

To Shareholders/Suppliers.

I would like to take this opportunity to introduce myself as one of your candidates for the upcoming Silver Fern Farm Co-op election. My name is Jason Smith a 54 year old sheep and beef finisher from Waimumu in Southland.

Along with my wife Debbie we operate Smith Farming 2018 ltd comprising of 917 ha of flat to rolling country along with a 53ha lease block. We are NZFAP plus gold standard certified with most of our stock being sourced through Silver Fern Farms. We are aiming to supply 60,000 su this season. Our family consists of four adult children all of whom are working in trades or studying at Lincoln University. We have 2 full time staff as well as periodically employing agriculture students and using local contractors for the manual labour side of sheep farming.



I have been farming for 36 years under my own identity and have extended years of governance experience within our business and community. I am the managing director of Smith Farming 2018 Ltd and Trustee of JJ Smith Family Trust. I previously chaired the Te Tipua School board and been an active member of Pioneer Rugby committee along with Southland Boys High School Rugby as chairman & committee member. Currently I am the Pioneer senior rugby coach (5yrs) within this role it has taught me some valuable life skills and how to create a successful team environment ensuring we achieve the common goal. Rugby has enabled me to meet a large network of people who farm or are reliant on farming for a living. With this and constant communication with agents and farmers whilst purchasing stock I feel I have a broad sentiment of how shareholders and farmers are feeling.

I am standing for the board to be an advocate for the farmers and help create a positive proactive approach for all our shareholders to succeed. With weak balance sheets within most sectors of agriculture, global volatility, oversupply of cheap protein, and less than ideal climatic conditions for most of New Zealand, has created the perfect storm. To help mediate some of this from a farming perspective we need accurate and timely information from Silver Fern Farms. We need good business decisions from management along with meaningful strategic goals from the board to enable suppliers to make calculated decisions for their business. I feel the sustainable model needs quantified to see gains or potential gains going forward. I do believe most shareholders are already farming in a sustainable manner. If this model proves to be a viable option or markets are demanding it then let's empower our shareholders with the relevant information so they can act upon it.

As we look forward to next season the full implications of reduced stock numbers due to forestry and climatic conditions could seriously implement processing and profit margins. We need to be proactive to retain stock and attract new suppliers. To achieve this we need to be market leaders at both sides of the farm gate.

I have a can do attitude along with an open but realistic approach to issues. I scrutinise information, ask for ratification and then base my decisions from there. If elected I will be proud to represent you all and strive to make a positive and meaningful contribution to all shareholders.

Thank you for taking the time to consider my application.

Regards Jason Smith

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