COMVITA STAKEHOLDER DAY
MAY 2023
POISED FOR TAKE OFF



PRESENTED BY:
Brett Hewlett, Chairman
David Banfield, CEO
12 May 2023





### Karakia





# Health & Safety





INTRODUCTION FROM

### David Banfield

COMVITA CEO





INTRODUCTION FROM

### **Brett Hewlett**

COMVITA CHAIR



SCAN THE QR CODE WITH YOUR PHONE

Login using the code:

#3809750







### David Banfield

COMVITA CEO





### At a Glance

01.

### Number One Brand

Global brand leader in Mānuka Honey and Propolis

02.

### ~50 Years Caring for Bees

Company founded in Paengaroa, BOP

03.

### **Comvita Labs Founded 1974**

Connecting consumers to the power of nature

04.

#### 13 Subsidiaries

In markets around the World

05.

557

Team members in the Comvita Whānau globally

06.

60:15:20

2025 business plan targeting \$50M EBITDA

**07**.

50%

Targeting digital at 50% of total sales by 2025 (currently 39% FY22)

08.

#### **US\$9B** → **US\$15BN**

Total Addressable Market (TAM) growth forecast 2022-2031



# Poised for Take Off

#### POISED FOR TAKE OFF

# Agenda

01.

### Comvita On Track

Our strategic three-part plan is on track

02.

### Stabilised Performance

Sustainable supply + virtuous business model

03.

### **Transforming our Organisation**

Confident in our FY25 delivery

04.

### Long Term Resilience & Growth

Comvita evolution to Lifestyle FMCG Brand

05.

### Long Term Resilience & Growth

Growing our share across all strategic markets

06.

### Long Term Resilience & Growth

Scientific leadership and breakthroughs

07.

### Force for Good

Purposeful impact through our Harmony Plan

08.

### Unrelenting Focus: Performance & Impact

Strategic plan on track – poised for take off

#### FOCUSED ON

# Long-Term

VALUE CREATION



I'm here to build something for the long-term. Anything else is a distraction.

- MarkZuckerberg



We are stubborn on vision. We are flexible on details.

- Jeff Bezos



# \$50M EBITDA

# 2025 Plan



#### FY23 FIRST HALF

### Headlines

RECAP

61.9%

GROSS PROFIT +530BPS 13.8%

MARKETING TO SALES RATIO

14.0%

14% ADJUSTED EBITDA\*

SECTION

-1-

OUR THREE POINT

# Strategic Plan







Working in harmony with bees and nature in New Zealand to heal and protect the world.

E reretau ana, e mahi ngātahi ana mātou ko ngā pi me te taiao I Aotearoa, hei whakaora, hei manaaki āno I te Ao Tūroa.



CONSISTENT

# Delivery

FROM DAY ONE

"From the outset (since we came together in January 2020), we have committed to writing a new exciting chapter for Comvita. There is plenty more to improve upon, but I am proud that we as a global team have consistently delivered results and performance from day one and are absolutely focused on delivering our 2025 strategic plan."

David Banfield, Chief Executive Officer



STABILISE THE ORGANISATION

1

Winning in Australia and New Zealand

Focus on fundamentals

Relentless simplification

Positive cashflow paying down debt

Inventory management

Underperforming assets

**OUR THREE POINT** 

Plan
PROGRESS AND UPDATE

### TRANSFORMED ORGANISATION

2

- Customer focus
- Flat organisation structure
- New proven harvest model
- Agile focussed team
- \$15M transformation plan
- Reconnection with our cause

#### BUILD LONG TERM RESILIENCE AND GROWTH

3

- Aligned 5-year plan
- US and China the engine for sustainable top and bottom-line growth
- Simplified organisation lowest headcount since 2011
- Reducing breakeven point per month from \$16.2M to \$13.5M
- Reduced debt <1 EBITDA relative to inventory value</p>



OUR CLEAR

### Arotahi / Focus

TO 2025

ALIGNED PURPOSE & VALUES



UNIQUE END-TO-END CONNECTION



BUSINESS MODEL 60:15:20

RELENTLESS FOCUS ON OUR CONSUMER NEEDS



THREE POINT PLAN TO 2025



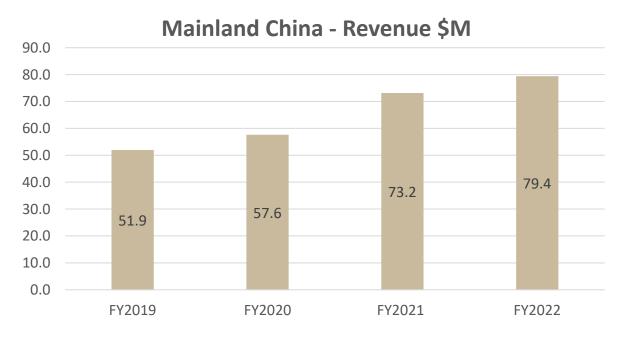
3 STAGES
CRAWL > STRIDE
> RUN

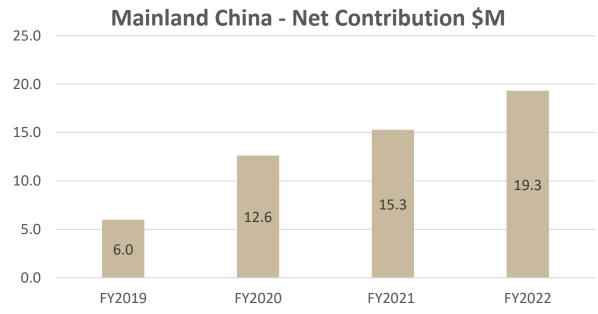
THREE YEAR CAGR

+1**5.2**%

THREE YEAR CAGR

**.47.8**%





# Delivering Profitable Growth

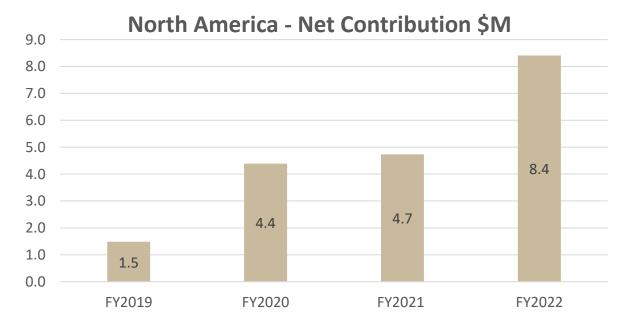
THREE YEAR CAGR

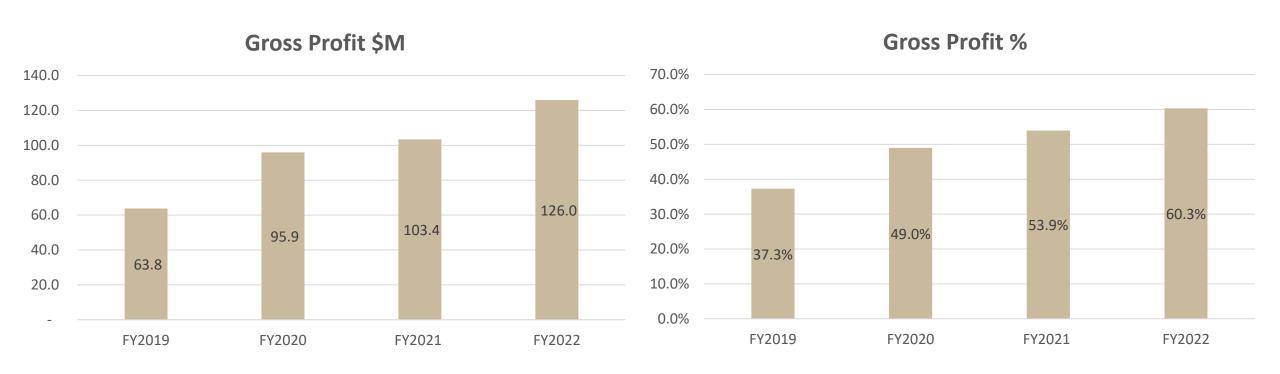
+33.5 %

THREE YEAR CAGR

**.**78.3 %



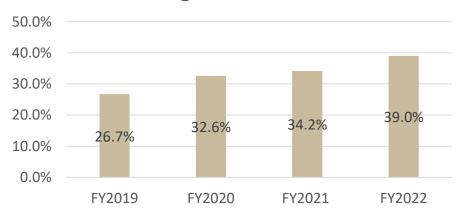




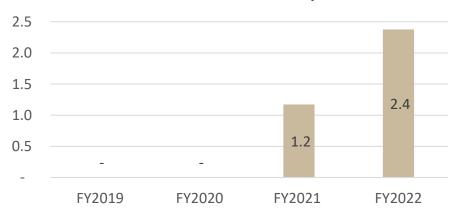
#### **Marketing Investment %**

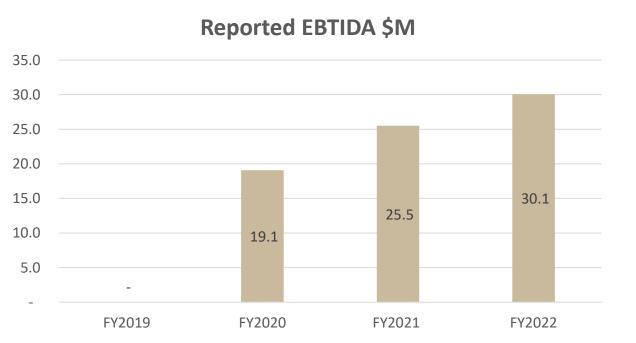


#### **Digital Share %**

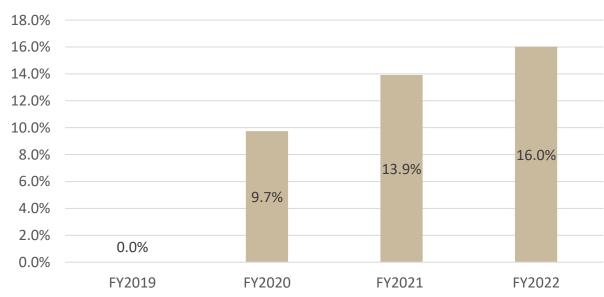


#### **Transformation \$M**



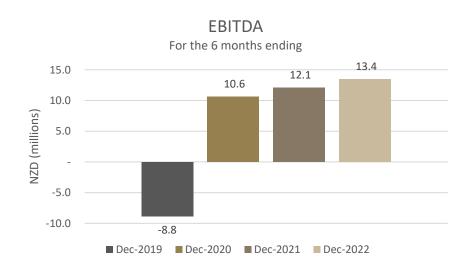


#### Normalised EBITDA %

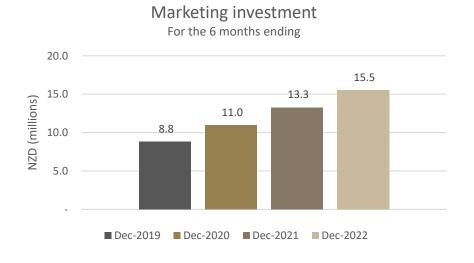


**H1 FY23** 









\$50<sub>M</sub>

EBITDA

ON TRACK

#### Pathway to \$50M EBITDA by 2025

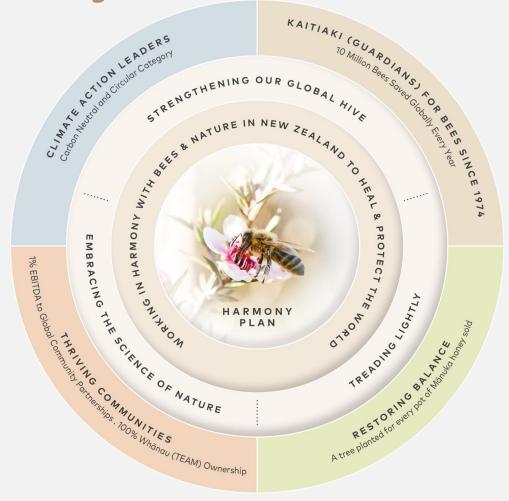
- ERP spend of c \$3M in FY23 will continue into FY24 , none in FY25
- Transformation spend of circa \$3.0M in FY23, will continue in FY24 none in FY25
- 60:15:20 business model delivered by 2025
- As we unwind our Inventory holding this will also enable a material cash release in FY24 and FY25

GENUINE

Harmony

Plan

IMPACT





Kaitiaki (guardians) for bees



**Restoring balance** 



Climate action leaders



Social and environmental impact (1% model)

SECTION

-2-

PROFITABLE & SUSTAINABLE

### Stabilised

**BUSINESS MODEL** 









#### COMVITA

### Harvest Model

2020	Launched and delivered
2021	Model proven
2022	Repeated successfully
2023	Successful for a fourth season

Now proven over FOUR consecutive years



BALANCING

# Supply & Demand

- 1 STAGE ONE
  - Launched in 2020 and proven 2021, 2022 and 2023
- 2 STAGE TWO
  2021 started exiting some long-term supply contracts
- 3 STAGE THREE

  Current supply partner contracts ended December 2022
- 4 STAGE FOUR
  2023 supply model relaunched supply and price linked directly to demand



#### FOREST HYPOTHESIS PROVEN

### Sustainable Comvita Forests\* 20% reduction in costs 60% 40% improvement improvement in yields in quality sequestration and biodiversity regeneration

TARGETING

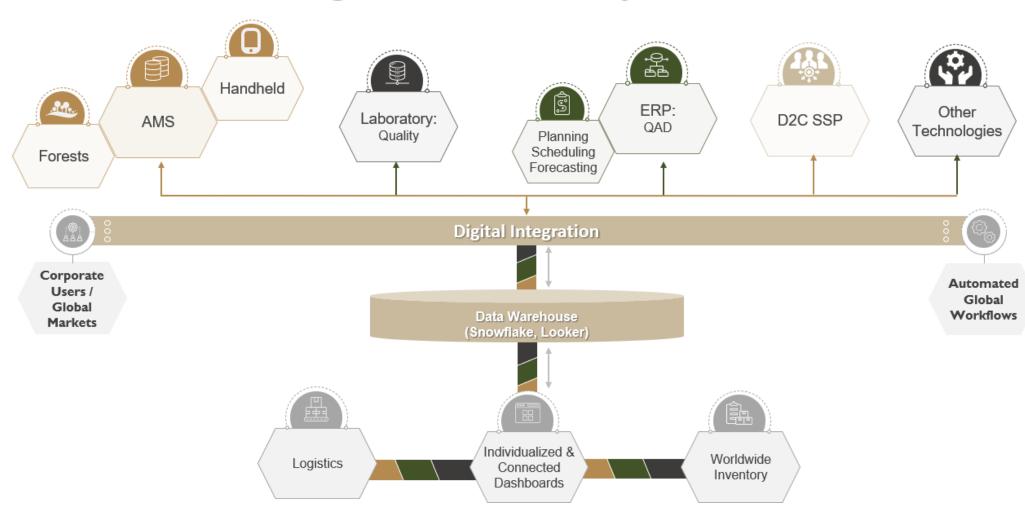
# 20,000 Hectares



BY 2030

#### MODERN SCALABLE

# Integrated Systems



# Business POISED FOR TAKE OFF

#### **Delivery** from day one

- Clear and consistent focus on where to play and how we will win
- Our three point strategic plan remains on track
- Momentum continues to build, supporting ongoing reinvestment in our markets

#### Proven resilience in our model

- Comvita is fully covered by insurance for Cyclone Gabrielle
- Enhanced supply strategy to ensure Supply is aligned with Demand benefiting cashflow
- **40:60:20 harvest contribution model proven:** four successive years of break-even or profitable harvest, despite adverse weathr conditions
- **Forest performance proven**, generating positive natural capital and financial benefits in our end-toend supply chain

#### Poised for take off

- We have stabilised our organisation, successfully delivering careful and considered investments to amplify our strategic advantages in market
- Confident and clear line of sight to deliver 2025 targets
- Poised for take off and even greater acceleration

SECTION

-3-

CONFIDENT IN OUR

### Transformation

DELIVERY











**GLOBAL** 

### eNPS

**CLIMBING** 

92% of team around the world provided insights into Comvita's 2023 Our Voice survey.

Material shift over 12 months of measurement in our Employee Net Promoter Score (eNPS):



### What our team is telling us

77%

Would highly recommend Comvita as a place to work to others

**78**%

Are inspired by the purpose of our organisation

88%

Have a strong belief in our products and would recommend to friends and family

81%

Believe the work they do is meaningful



JOURNEY FOCUS

### Performance culture

- Performance focused
- Customer focused and digitally enabled
- Data and insight driven
- Optimised operating model, empowered and responsible teams
- Targeted learning environment, underpinned by extraordinary experiences
- Talent and leadership development for the future

### Meaningful connection

- Connecting to our purpose and values
- Te Ao Māori connection and learning
- Work from anywhere, globally connected
- Hive to Home experience
- Connecting to our Consumer

### Personal impact and legacy

- Active in our Harmony Plan
- Time to Heal programme giving back as a team every year
- >90% of global team as shareholders
- Progressive Employee Value Proposition
- Thrive wellbeing opportunities and support for whānau





### COMMITTED TO

### Carbon Neutral

BY 2025

 $774_{\mathrm{TCO_{2}e}}$ 

GHG H1 INVENTORY SCOPES 1 & 2

2022 H1: 652 T CO2e +19%  $4,748_{\mathrm{T\ CO2e}}$ 

CARBON REMOVALS FROM MĀNUKA FORESTS H1

> 2022 H1: 3,013 T CO<sub>2</sub>e +54%

55,591T CO2e

CARBON STOCKS
SINCE MĀNUKA FOREST ESTABLISHMENT

2022 END OF YEAR: 35,840 T CO<sub>2</sub>e +55%

92%

NZ PACKAGING PURCHASED-IN RECYCLABLE

2022 89% +2%



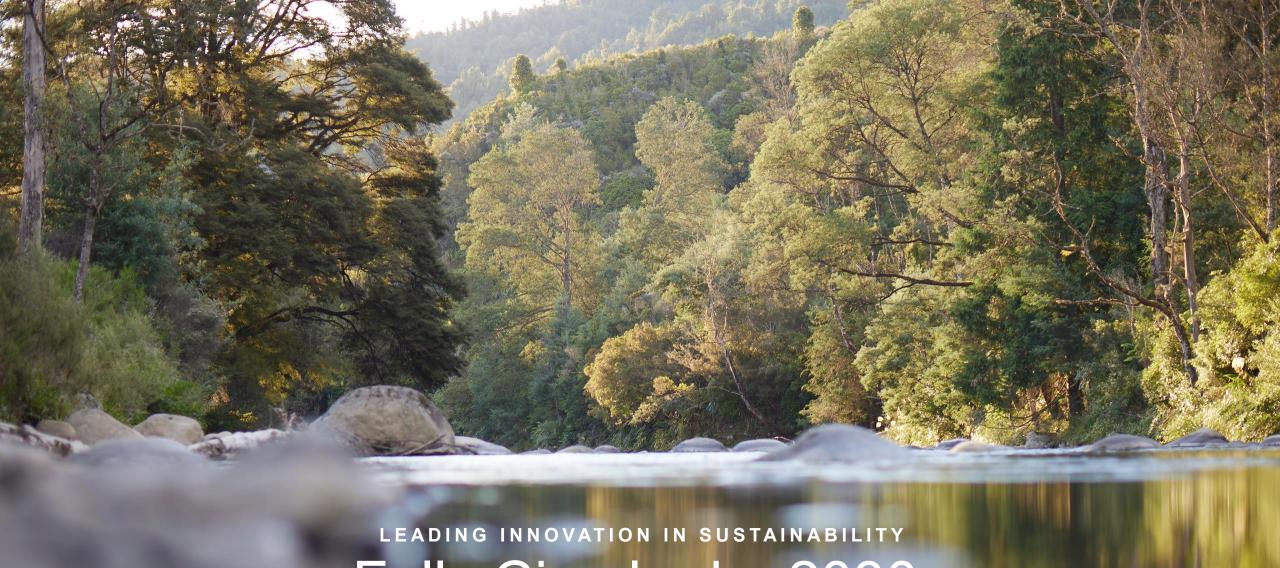
2025

# **COMMITTED TO CARBON NEUTRAL**

- Committed to science-aligned targets and becoming carbon neutral by 2025
- Audited and published GHG inventory across all emission scopes globally
- Ongoing performance measurement and transparent sharing of results
- GROWING NATURAL CAPITAL
- Comvita forest planting (20,000 ha by 2030) and maturity delivering steeply increasing cumulative greenhouse gas removals over time
- Climate positive initiatives, to amplify proven biodiversity benefits of native forest regeneration

- MITIGATION AND **ADAPTATION**

- Absolute and relative decarbonisation planning across all scopes
- Improving packaging circularity: 92% recyclable, reusable or compostable
- Global waste reduction planning



### Fully Circular by 2030

100% RECYCLABLE, SUSTAINABLE AND COMPOSTABLE BY 2025



### CONFIDENT IN OUR

## FY25

### **DELIVERY**

### **Business performance**

- Continued double digit top and bottom-line growth in our two key growth markets of China and North America
- Continued double digit Mānuka honey products growth
- Expect to delivery on 50% of sales as Digital
- Confident in delivering on our 60:15:20 model by \$2025 with \$50M of Reported EBITDA
- Maintain expections of delivering double digit reported EBITDA growth in FY24 and FY25

### **Environmental and social**

- Carbon Neutral by 2025 → Net Positive 2030
- · Carbon stocks not yet valued
- First Climate Change reporting in FY24
- Continued investment in our forest strategy targeting up to 4,000 hectares of new forests planted each year
- 97% of employees as Shareholders

-4-

LONG TERM RESILIENCE & GROWTH

# Evolution to FMCG Lifestyle Brand







**EXCITING FUTURE** 

### Growth

COMVITA

GROWTH

LIFETIME VALUE

**OPPORTUNITY** 

### GLOBAL HONEY MARKET

2022 2030  $_{\rm US\$}15_{\rm BN}$ TOTAL  $_{\rm US}$ 9 $_{\rm BN}$ **ADDRESSABLE** MARKET MANUKA >3% CATEGORY **<1**% HOUSEHOLD **PENETRATION** +335%

**BASE** 

LINE

## 2025 Plan



60% Gross Profit	
15% Marketing	
20% EBITDA	





OUR CORE RANGE

Mānuka honey in a po SEASONAL SUPPORT

support for cough, cold

ON-THE-GO

Wellbeing at its most convenient

HEALTHY SNACKING

Healthy alternatives to boost you

HONEY + PROPOLIS +

Powerful ingredient TOPICAL TREATMENT

Including ski care, medihoney. CARDIAC SUPPORT

Olive Life

QUALITY INGREDIENT

AND BRAND PARTNER



INTRODUCING

### Andy Chen

REGIONAL CEO APAC



# The Evolution OMVIC



### COMVITA

### Ideal She

### TARGET CONSUMER







### Strengthening our connection:

- 30-50's well-educated females living in big cities
- Seeking a healthy natural way to maximise life and energy
- Looking for authentic brands, to help her become an "ideal she" – i.e, a person full of vitality with a healthy / natural lifestyle
- Collaborating with brands she loves
- Shares her 'secrets' through social channels
- Creating special moments of connection; like the Comvita mooncake





THE EVOLUTION OF

# Comvita PREMIUM LIFESTYLE CIIE SHOWCASE









### THE EVOLUTION OF COMVITA

### Consumer

### PREMIUM LIFESTYLE











### THE EVOLUTION OF COMVITA

### Consumer

### PREMIUM LIFESTYLE











### THE EVOLUTION OF COMVITA

### Multiple Touch points

PREMIUM LIFESTYLE









COMVITA
WELLNESS LAB
Auckland, NZ

HAYMARKET PHOENIX BEAUTY
Sydney, AU

KOREAN AIR
South Korea

CATHAY PACIFIC Hong Kong SAR

### COMVITA

### From Source to "She"



### INGREDIENT PLATFORM

PRIMARY PRODUCTION

INGREDIENT

SCIENCE

PRODUCTS

CHANNELS



Strategic **Partnership** 

Own beekeeping

& Forests



**Propolis** 



Mānuka honey



Own olive groves



























### **Global Retails**

Digital

• Over 35 markets thorough own 8 key markets



### Own retail

• SAS, SIS branded stores throughout Asian markets



### **Duty free**

· Duty free stores at major airports and Airline inflight DF in Asian markets

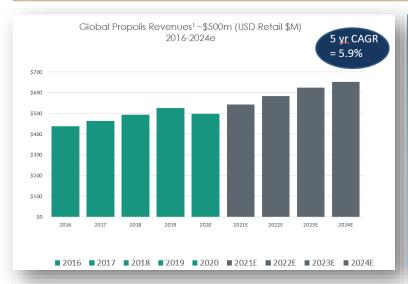
### COMVITA

### Propolis

**RE-LAUNCH** 

### **Global Category**

Comvita is Comvita #1 value (6.5%) #4 volume (3.6%)

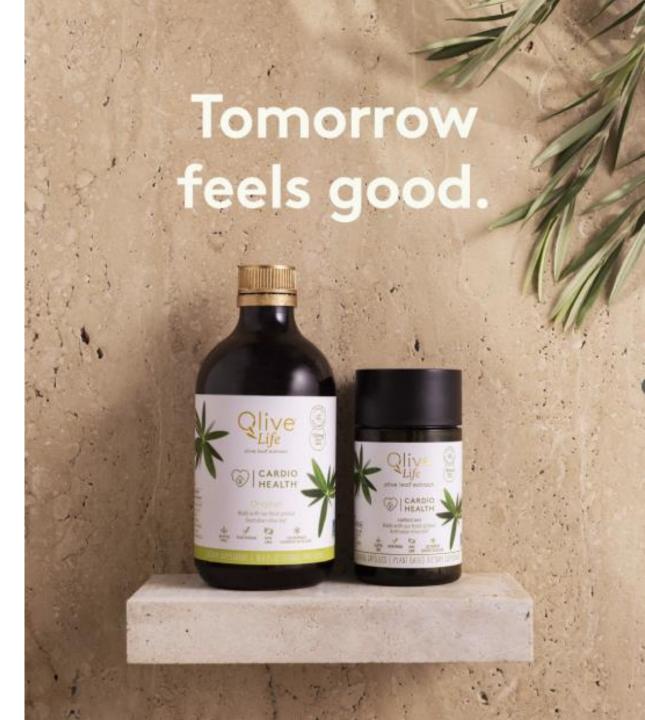








Olive Life. Tomorrow feels good.



### TOMORROW FEELS GOOD

### Olive Life

**RE-LAUNCH** 



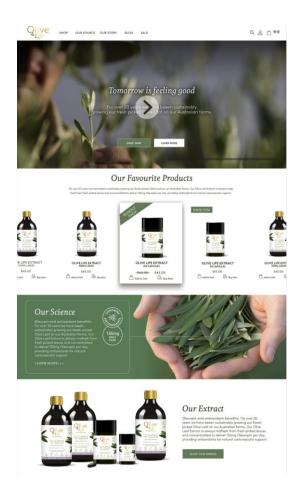














Our sustainable source

We are proud to be guardians of our Mánuka forests throughout NZ, planting or
10 million Mánuka seedlings that help restore the land bringing balance to ou



Follow Our Journey



### Comvita

INNOVATION

### NIGHT

REJUVENATING MANUKA HONEY

護肝蜜 康維他 刺梨树鲜蓟要量卡蜂蜜飲品



PREMIUM FMCG

## Honey +

### Accelerated growth and value

- Capturing the popular trend of wellbeing and "snackified" health supplements
- Premium holistic marketing approach, with multiple touch points
- One new SKU quickly grew up to 10% of a single market's total revenue
- 3,000 new customers already acquired, with \$5m lifetime value
- · Second million-dollar Asia NPD launched in the quarter
- From Comvita honey in a jar to lifestyle, premium FMCG



COMVITA STAKEHOLDER OPEN DAY



HONEY +

### Honey + Collagen







### **OUR PREMIUM**

### Quality

IS IN DEMAND



SENSORY ZERO



PREMIUM DESSERT



GELATO ICECREAM



108 DAO DISHES

### **OUR PREMIUM**

### Quality

### IS IN DEMAND



IMMUNITY BOOSTING HONEY WATER



PEETS COFFEE



CINNABON DESSERT



GRAND MARBLE TOAST

### **OUR PREMIUM**

### Quality

IS IN DEMAND



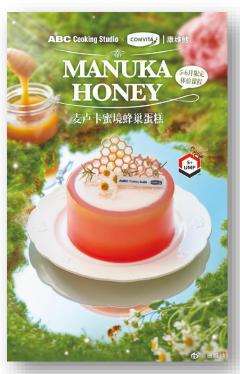
SNOW 51



PARK HYATT



SOFITEL



ABC COOKING STUDIO

SECTION

-5-

GROWING

### Market Share

DIGITAL FIRST





2020 Growing Market Share HONG KONG **56**% (SAR) GROWTH SINCE 2020 MAINLAND **39**% CHINA **47**% KOREA **REST OF 7**% ASIA ANZ **23**% (Market Share from Largest Customer) NORTH **21**% **AMERICA** 

2023

**75**%

**60**%

**60**%

**25**%

46%

**25**%



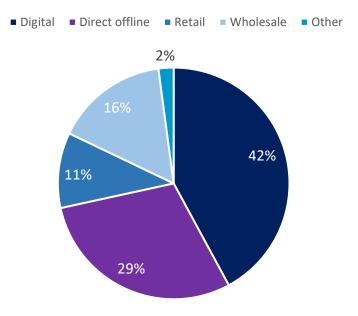
DIVERSE

#### Customer

CHANNELS

#### Accessed through omni-channel strength

- True omni-channel strategy, with cross channel insights sharing to drive relevance and loyalty
- Healthy mix ensures maximum and resilience and leverage to scale under a variety of scenarios/conditions
- Aiming for 50% digital share by 2025





POTENTIAL VALUE FROM

### Experiential

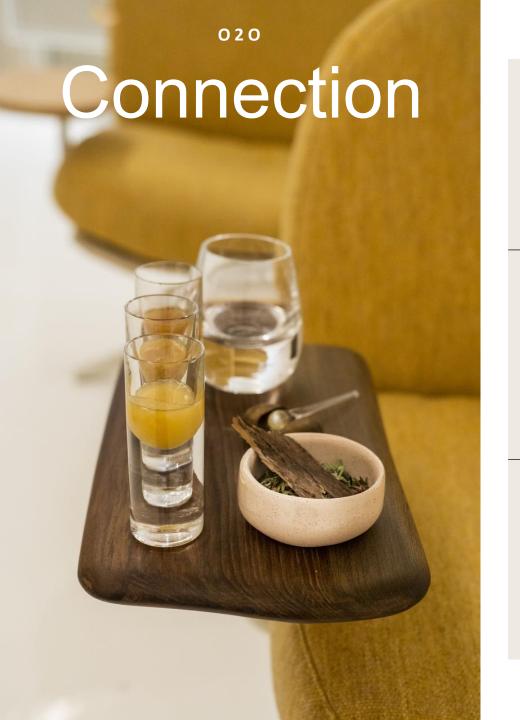
**IMMERSION** 

+200% NPS

+25% Loyalty

20x Multiple





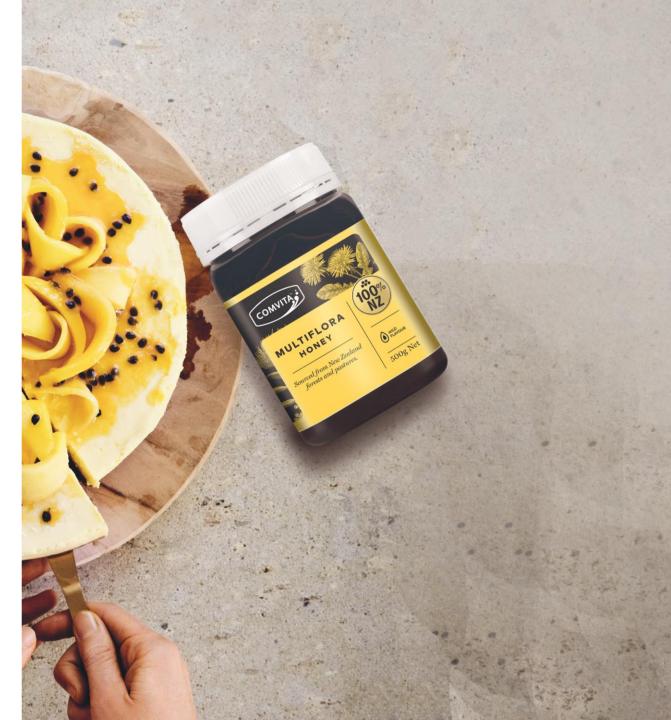
TRY IN ONE
OF OUR
WELLNESS
LABS
GLOBALLY

Digital orders delivered to your home

REGISTER WITH COMVITA Guaranteed best value on D2C

SUBSCRIBE ONLINE WITH COMVITA Give us feedback on new product releases

# The Evolution Comvita





INTRODUCING

### Holly Brown

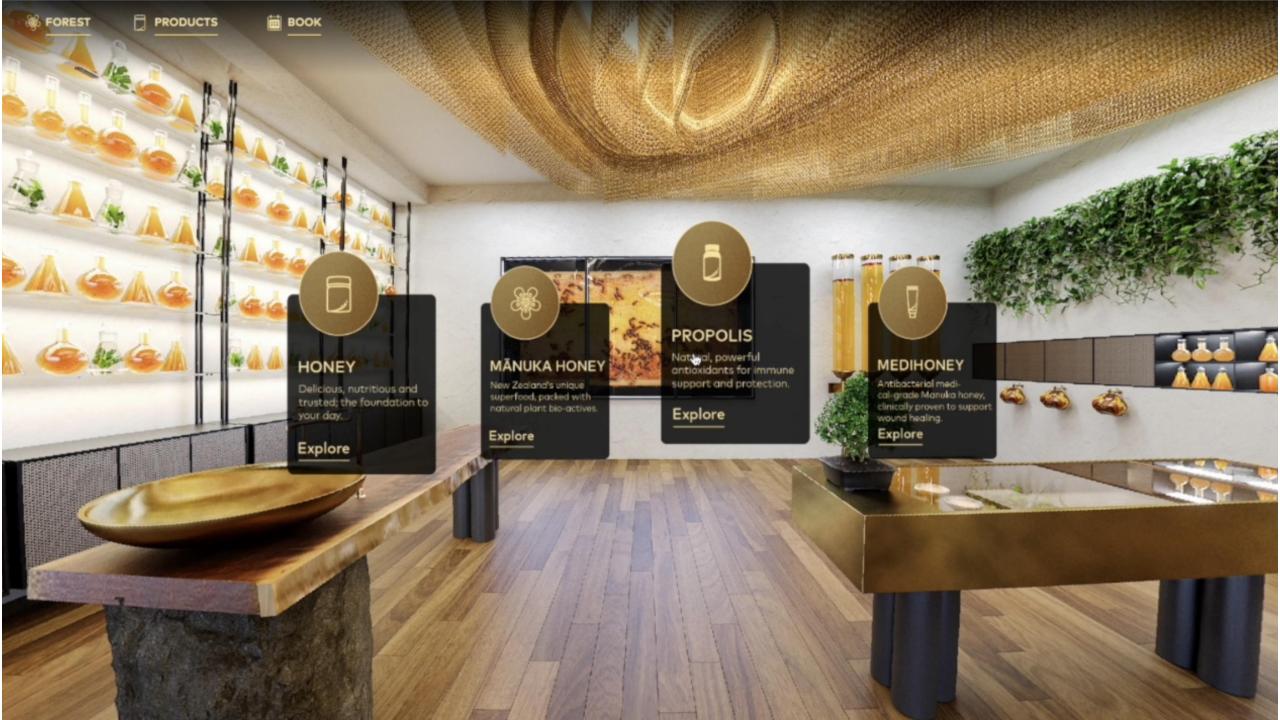
CHIEF DIGITAL OFFICER











### Focus

AND GROWTH

1. Digital First 2. Proprietary Platform

Lifetime Value +335%

Test & Learn at Pace

5. Omni-Channel

Technology and Data Leaders





"Our aspiration is to accelerate growth in the Mānuka honey category globally and treble household penetration by building, operating and scaling world class digital platforms which will allow Comvita to have a one-to-one relationship with consumers across multiple product categories."

David Banfield, Chief Executive Officer

### Strategy

FY25

>50%

DIGITAL REVENUE SHARE

+Ve

+20 %

AVERAGE
ORDER VALUE
GROWTH

**9.0** 

CONSUMER NET PROMOTER SCORE

#### ACCELERATING OUR

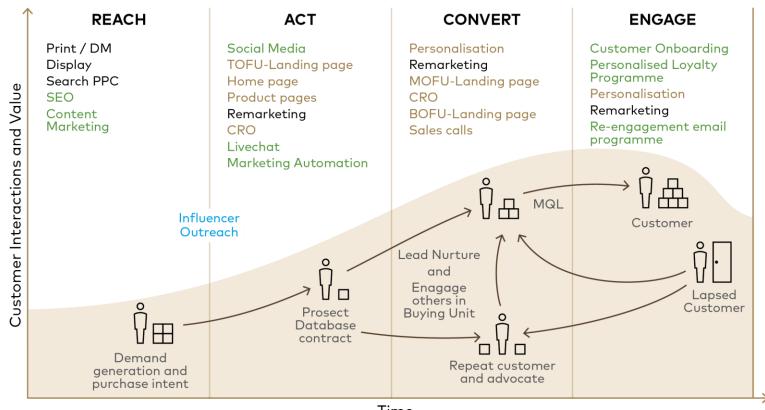
## Digital

FLYWHEEL



#### Key

- Paid media
- Owned media
- Earned media
- Experience



38.1%

**DIGITAL REVENUE** +510 BPS vs PCP

**DIRECT TO CONSUMER AOV GROWTH vs PCP** 

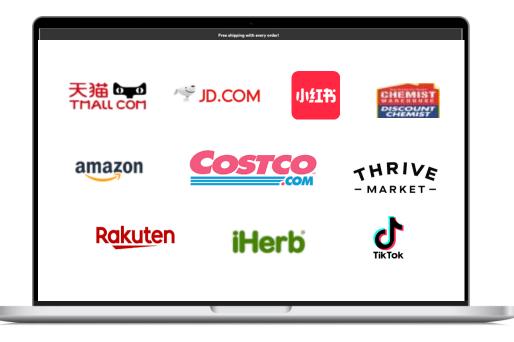
 $9.2_{\rm NPS}$ 

**FY23 TARGET** >9.0

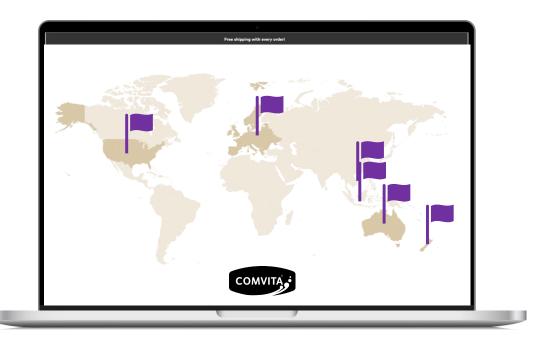
#### **GROWING OUR**

# Global

#### DIGITAL FOOTPRINT



**Marketplace Channels** 



**Comvita Owned Channels** 

#### **OUR MOST INTIMATE**

#### Consumer

CHANNEL IS GROWING

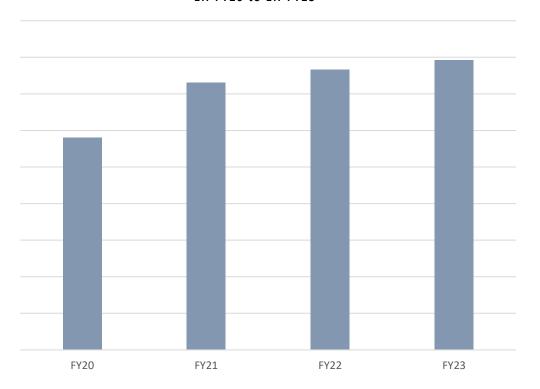
THREE YEAR CAGR

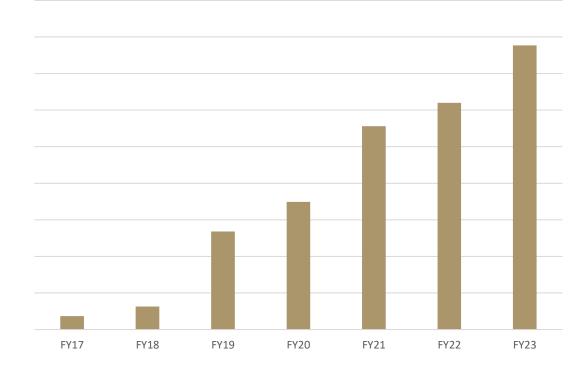
**.10.9**%

THREE YEAR CAGR

+**30.6**%

Digital Marketplace Revenue \$M 1H-FY20 to 1H-FY23 Direct to Consumer Revenue \$M 1H-FY20 to 1H-FY23







CUSTOMER SEGMENTATION



MULTI-CHANNEL ENGAGEMENT



PERSONALISED JOURNEYS



FAST FEEDBACK FROM CONSUMERS



REAL-TIME DATA FOR ANALYTICS & INSIGHTS



PERFORMANCE OPTIMISATION







PROPRIETARY

### Digital Platform

LAUNCHED MARCH 2022

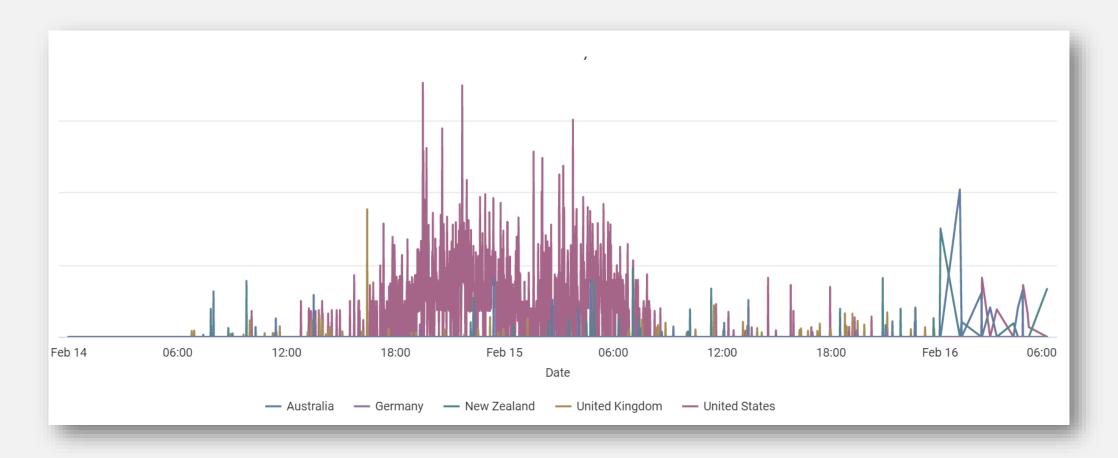




#### REAL TIME

### METRICS

#### ANALYSED HOURLY





#### Performance

IMPROVEMENT SINCE LAUNCH

SITE CONVERSION RATE

+20 bps versus PCP

AVERAGE ORDER VALUE

+910 bps versus PCP

REPEAT PURCHASE RATE +866 bps versus PCP DELIGHTING

### Returning Users

VALUE CREATION OF CUSTOMER RETENTION

 $\mathbf{4}_{\mathrm{x}}$ 

SESSION DURATION  $1.2_{\rm X}$ 

AVERAGE ORDER VALUE 6.0x

CONVERSION RATE

> 7.0x

LTV
CHAMPION USERS



#### SIGNIFICANT

#### Revenue Potential

#### FROM MARGINAL GAINS IN PERFORMANCE

Conversion Rate New Users	
Conversion Rate Returning Users	
Abandoned Cart Reduction	
Frequency of Use	
Average Order Value	
Grow marketable community	
Total	





"We are what we repeatedly do. Excellence, then, is not an act; but a habit."

- Aristotle





REAL-TIME

#### Test & Learn

THROUGH DIGITAL DATA & CONSUMER ENGAGEMENT





 $\mathsf{MANAGING}$ 

### MICRO

PEREFORMANCE

A | B TESTING

EDM OFFER EMPHASIS

+88%

**GROSS REVENUE** 



DIRECT TO CONSUMER

#### WeChat Store

OPENING IN 2023







"Our first year of proprietary platform management has yielded material results and breakthrough learnings. Our focus on performance, through test and learn, has provided a solid and defendable foundation for growing intimacy, insight and speed."

Holly Brown, Chief Digital Officer



INTRODUCING

#### Dr. Jackie Evans

CHIEF SCIENCE OFFICER



SECTION

-7-

LEADERSHIP IN

### Science

& SCIENTIFIC BREAKTHROUGH









HIGHEST

### Standards

FOR MĀNUKA

>25

INDEPENDENT CERTS
& ACCREDITATIONS

,13

GLOBAL RESEARCH PARTNERSHIPS + INTERNATIONAL ADVISORY BOARD



THE MOST

### Tested

MĀNUKA IN THE WORLD

>34

TESTS ON EVERY BATCH

>400K

TESTS RESULTS FY22



#### COMVITA INVESTS MORE IN SCIENCE, THAN THE REST OF THE INDUSTRY COMBINED



COMVITA IP

### Differentiates

US FROM THE REST

45

+

12

COMVITA PATENTS GRANTED ADDITIONAL PATENTS PENDING



#### EXTENDED ADVANTAGE

### Clinical Trials

UNDERWAY

#### He rourou whai painga

- A healthy NZ diet including Comvita Mānuka honey to improve metabolic health
- \$4M HVN programme
- Comvita is a founding industry member

#### OTHER research underway includes:

- 1. PFL® propolis for immunity
- 2. Impact of Mānuka honey on antibiotic resistance

INTERNATIONAL

### Science

ADVISORY BOARD









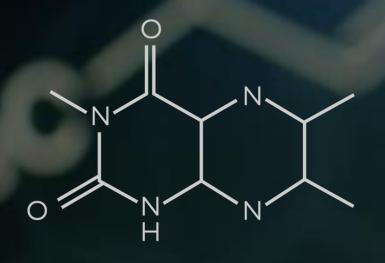








WORLD-LEADING GASTROENTEROLOGISTS AND DIGESTIVE HEALTH RESEARCHERS

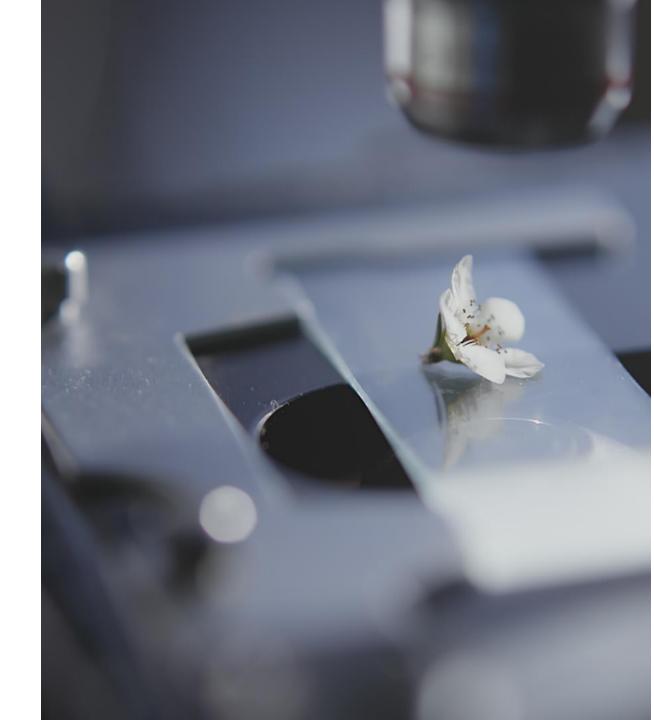


## COMVITA LEPTERIDINE®

3,6,7-trimethyllumazine

# Scientific

- Comvita Lepteridine®
- Unique natural compound found in Mānuka nectar and honey
- Low molecular weight, drug-like structure
- Multiple clinically relevant biological targets
- Highly heat stable and in gastric and intestinal simulation model
- Patent protected





#### EXTENDING OUR IP ADVANTAGE

#### Clinical Trials

- SOOTHE: Mānuka honey for digestive health
  - \$1.3M investment over 2 years: \$875K HVN grant
  - Proprietary treatment: Comvita Lepteridine® patented Mānuka honey
  - Unique To Comvita
  - Ethics approved and recruitment ongoing
  - Results expected in FY24



SECTION

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### Comvita Forests





#### FOREST HYPOTHESIS PROVEN

#### Sustainable Comvita Forests\* 20% reduction in costs 40% 60% improvement improvement in yields in quality Carbon sequestration and biodiversity regeneration

CURRENT

## c6,000 Hectares



2023

#### FOREST HYPOTHESIS PROVEN

#### Sustainable Comvita Forests\* 20% reduction in costs 40% 60% improvement improvement in yields in quality Carbon sequestration and biodiversity regeneration

TARGETING

### 20,000 Hectares



BY 2030

#### **COMVITA REWILDING**

- Studies have now shown there is significant ecological improvement in biodiversity as a result of Mānuka forest planting by Comvita
- Three to five years of regeneration, post planting, is long enough to support significant ecological improvement – measured in invertebrate density, and native bat and bird activity
- Freshwater health is also likely to improve with mature Mānuka plantings
- Forests at five years+ were comparable to very mature forests (>30 years)
- We are hugely encouraged by the findings and will continue to monitor and extend our research.

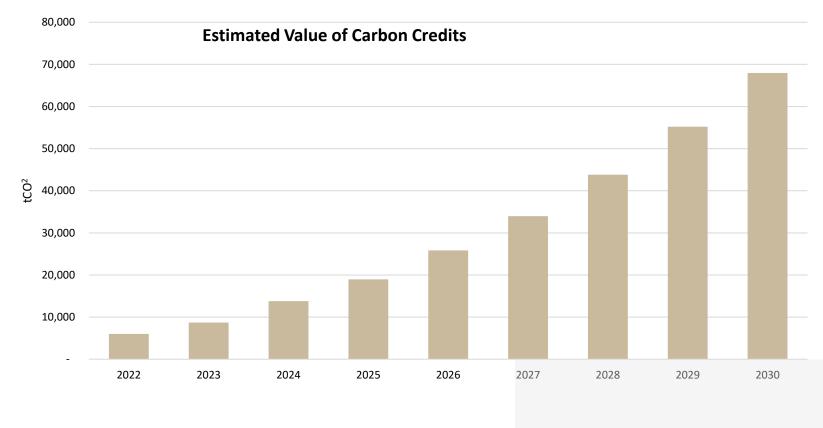
SUPPORTING

### Biodiversity

REGENERATION







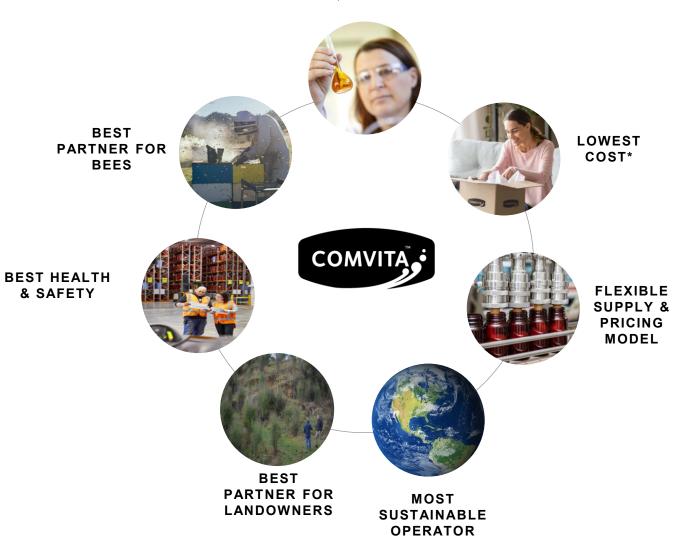
INVENTORY REMOVAL VALUE

2025 2028 2030

SPOT PRICE - \$  $1.0_{\mathrm{M}}$   $^{\mathrm{$2.4_{\mathrm{M}}}}$  \$  $3.8_{\mathrm{M}}$ 

TREASURY - \$  $2.0_{\rm M}$  \$  $6.0_{\rm M}$  \$  $10.5_{\rm M}$ 

#### HIGHEST QUALITY



PROFITABLE & SUSTAINABLE

### Supply

SYSTEM

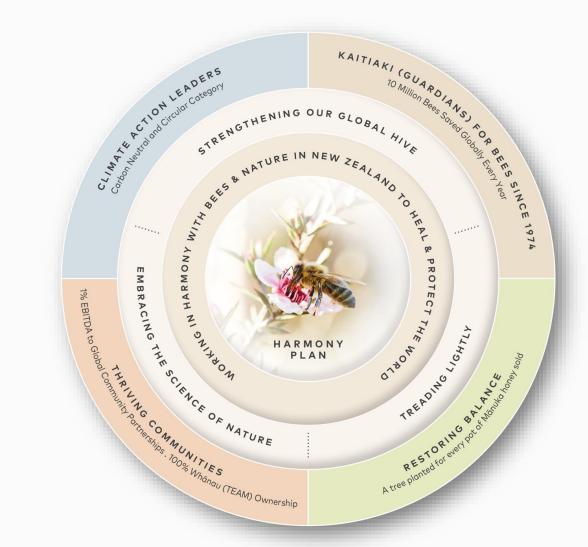
SECTION

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### Force for Good











#### WE'RE RESCUING

# 40 million bees

BEE MONTH WORLD BEE MONTH WORL









Using Bees and
Beekeeping to support
people and wildlife in
Kenya, training local Masai
tribe how to keep bees for
sustenance and funding
education for Masai women

Carlos Zevallos, Head of Apiculture Development NZ, providing on-the-ground Apiary training in Kenya

## We're helping to save our national icon

By teaming up with our new Harmony Partner, Save the Kiwi, to create Kiwi-safe habitats across our mānuka forests





HARMONY PLAN

### Partnership

FOR GOOD

#### Comvita | Save The Kiwi

- After discovering >20 breeding pairs thriving in Mānuka forests established by Comvita in 2021, we formed a Harmony Plan partnership with Save The Kiwi
- Our mission is to develop progressively greater areas of kiwi-safe habitats
- Our Kiwi predator management network 8,730 hectares
- 28 kilometers of kiwi protection traplines

We have also sponsored the release of three kiwi chicks so far:

- Korakora
- Harmony
- Atawhai



#### COMVITA

### Time to Heal

#### PROGRAMME

#### Comvita | Time to Heal

- A global programme inspired by the healing power of nature.
- · All Comvita team members participate annually
- A day away from the office, the store or the apiary, to make a difference in the community or our natural environment
- · Recent initiatives have included:
  - Community garden development in the US
  - Rewilding flood-affected areas in Australia
  - Painting and landscaping in Aotearoa NZ, in support of native bird life
  - >3,000 care packs assembled and donated to local schools in Aotearoa,
     New Zealand
  - Building and donating community pantries in Aotearoa, New Zealand





# Poised for Take Off



SUMMARY FROM

### **Brett Hewlett**

COMVITA CHAIR





INTRODUCING OUR

### Alan Bougen

CO-FOUNDER





SCAN THE QR CODE WITH YOUR PHONE

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#3809750











COMVITA.COM

THANK YOU

