

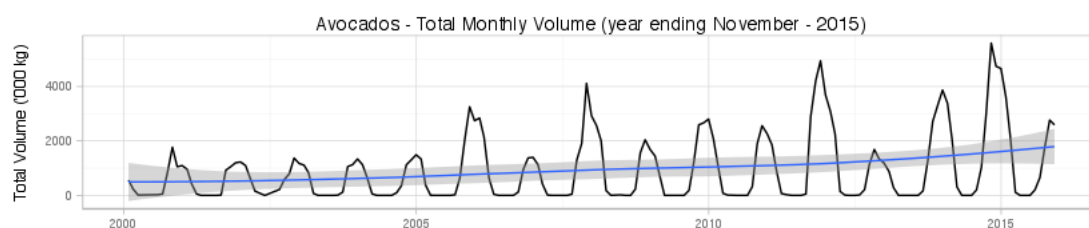
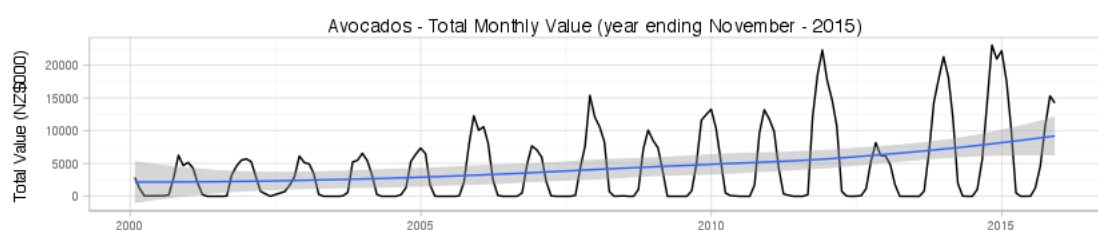


Key Export Statistics¹- Avocados²

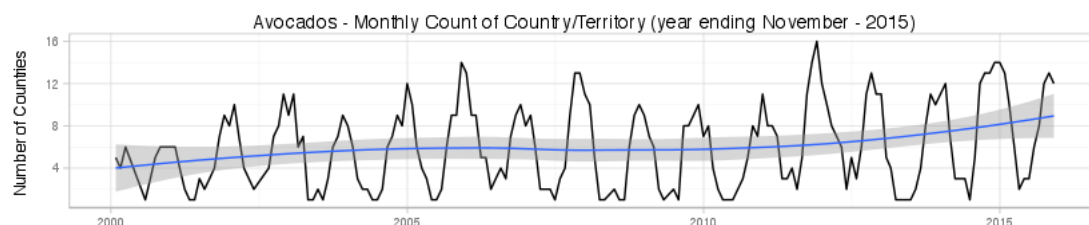
April 6, 2016

Country	Yearly Qty	Yearly Value	Yearly Price	3Year CAGR(Qty)	3Year CAGR(Value)	3Year CAGR(Price)	Price Elasticity
Australia	15,842	83.2	\$5.3	18.8%	20.8%	1.6%	11.5
Thailand	561	3.8	\$6.9	224.8%	285%	18.5%	12.1
Singapore	742	3.6	\$4.8	12.8%	19.6%	6%	2.1
Japan	701	2.5	\$3.5	-3.4%	-1.2%	2.2%	-1.5
South Korea	364	2.4	\$6.5	21.6%	44.1%	18.5%	1.2
Malaysia	106	0.5	\$5.0	18.2%	30.4%	10.3%	1.8
Other	128	0.9	\$6.8	26.4%	42.9%	13.1%	2.0
Total	18,443	96.9	\$5.3	18.5%	22.1%	3%	6.2

Top 6 Avocados Markets for year ending November - 2015: Quantity('000 kg) Value(NZ\$Mill), Price and their last 3-Year Growth Rates



Country — Australia — Japan — Malaysia — Singapore — South Korea — Thailand — Total



¹Source: Statistics New Zealand - Overseas Merchandise Trade

²Harmonised System Codes for Avocados starting with: 080440.