.

We were formed in 2005 through the merger of Pyne Gould Guinness (PGG) and Wrightson. Both founding companies date back to 1851 and 1861 and were themselves the result of many amalgamations through the years. We are listed on the New Zealand Stock Exchange under the ticker PGW.

Our longstanding relationships with the rural community, technical expertise, focus on innovation, and our nationwide presence, places us in an enviable position of being one of the best-known, respected, and trusted agricultural brands in the country.

We have more than 1,800 people located in over 170 sites offering superior specialist knowledge and expertise. With 60,000 client accounts and over 30,000 products, the majority of our clients' purchases are repeat business and necessities for the success of their businesses.

Our clients cover the entire rural sector from family operators through to large corporate farmers and growers, and iwi. Many of our interactions with clients are based upon enduring relationships over multiple business units, with many relationships dating back generations.



# OUR PEOPLE & CULTURE

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Our more than 1,800 people live locally and work alongside our clients, making a positive contribution to their rural communities. As ambassadors of our brand, our people, more than anything else, set us apart and are the foundation of our business success. As members of the community our people are personally involved in their regions through volunteering for the local fire brigade, coaching sports teams, and helping out at the dog trials. This creates a trusted advisor relationship often spanning several generations. These relationships are strengthened in many cases by the loyalty and long tenure of our people.

We invest in making sure we have the right people, who are appropriately trained and equipped to deliver the services and products our clients require. Our team's strong relationship with our clients allows us to better understand their needs, which contributes to ensuring that we are well placed to assist with farming and growing production decisions.

Along with our people, our culture is another important driver of our business success. We have a culture of sharing information across the company and it is actively encouraged. Our culture is collaborative and growth oriented, and is supported by our **One PGW** approach and our full service offering.

We recognise that managing the health, safety, and wellbeing of our people, our clients, and those we work alongside is good for business, but above all else we do it because we care. We believe we play a significant role in influencing the industry to create safer and healthier outcomes for everyone.

Whether it is technical expertise, industry knowledge, or on-farm or on-orchard solutions, our clients can rely on us to deliver professional service with integrity.





# OUR SUSTAINABILITY ACTIONS

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At PGW we demonstrate our dedication to **Helping grow the country** through our commitment to protecting our natural environment for future generations.

To be **Leaders in the field** we recognise the need to balance issues of environmental, social, cultural and economic sustainability to make a valuable contribution to our people, clients, communities and shareholders.

We know that agriculture is one of the most vulnerable sectors to the impacts of climate change. PGW, as one of the largest and oldest agricultural supplies businesses in New Zealand, has an important role to play to influence its suppliers and to assist its clients to address sustainability. As part of our Sustainability Strategy to 2030 (Te Rautaki mō e Toitūtanga) PGW has committed to the following sustainability goals:

» PGW aims to reduce its operational (scope 1 & 2) emissions by 30% by FY30 from its FY21 baseline.

» PGW will expand its reporting to cover supply chain (scope 3) emissions, while working with suppliers to reduce emissions and encouraging them to set their own targets.

» Other targets for PGW include improved energy efficiency across retail stores, improvements in vehicle fleet efficiency, improved utilisation of recycling programmes, cultivating a strong safety and wellbeing culture, and transparency in reporting.

 [pggwrightson.co.nz/sustainability](https://pggwrightson.co.nz/sustainability)

Image: *Overlooking the Fairlie basin* Kathryn Taylor - South Canterbury, LandMarks Photo Collection 2020



# OUR COMMUNITY

## SUPPORTING RURAL COMMUNITIES

We are proud to support and provide a wide range of sponsorships within our rural communities. From A&P Shows to community organisations, we do our part in **Helping grow the country.**

PGW Livestock has a long association with the IHC Calf & Rural Scheme, which is one of New Zealand's most enduring charitable relationships. More than \$41 million has been raised over the past 41 years. This programme, which is run in conjunction with our farming clients, raises significant funds to help the IHC charity provide support to vulnerable people and their families within the rural community.

We celebrate excellence in Māori farming and horticulture through our sponsorship of the Ahuwhenua awards.

We appreciate the importance of making a positive contribution to the communities and natural environments in which we operate, to ensure a sustainable future for all.

 [pggwrightson.co.nz/community](https://pggwrightson.co.nz/community)



ALMOST  
**\$700k**  
RAISED FOR RURAL  
COMMUNITIES,  
CHARITIES AND SCHOOLS  
SINCE LAUNCH



SUPPORTING MĀORI  
EXCELLENCE IN  
FARMING AND  
HORTICULTURE WITH  
THE AHUWHENUA  
TROPHY



PGG WRIGHTSON  
WOOL NATIONAL  
SHEARING CIRCUIT  
FOR  
**20yrs**



RAISING OVER  
**\$41m**  
FOR THE IHC CALF &  
RURAL SCHEME OVER  
THE COURSE OF OUR 41  
YEAR RELATIONSHIP

# OUR TECHNICAL EXPERTISE



## RESEARCH & DEVELOPMENT

Technical expertise is woven into the fabric of our business. We differentiate ourselves by maintaining a dedicated Technical Team of Technical Specialists who are committed to developing their scientific knowledge to support our store staff and representatives, who share this with our clients.

Every year the Technical Team's Research and Development Team conducts approximately 70 industry trials on agrichemical and fertiliser products on a variety of crops which assists in the development and successful launch of new products. These trials are the foundation of our new knowledge creation. Not only do these trials help guide and direct our in-house research, they also play a key role in ensuring our staff are up to date with the latest developments and technical advice. Through these trials we have a deep understanding of products three to five years before they reach the market. We use this time to understand how the products complement our existing offerings, so by product launch we can provide our clients with knowledge that keeps them at the cutting edge of production.

The Technical Team's Extension Team supports our Technical Field Representatives and our Technical Horticultural Representatives, as well as our clients, with in-depth expert and technical advice in a range of key subjects, such as animal nutrition, animal health (sheep, beef, dairy and deer), soil science, agronomy, and horticulture.

The Rural Technical Team helps clients to increase stock live-weight gain, provide evaluation of feed and nutrition options, assess animal health issues, review and assist with solutions about growing crops, and maximising crop and pasture yields.

The Fruitfed Technical Team assists clients to grow better fruit, manage insects sustainably, provide advice on orchard management and sustainable solutions for disease management, and deliver programmes for maximising yield through better plant nutrition.



Our dedicated Technical Team members are not only highly qualified in their fields, they all have many years of experience working on farms, orchards, or owning related businesses and working alongside our clients. This combination of extensive training and practical experience provides a valuable resource for clients, whether it is solving a short-term issue or long-term planning to increase performance and productivity.

The Technical Team provides key industry support to farmers, growers, various industry groups, and governmental bodies.

Our Technical Team includes members of the Extension Team, a group of experts who are committed to continually developing their field of expertise and sharing this expertise.

Though not client facing, the Extension Team provides benefits to clients through the three pillars of training and development, sales assistance, and industry support.

 [pggwrightson.co.nz/technical-expertise](https://pggwrightson.co.nz/technical-expertise)

## OUR GENETICISTS

We are the only livestock company that has a specialist genetics team. Our genetics specialists work alongside clients from one end of the country to the other, helping them develop successful breeding programmes, source and sell quality livestock, and build robust future-proofed businesses.

To do that we blend insight with instinct. Our insights come from the data, technical understanding, and the innovative processes we employ, which enable us to stay abreast of the latest trends and in-tune with the most sought-after livestock traits. Our instincts come from the vast experience acquired from the years we have spent in the industry.

 [pggwrightson.co.nz/livestock/genetics-breeding](https://pggwrightson.co.nz/livestock/genetics-breeding)

## WE ARE DEDICATED TO IMPROVING CLIENT EXPERIENCE THROUGH TECHNOLOGY.

### ECOMMERCE

Our eCommerce website provides a seamless experience for our customers. Click and collect and delivery are available across a range of products aimed at farm, orchard, and lifestyle blocks.

### AGONLINE

agOnline is our online livestock information website which is a key source for the latest livestock quotes, details about upcoming sales (on-site and online), and saleyard results. Our Resource page includes conversion tables for farming calculations plus other useful links. Farmers Patch includes upcoming agricultural events, country cooking recipes, farm positions available, news and updates.

### bidr®

bidr® is our innovative online, real-time, auction platform which offers a range of formats from 100% online sales to fully integrated audio-visual livestreaming of traditional auctions enabling farmers and agents to trade livestock anywhere.

### SPROUT AGRITECH LIMITED

We are an Accelerator Partner with Sprout Agritech Limited which is a fast-paced, dynamic, educational accelerator designed to help FoodTech entrepreneurs, companies, and scientists wishing to turn their IP into a scalable business. Our Technical Team helps to ground truth these ideas and provides business incubator style support to nurture the startups through their difficult initiation phase and commercialise the innovative ideas and concepts.



# MĀORI AGRIBUSINESS

## MĀORI AGRIBUSINESS TEAM

PGW's Māori Agribusiness team is a dedicated unit providing guidance on farming and growing practices that align with the environmental values of our Māori agribusiness clients. Our dedicated Iwi Relationship Managers liaise with our Māori agribusiness clients and engage with PGW colleagues across the company to ensure that technical expertise and industry mātāuranga (knowledge) are provided as they strive to assist Māori farmers and growers in the effective kaitiakitanga (guardianship) of their land.

Our Iwi Relationship Managers most fundamental guiding principle is tikanga (Māori societal lore) and they focus on building enduring whanaungatanga (relationships) to tautoko (support) and hautū (guide) our Māori agribusiness clients to align their farming practices with environmental values. An important aspect of the team's role is to share, communicate, and educate the wider PGW business on these principles and help grow our cultural competency of te ao Māori.

The team networks with numerous government and farmer owned primary industry participants to ensure engagement with industry stakeholders and strongly represent Māori agribusiness. PGW is also a proud sponsor of the Ahuwhenua Trophy, Excellence in Māori Farming and Horticulture Award, which acknowledges and celebrates Māori agricultural and horticultural excellence. The Ahuwhenua Trophy is the most prestigious award for Māori farming and growing and the competition alternates each year between the sheep and beef, horticulture, and dairy sectors.

*Mā ngā huruhuru ka rere te manu.*

*It is the feathers that  
enable the bird to fly.*

 [pggwrightson.co.nz/maori-agribusiness](https://pggwrightson.co.nz/maori-agribusiness)





### INSURANCE REFERRALS

ICIB Brokerweb is one of New Zealand’s leading insurance brokers, bringing together over 170 risk and insurance specialists from across New Zealand to provide the rural community with flexible insurance solutions. The joint venture relationship is founded on a core series of values and strong strategic fit for us, with ICIB Brokerweb holding a solid presence in the rural insurance market.

Many of the ICIB Brokerweb brokers were either raised or live rurally, and they have local knowledge and access to market-leading insurance products and risk advice. ICIB Brokerweb offers comprehensive and tailored rural insurance solutions to meet the unique requirements of our clients. They have created bespoke solutions for our clients including rural, lifestyle, crop, and bull insurance.

An additional benefit of this referral arrangement to our clients is that they have the convenient option of being able to pay their insurance policy premiums through their PGW customer account.

*ICIB Brokerweb specialises in the provision of quality insurance broking and risk management solutions for corporate, commercial, rural, and domestic insurance.*

 [pggwrightson.co.nz/insurance](https://pggwrightson.co.nz/insurance)

# OUR DIVERSITY

## RETAIL & WATER GROUP

### FRUITFED SUPPLIES



Nationwide network of 17 Fruitfed Supplies stores

Services & supplies to horticultural sector

50 Technical Horticultural Representatives

Research & Development focus

Crop Monitoring Division

### RURAL SUPPLIES



Nationwide network of 90 Rural Supplies & Fruitfed Supplies stores

> 110 Technical Field Representatives

Rural Technical Team with agronomy and animal production specialists

Onto Farm: bulk supplies delivered directly to farms

Online ordering via [store.pggwrightson.co.nz](https://store.pggwrightson.co.nz)

### WATER & IRRIGATION



Sales: Rural water, horticulture, pivot & linear sales

Qualified Technical, Design & Service Representatives across all Water branches

Service: rural, horticultural & industrial water, water reticulation

South Island water branches

### AGRITRADE



Independent wholesale business: manufactures, sells & distributes products

Agronomy, animal health & nutrition, water & irrigation, crop & orchard management

Aquaspec: irrigation wholesaler

2 distribution centres



# OUR DIVERSITY

## AGENCY GROUP

### LIVESTOCK



All categories of livestock: beef, dairy, sheep, & deer

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> 180 Livestock Representatives

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Trading: auction, private, on-farm, online (bidr®)

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GO-STOCK: Our livestock trading cashflow tool for farmers. Enables farmers to stock their farms without the outlay and then receive the trading margin when it comes time to sell, less the fees and selling costs.

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Genetic specialists

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agOnline: online livestock information website

### WOOL



Broker, handler, marketer, exporter

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16 Wool Representatives

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4 wool stores

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Toll process on behalf of third parties

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> 250,000 bales handled per annum

### REAL ESTATE



Farms, horticulture, viticulture, lifestyle, & residential properties

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58 offices

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> 170 sales specialists

# OUR FOOTPRINT

**WE OFFER A NATIONWIDE NETWORK THROUGH OUR RETAIL STORES, WATER BRANCHES, DISTRIBUTION CENTRES, SALEYARDS, WOOL STORES, AND REAL ESTATE OFFICES.**

**OUR FOUR REGIONS ARE HEADED UP BY REGIONAL MANAGERS WHO OVERSEE EACH REGION FROM A COMPANY LEVEL.**

**SOME BUSINESSES CO-LOCATE FROM THE SAME SITE**



**90**   
RETAIL STORES ●

**04**   
WATER BRANCHES ●

**02**   
DISTRIBUTION CENTRES ●

**56**   
SALEYARDS ●

**04**   
WOOL STORES ●

**58**   
REAL ESTATE OFFICES ●

**15**   
SUPPORT OFFICES ●



# RETAIL & WATER

IN A HIGHLY COMPETITIVE AND MATURE MARKET, OUR POINT OF DIFFERENCE IS OUR  
TECHNICAL EXPERTISE, OUR TRUSTED RELATIONSHIPS WITH OUR VALUED CLIENTS,  
AND OUR STRONG REPUTATION.



# RETAIL STORES & SERVICES



We have a network of 90 Rural Supplies and Fruitfed Supplies stores throughout New Zealand.

Our store network is managed by Store Managers and 420 Customer Service Representatives, who deliver a high level of product knowledge and service covering all farming and horticulture requirements for our clients throughout the country.

We invest a significant amount of time and money developing and training our team to provide our clients the right advice at the right time to get the best results.

We work alongside leading international and local suppliers to ensure our clients have access to more than 30,000 market leading brands and products. Where applicable our Technical Team independently evaluate products to ensure we can offer the best possible solutions to our clients.

Our clients cover the entire agricultural and horticultural sectors from family operators to large corporate farmers and iwi. We are particularly well represented in the large corporate farming sector through our key account management programme.



Trade Accounts give our clients the convenience and flexibility to charge all our products and services to the one account. Most transactions are repeat business and necessities for the success of our clients' businesses. Our Bill Smart options provide clients the opportunity to save by billing service providers (power, phone, internet, fuel etc) to their account.

The range of products available on our eCommerce website, has considerably expanded over the past three years with more than 7,000 product SKUs presented across multiple categories including animal health, stock feed, general merchandise and fencing. Click and Collect is enabled across our 90 stores, with delivery option across the country also available. The website offers a simple checkout process, with all main credit and debit cards accepted.

 [store.pggwrightson.co.nz](https://store.pggwrightson.co.nz)

### **ONTO FARM**

Our 0800-Onto-Farm service arranges delivery of bulk supplies directly to our clients farms and orchards. Our helpful Customer Service Representatives are well trained and understand farming and horticulture.

 [pggwrightson.co.nz/onto-farm](https://pggwrightson.co.nz/onto-farm)



Our stores, 0800-Onto-Farm phone, and online ordering service carry a range of domestically and leading internationally produced products for our farming and horticulture clients.

Orders are charged to client's accounts and appear on their monthly statement.

For more information about how our Technical Field Representatives, Technical Horticultural Representatives, and Technical Team can add value to your farming or horticultural businesses, contact your local Rural Supplies or Fruitfed Supplies store.

 [pggwrightson.co.nz/find-a-location](https://pggwrightson.co.nz/find-a-location)

### **MAX REWARDS**

The Max Rewards loyalty programme is our way of giving back to our highly valued clients for doing business with us. PGW account holders can access Max Rewards membership benefits, including earning points and receiving tier benefits.

Points can be earned on select transactions through the business, including through the retail network, livestock sales, and by purchasing Ballance Agri-Nutrients Fertiliser. Points can be redeemed on a wide variety of products by visiting the Max Rewards website.

 [maxrewards.pggwrightson.co.nz](https://maxrewards.pggwrightson.co.nz)



# FRUITFED SUPPLIES

Fruitfed Supplies is recognised as the market leader in the horticultural sector. We have a network of 17 dedicated Fruitfed Supplies stores with most co-locating alongside our Rural Supplies stores, servicing all horticulture requirements.

Our Technical Horticultural Representatives and Technical Team are based around the country, specialising in a range of crops and supporting growers with product recommendations and technical advice.

Fruitfed Supplies has a Research and Development programme in place, where they work with suppliers and industry bodies to trial new products and chemistry to see how they perform in New Zealand growing conditions. Fruitfed Supplies conducts approximately 50 to 60 trials annually.

Our monthly publication, Fruitfed Facts, aims to provide growers with the latest Fruitfed Supplies news, product updates, new products, technical tips, and industry news.

## **CROP MONITORING**

Our crop monitoring division has eight teams located within the major horticultural growing regions. Scouts are in the field monitoring for pests, diseases, and beneficial insects with programmes able to be adapted to suit various production schedules, growing conditions and individual grower requirements.

The accurate identification of insects and diseases enables precise control measures to be put in place at the right time and minimises financial costs associated with crop management. Both the records of identified pests and diseases and of the applications to control these can be produced into auditable reports. This provides an important link in traceability, food safety, and quality assurance. The monitoring programmes are continually refined to correspond with industry best practices and export requirements.

For more information about how Technical Horticultural Representatives and Crop Monitors can add value to your horticultural business, contact your local Fruitfed Supplies store.



[fruitfedsupplies.co.nz](https://fruitfedsupplies.co.nz)



# RURAL SUPPLIES



Our Rural Supplies Store Managers and Customer Service Representatives work alongside our more than 110 Technical Field Representatives and our Technical Team to support our clients across the country.

Our on-farm Technical Field Representatives work with clients, helping them grow and manage their operations and assisting them long term to achieve their objectives. They service all sectors of the rural community including dairy, sheep, beef, and deer farmers, arable producers, contractors, and much more.

The Technical Team provides in-depth, independent expert advice in a range of subjects such as agronomy, soil science, and animal health and nutrition. Having our own agronomists, vets, animal nutritionists, and soil scientists sets us apart from our opposition and ensures we can provide the best advice to our clients.

Our monthly publication, Rural Diary, is a technical guide to assist farmers with planning on-farm activities, to maximise productivity and grow their business. The publication includes client articles, news, technical tips, and articles of interest prepared by our Technical Team members and suppliers.

 [pggwrightson.co.nz/rural-farm-supplies](https://pggwrightson.co.nz/rural-farm-supplies)

# WATER & IRRIGATION



We offer full-service water and irrigation packages to our clients nationwide servicing the agricultural, horticultural and water reticulation markets in New Zealand.

With more than 40 years in the design, construction, servicing, and maintenance of rural irrigation systems, we have some of the best technical knowledge in the industry.

We are the leaders in the design, planning, and installation of 'turnkey' irrigation and pumping solutions for agricultural and horticultural clients.

The design and planning process undertaken by our qualified design engineers provides our clients with all the information needed including real system operating costs and comparisons between different forms of irrigation. We have access to a market leading range of irrigation and pumping technology from around the world.



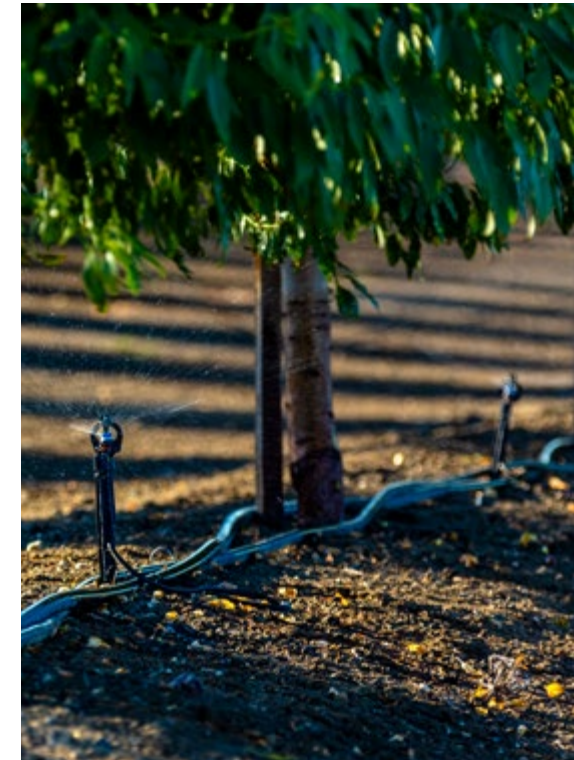
Key products include Valley® Irrigation technology centre pivots, linear irrigators, variable rate irrigation, Ocmis hard hose irrigators, solid set sprinklers, and other irrigation systems.

We service and repair most makes and models of irrigator, pump or associated system, as maintenance of all irrigation systems is critical to ensuring our clients are maximising performance, potential returns, and conforming with environmental best practice.

We can design and install effluent disposal systems which focus on providing a high uniformity and greater dispersal area to optimise effluent management and green water yard wash solutions. We also design and install water reticulation requirements in new dairy sheds and we offer a maintenance service for existing dairy sheds.

The requirement for farmers to fence all stockwater creeks has bought about a new set of challenges for farmers, as an effective stockwater system is critical to any farming operation. We have an exclusive pump offering that requires only the energy from existing water supply to operate.

 [pggwrightson.co.nz/water-irrigation](https://pggwrightson.co.nz/water-irrigation)



# AGRITRADE



NZ Agritrade Limited, our wholesale business division, manufactures, sells, and distributes products to improve farm and grower production from our two North and South Island warehouses. Products cover the areas of agronomy, animal health and nutrition, land development, water and irrigation, and crop and orchard management.

Agritrade has strong relationships with local and leading international manufacturers and works directly with retailers. These specialised products are available to our clients through our Rural Supplies and Fruitfed Supplies stores, other farm supply stores, and veterinary clinics throughout the country.

Retailers are supported by Territory Managers who provide technical advice and support across a range of products including The Time Capsule®, Valagro, Supreme, and Vetmed range.

 [agritrade.co.nz](http://agritrade.co.nz)

 agritrade®

## AQUASPEC

Aquaspec is the primary wholesaler to the irrigation industry and it works with leading brands to bring quality irrigation, water reticulation, and plumbing components to the country. To ensure we deliver a high-quality service for our clients, Aquaspec has a highly qualified engineering support base to assist with any technical issues.

 [aquaspec.co.nz](http://aquaspec.co.nz)

 aquaspec®



# AGENCY

OUR AGENCY GROUP IS THE LEADING INTERMEDIARY BETWEEN  
FARMER-TO-FARMER AND FARM-TO-PROCESSOR TRANSACTIONS.

# LIVESTOCK



As New Zealand's largest livestock business we have nationwide reach and greater influence.

We run some of the country's biggest sales events, bringing the largest possible pool of buyers and sellers together. Our team of more than 180 experienced livestock representatives nationally have strong adviser relationships with our clients.

Our agency services include the sale and purchase of all categories of livestock (sheep, beef, dairy, and deer) at saleyards, auctions, private and on-farm sales, and online trading of livestock (bidr®).

We offer advice to clients and undertake a range of livestock valuations and contracts. Additionally, we manage the seasonal contracting and supply of prime beef and lamb to a range of clients in the meat processing and export sector.

All aspects of deer farming including the buying and selling of deer and the export of deer velvet are also managed by our experienced team.

We operate from 56 auction selling centres, located throughout New Zealand, of which 40 are owned or co-owned saleyards.

We have a team of genetics specialists who provide tailored advice for sheep and beef giving the breeders and farmers we partner with an advantage in this competitive industry.



PGW has specialist dairy representatives, involved in trading more than 150,000 head of dairy livestock annually. Our dairy team provides a full service offering to meet our clients' livestock needs providing expert marketing advice and solutions for all livestock requirements.

With a nationwide network, we broker sales on-farm, at saleyards, online auctions, and via private treaty. We also offer quality advice in all aspects of livestock selling and purchasing, with a clear understanding of animal evaluation data and the practical aspects of dairy farming.

We also work with farmers across the country to manage their grazing requirements for optimal performance.



### **GO-STOCK**

Our innovative GO-STOCK products are an effective cashflow tool for farmers to use for livestock trading. PGW purchase and own the stock so farmers can stock their farms with no initial outlay. There are numerous contracts available to suit beef, sheep, dairy and deer farmers.

The timing of GO-STOCK products is flexible and clients can use it to suit their own farming operations. Our nationwide network of livestock reps work closely with our clients to determine when and where the stock is purchased and sold. Stock can be sold as prime, store or bought back by the farmer. When it comes time to sell the livestock, the farmer receives the trading margin less our fees and normal selling costs. Our livestock services are utilised on both purchase and sale of livestock bought onto the GO-STOCK contracts.

The GO-STOCK grazing contracts are an excellent example of how we can innovate and develop products that meet the evolving needs of our clients.

### **DAIRY FORWARD CONTRACT**

Our Dairy Forward Contract is of high industry standard. It enables both parties to agree the terms and conditions for the purchase of dairy livestock months in advance of the actual settlement/delivery date.

This legally binding document is peace of mind for both parties. With hundreds of contracts signed each year we have clauses covering disease control, calving conditions, payment options, dry off dates, condition score, and much more.

From the time of signing through to settlement/delivery our representatives are fully involved ensuring relevant information is communicated between parties, and that client expectations and obligations are met.

### **DEFER-A-BULL**

Defer-A-Bull is another innovative livestock product that allows farmers to secure a bull team with no upfront cost through our purchase agreement and no repayments until the bulls are sold. It is a simple cost-effective solution for farmers to source their dairy service bulls.

We provide expert advice and support through our local dairy specialists who are backed by our nationwide team of specialist dairy representatives. We have many clients who enter into Defer-A-Bull agreements on an annual basis.

The true success of the product is proven by our repeat clients, many of whom have used this product for the past decade and ranges from private farmers to key corporate clients throughout the country.

 [pggwrightson.co.nz/livestock](https://pggwrightson.co.nz/livestock)



**bidr®**

bidr® is New Zealand’s virtual saleyard offering real-time live auctions online, with accredited livestock agencies throughout the country. All sales on bidr® are backed by the listing agent and transacted through the accredited agency of the client’s choice, giving peace of mind to buyers and sellers.

bidr® offers a range of options for farmers to sell, buy, or just browse and monitor the current market. The flexibility of the bidr® platform empowers farmers and agents with choice when selling and buying livestock.

bidr® offers 100% online auctions, which is great for farmers who want to sell stock on-farm and have the competition of a live auction. This reduces stress on animals, transport costs, and the overall environmental footprint, plus it reduces the bio-security risk as livestock are transported directly between farms.

bidr®’s hybrid on-farm auctions are ideal for breeding bulls, rams, and stags as well as on-farm sales of commercial dairy, sheep and beef. bidr® has the technology to broadcast and integrate on-farm sales of all types in any location in the country, maximising the buyer pool for vendors, and providing ease of market access for buyers.

bidr® offers livestreaming and online bidding at selected saleyards throughout the country. For sellers, this significantly increases the buying bench for livestock and buyers can buy at multiple saleyards each week without travelling.

In addition to the livestock auctions, wool auctions are livestreamed where clients can register and watch the wool sales every Thursday alternating between the North Island and South Island.

 [bidr.co.nz](https://bidr.co.nz)

**AGONLINE**

agOnline is our online livestock information website which is a key source for all the latest classified livestock listings, details about upcoming saleyard and on-farm sales, and saleyard results.

Listings are sourced from around the country and are supported by our national network of PGW livestock representatives.

For anyone wanting to purchase stock or see the latest saleyard results this is a must visit site. In addition to the livestock listings, we have a Resource page that includes breeding and conversion tables and many other features that will help you with your farming business.

The Farmers Patch is where you can see what agricultural events are on, browse country cooking recipes, advertise farm position vacancies, and view news and updates.

 [agonline.co.nz](https://agonline.co.nz)





# WOOL

PGW Wool handles more than 250,000 bales annually from farm gate to markets across the world including toll processing on behalf of third parties.

We are a wool broker, wool logistics provider, wool exporter, and international marketer of all types of New Zealand wool. Our expertise covers all types of wool being crossbred, mid-micron, and fine wool.

Our nationwide team of wool representatives, strategically located across New Zealand, delivers a comprehensive range of high quality on-farm services to our grower clients.

We provide a variety of sales options to maximise grower returns and de-risk their business including auction, forward contract, flexi contract, private sale, tender, and Ezi wool. The team also provides expert in-store wool handling and advice to meet the exacting standards of local and international wool markets.

We operate four processing centres throughout New Zealand where our expert in-store wool logistics team provides wool handling services where wool is weighed, sampled, assessed, and stored prior to sale and advice to meet the exacting standards of local and international wool markets.



[pggwrightson.co.nz/wool](https://pggwrightson.co.nz/wool)



**INTERNATIONAL NETWORKS**

We market and sell wool to all New Zealand wool exporting companies including our own subsidiary export company, Bloch & Behrens Wool (NZ) Limited. Bloch & Behrens exports wool directly to international partners in more than 20 countries ranging from spinners and manufacturers right through to international luxury brands. This successful commercial model supports New Zealand farmers and meets the demands of our discerning international clients. Its Wool Integrity™ programmes provide traceability, animal welfare, and environmental assurances that links growers with international partners.

 [woolintegrity.com](https://woolintegrity.com)

The Wool Integrity™ store offers consumers contemporary collections of premium wool products using ethically grown wool.

 [woolintegrity.store](https://woolintegrity.store)

**PARTNERSHIPS**

We regularly provide facilities, technical services, and support for wool industry educational programmes. Our domestic and international memberships keeps us abreast of global wool developments and include being a founding wool member of the New Zealand Farm Assurance Programme, the National Council of NZ Wool Interests, the NZ Council of Wool Exporters, the International Wool Textile Organisation (IWTO), Wool Research Organisation of NZ, Responsible Wool Standard (RWS), Global Organic Textile Standard (GOTS), and the Campaign for Wool whose patron is His Majesty King Charles III.





# REAL ESTATE



PGG Wrightson Real Estate Limited is a nationwide non-franchised real estate company assisting clients throughout the country and across the globe to buy and sell New Zealand property. We are a national network of experienced, local real estate agents who have been connecting people with property across the country, for generations.

With our 16 real estate regional offices, plus an additional 42 sub real estate offices covering every region of New Zealand, our more than 10 managers and over 170 sales specialists span the country ready to work together with our clients to exceed their best outcome.

## **A NETWORK THAT REALLY WORKS**

When clients deal with us they are dealing with one company and one team, not a group of franchised operators and offices. This means they get access to our national network, with salespeople covering the entire country, who really do work together to achieve the best possible outcome.

## **AN OUTSTANDING BRAND**

The PGW Real Estate brand stands out from all the others – signifying trust, integrity, and remarkable results.



### **SPECIALIST KNOWLEDGE AND WORLD-CLASS SERVICE**

Our experienced, specialist people will go out of their way to ensure our clients' property objectives are met, delivering the very best service for their entire real estate experience, whether their property choice is urban, lifestyle or rural.

### **PEOPLE FOCUSED**

Our clients and our people mean everything to us. This is our hallmark, and we are proud of it. Our clients are the heart of our business, and the very reason for our success. Our people are among the best and most accomplished in the

real estate industry. Together, they have made us who we are today, and we recognise their importance in every aspect of our business.

### **UNBEATABLE TRACK RECORD**

We aim to be the best in what we do, and we have been focused on achieving this since our company was founded more than 170 years ago. Added to this is a genuine desire to make the process of buying and selling property an exciting and seamless experience for everyone. PGW Real Estate Limited is one of New Zealand's leading full-service agribusiness companies – we have a deep knowledge in all rural, lifestyle, residential, and commercial

property categories including dairy, sheep and beef, forestry, grazing and finishing, specialist farms, viticulture, bare land, and coastal property.

To get in touch with our Real Estate team contact any of our offices.

 [pggwre.co.nz](https://pggwre.co.nz)



