



MINUTES OF THE ANNUAL MEETING of BEEF + LAMB NEW ZEALAND LTD

Held on Wednesday 26th March 2025 from 8am to 9.06am

At the Energy Events Centre, 11 Queens Drive, Rotorua

PRESENT (BOARD):

Kate Acland (Chairperson)	Geoffrey Young
Phil Crawshaw	Phil Weir
Alex Guilleux	Peter Conley
Andrew Stewart	Nicky Hyslop

IN ATTENDANCE

Alan Thomson (Chief Executive Officer)
Cros Spooner (Chief Operating Officer)
David Walker (NZMB Director)
Sarah Paterson (NZMB Director)
Hazel Cairns-Willemsen (Associate Director)
Members of the Farmer Council and Kāhui
Members of the B+LNZ Leadership Team
Livestock farmers (as registered to attend the AGM)
Elaine Edwards (Minutes)

APOLOGIES

Hayden Swan, Clinton Hemana, Christine Christenson, Warwick Tauwhare-George

WELCOME

The Chair welcomed everyone to the Beef + Lamb New Zealand (B+LNZ) 22nd Annual Meeting. She confirmed there is a quorum over 50 farmers present in person and 1,034 farmers had voted online. There was a special welcome to the Farmer Council, Kāhui Members and Tracy Brown Chair of Dairy NZ.

MINUTES FROM THE ANNUAL MEETING HELD IN NELSON ON 19 MARCH 2024

The Chair reported that the minutes of the 2024 Annual Meeting, held in Nelson on 19 March 2024 were accepted as being a true and accurate record of that meeting by the Beef + Lamb New Zealand Board at a subsequent Board meeting on 3 April 2024. There was no discussion.

CHAIR'S REPORT

The Chair presented her report. Key points were as follows:

- B+LNZ launched its refocussed, refreshed strategy in July 2024.
- The Taste Pure Nature Brand has been transitioned to the MIA and processors to take the lead.
- B+LNZ works for the collective benefit. This year tools have been introduced to assist farmers in managing facial eczema. A project relating to non replacement dairy calves is in the pipeline. The first beef methane genetics project is underway to investigate feed conversion efficiency. There has been significant investment into the extension programme.



- Thanks were recorded to the Farmer Councillors who ensure B+LNZ stays “by farmers for farmers”. The Council plays a critical role in prioritisation of B+LNZ investment.
- There is an ongoing focus on advocating for farmers interests to achieve the best outcome for farmers irrespective of whom is in government.
- The sector plays a critical role in building NZ’s economy. The sector delivered \$1.2bn of exports which is equivalent to that of the whole apple and pear industry.
- The excellent work of the Meat Industry Association (MIA) in China was acknowledged.
- Biosecurity remains a focus considering recent Foot and Mouth Disease (FMD) incursions in Europe.
- There are numerous opportunities for our sector and B+LNZ will provide farmers with the tools to make the most of the opportunities.
- Attendees were thanked for attending the AM and Out the Gate Conference.

CEO’S REPORT

Alan Thomson, the CEO, reflected on the achievements of B+LNZ over the last year and highlighted the key points:

- Noted Alan joined B+LNZ in November 2024. He thanked the those present for the opportunity to work for and with farmers and reflected on the passion of those working in the sector.
- 2/3rds of farmer levies are invested in championing farming excellence and farming change with a focus on lifting farm productivity, profitability and sustainability.
- There are now more people on the ground delivering focus group and hub farm programmes around the country.
- Major research and innovation projects include: facial eczema, parasite resistance/Wormwise, Informing NZ Beef/nProve for Beef; Cool Sheep and Cool Beef programmes. A model which assesses the impact of these projects has been developed.
- The advocacy focus is on policy issues which impact beef and lamb farmers. There have been significant wins over recent years. This year the focus is on climate change/deforestation/amendment of methane targets based on “no additional warming” and “no price on agricultural emissions”. B+LNZ has worked in collaboration with others to amend/replace the freshwater NPS to ensure farmers are appropriately represented. There has also been successful advocacy regarding international trade agreements.
- Looking ahead the focus is on fully implementing the refreshed strategy and delivering for farmers.

FINANCIAL REPORT

Cros Spooner, the COO presented the report. Key points were as follows:

- Financial Results for the 2024 Year: Total Income \$43 million; Total Expenditure \$39million; Group Surplus \$3.8 million (vs \$1.9m deficit last year).
- There was a \$1.5m increase in the value of the investment funds held with Jarden Investments (in a balanced fund).

- This year there has been a slight reduction in levy income. Key changes in expenditure and income were outlined.
- Net Assets and Equity: \$26 million
- Looking ahead sheep and beef processing numbers projections are decreasing; B+LNZ are conscious of the need to manage volatility over the year ahead and hence the reserves being held to cover the referendum cycle.

Questions and Answers

Q. Graeme Gleeson: Congratulations to the Board for the massive change over the last few years which is really appreciated.

Advocacy finances: Noted the Environment Court work has come at a huge cost to levy payers; suggested it would be useful to have clarity on the cost for each region. Noted Team Ag has come into play through the environment court process and thanked Dairy NZ for their collaboration.

Climate / GHG emissions: The Chair talked about sheep and beef farming being climate change neutral; Mr Gleeson recommended this position should be up front in all our advocacy work.

Response: The Chair agreed that we are all on the same page with regard to the climate neutral approach and will push to be informed by the science on the warming neutral approach. Noted our experience with Waikato will put us in a better position for working with Regional Councils going forward.

Q: Hamish De Latour:

Is interested in climate change and thrilled that B+LNZ acknowledge that we must not add additional warming. Noted there is no mention of what warming reduction is associated with the reduced emissions – suggested the need for clarity. Why does B+LNZ not tell the real story that methane is not a problem and creates so little warming it is impossible to measure. If B+LNZ won't tell the story on behalf of levy payers who should?

Response: The government's independent science review came up with the report and B+LNZ is bound to follow the scientific consensus (which generally follows the Government's independent review). B+LNZ have been telling the beef and lamb farmer emissions reduction story over the year. Reductions which have happened to date are not for the right reasons – afforestation/shrinking sector. Largely the beef and sheep sector has done a lot of heavy lifting and B+LNZ is telling that story.

Q: Hamish De Latour:

What does emissions reduction do in terms of warming its all about warming?

Q: Hamish De Latour:

Science Programme - \$810k has been contributed by MPI – suggested it would be more accurate to state that this is taxpayer money – how much would be saved if all sheep were on the Cool Sheep Programme? This information is not available as genetics are cumulative and it depends on farmer selection and a number of factors. B+LNZ is giving farmers who want to choose genetic selection the option to do so.



Q: Hamish De Latour:

Pricing of carbon/emissions – nothing B+LNZ has advocated for has been listened to by the government – we are back to where we were before HWEN.

Q: Hamish De Latour:

Bolus potential solution/cost of the bolus – the cost would be based on the price of emissions – does B+LNZ expect a bolus to be free because if not, B+LNZ must expect there will be a price:

Response: B+LNZ bottom line is that emissions must not be priced.

Q: Hamish De Latour:

Congratulations to the CFO for his fine result, noting caution at the returns from equity markets (which are inflated because of the structure of our currency and sooner or later they will collapse). He suggested consideration of investing in something like a dairy farm.

Response: 50% of the fund is in fixed interest which generates returns. The Board understands market volatility and exchange rate changes.

COMPANY RESOLUTIONS:

The Chair outlined that the resolutions were proposed to farmers in the Notice of Annual Meeting and explanatory notes had been mailed out to farmers. The Chair introduced the company resolutions and remits and noted that for farmers who have not already voted, voting forms are available at the door.

1. Company Resolution One – Director Fees

That farmers consider and, if thought fit, pass the following ordinary resolution:

“That the director fees pool for farmer directors, industry directors and the independent director be increased to \$417,500 per annum from \$401,500, an increase of 4%.

This represents a fee increase for the Chair to \$83,320 (currently \$76,220) and for each director to \$39,250 (currently \$38,110).

The pool available for additional director duties will not change from the existing \$20,400.

The pool is currently used to recognise additional duties as a Chair of Board Committees (Audit & Risk and People & Culture) and is intended for those directors who sit on our representative organisations’ advisory groups on behalf of B+LNZ and who are not remunerated in these roles. The pool is allocated at the discretion of the Board and is currently allocated to those directors representing B+LNZ on Farmer Council, OSPRI and the Meat Industry Association.”

The Chair outlined the transparent process which led to the recommendation.



It was noted that online voting closed on 19 March and the provisional result for this resolution was 50.57% of farmers voting on line in support.

There were no questions or discussion.

2. Company Resolution Two - Farmers' Ordinary Resolution – Appointment of Auditor

That farmers consider and, if thought fit, pass the following ordinary resolution:

“That KPMG be appointed as Beef + Lamb New Zealand Ltd.’s auditor for the year ending 30 September 2025”. There was no discussion.

The Chair noted that online voting closed on 19 March and the provisional result for this resolution was 96.8% of farmers voting in support.

There were no questions or discussion.

GENERAL BUSINESS

Hamish ??: Given that almost the sole reason that we must play our part/talk about emissions and not warming is that we risk international markets and trade. Has B+LNZ formally informed our major customers like Nestle of the scientific proof that NZ ruminant emissions do not contribute to additional warming. Could B+LNZ please do that on behalf of farmers?

Response: B+LNZ has not had formal direct consultation with international customers. NZ has benefitted from access to diversified trade markets which is as valuable/more valuable than not.

Cory McFadden: How much of levies go to marketing and what is the rationale/are we comfortable to let the meat companies do a lot of the heavy lifting around telling our story?

Response: Around \$2.4m last year (international); \$900k domestic. The Board has considered this however processors and marketers need to pick up this function. B+LNZ needs to live within its means and cannot keep going back to farmers for more funding. Last year 10% of the levy went towards domestic and international marketing.

Kate Broadbent: After extension, B+L Genetics receives the lions share of the levy – as a breeder there is some frustration at the direction of the funding/that requests through the SIL Advisory Group are not always being met. Can the Board have open ears to what the breeding community is looking for – to support and implement the next generation of genetic solutions.



Response: Noted and confirmed that there is currently exploration underway into the next generation of genetic solutions.

ACKNOWLEDGEMENTS

- Scott Gower outgoing Western North Island Director whose term is completed at the conclusion of this meeting.
- Andrew Stewart elected as Director for the Western North Island region.
- Nicky Hyslop director Central South Island region returned unopposed.
- Warwick Tauwhare-George independent director appointed November 2024.
- Hazel Cairns-Willemsen as Associate Director appointed in November 2024.

2026 ANNUAL MEETING

The Chair outlined that the Constitution requires rotation of annual meetings through the regions and alternate islands each year. The 2026 Annual Meeting will be held in the South Island.

The Chair thanked attendees for their participation and declared the Annual Meeting closed at 9.06am.

A handwritten signature in black ink, appearing to be "KA", with a stylized flourish extending from the end.

K Acland, Chair

21/10/2025

Date