

## **Adrian Ball, Silver Fern Farms Co-operative**

After two years as an appointed Director of the Co-operative, I now feel it's time to put myself in a position to provide options to the Co-operative board in the governance of Silver Fern Farms Ltd. I will provide a unique set of skills and capability that will add and strengthen the current Board skill matrix.

These skills include the addition of dairy diversity, commercial business judgement and a deep understanding of farm systems across all sectors. It is critical for Silver Fern Farms Ltd to collaborate and partner to accelerate our strategy and provide commercial on farm solutions to keep our farms profitable and sustainable. Good examples of this have been the JV in Kotahi alongside Fonterra and Maersk. I am well placed and already leading in solutions such as better-quality beef out of dairy. The collaboration across the industry that will shore up the quality and supply into our finishing farmers to ensure supply in a future declining market.

I will provide valuable insights into sustainability from my current role on the Fonterra sustainability advisory panel, which focuses on reducing emissions in processing sites, particularly wastewater, energy and supply chain emissions. I can deliver guidance with mandatory disclosures and reporting, while having a farmer view of what is required on farm without sacrificing farm profitability. My farm systems knowledge will benefit farmers in the implementation of scope 3 reductions and protect against corporate idealism.

I will provide the courage to make the hard calls and adapt this business to be fit for purpose in a changing environment. I strongly support our market-led strategy which is supported by our nature positive farm systems, efficiency of processing and a focus for detail across the entire business. I will hold management and the Op-Co Directors to account on cost structures and corporate overheads.

The success of the company is closely linked to the profitability of our farmers, and we will endeavor to ensure we are leading in procurement pricing, trust and transparency, which will ensure that supply is earned in a declining market.

I am a loyal and exclusive supplier to Silver Fern Farms and believe in the Co-operative ownership model that brings benefits and supply chain/market value back to our farmers. The future of this model will be defined by how we execute the strategy along with providing this improved transparency that earns the trust from our farmer shareholders.

I would also like to thank the Co-operative Board for my appointment and the investment the Co-operative has made in my development as a Director and Governor of the business. I do believe the two-years on the Co-operative board, alongside my time in the EDG, has set me up to add real value in this governance role.

Thank you for all the encouragement and support I have already received. I would be extremely appreciative of your support in this election.

Kind regards,

Adrian Ball

