



Annual Report 2020



Real people do amazing things

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In 1963 a group of farmers formed the farming co-op that would become Ruralco.

They wanted competitive pricing for their businesses and a sustainable future for tomorrow, and today we're still obsessed with that vision.

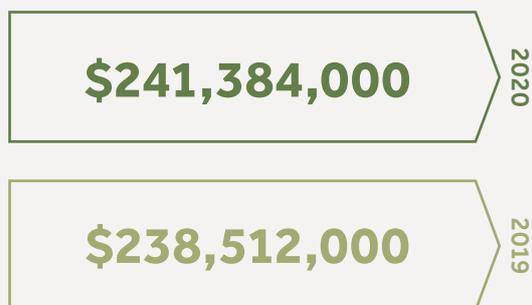
We live in the rural communities we serve. We have straight up conversations with the farmers, contractors, service, and support businesses who work together in our local communities. We listen until we understand the needs of the real people who make a living from agriculture. Then we do what we can to make life a little easier.

We do our best on prices. We find answers. We tell the truth. We share experience and knowledge. We connect people with new ideas. We celebrate our heroes and the people that make Ruralco what it is today.

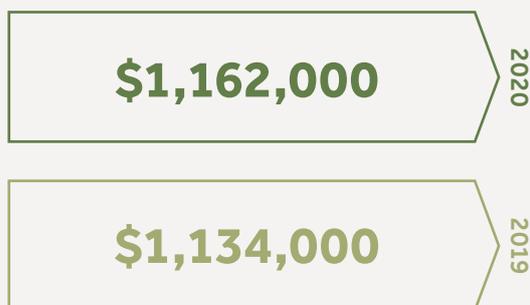
We care about tomorrow. With the deep roots of our co-op structure we give rural businesses the opportunity to source better deals and know that their contributions deliver real value for their local communities, helping to support a sustainable future for New Zealand farming.

Year at a glance

GROUP TURNOVER



EBITDA



Group Turnover represents the gross dollar value of transactions transacted through Ruralco. This figure differs from the Total Revenue figure shown in the financial statements, as some of these transactions Ruralco acts as an agent to the underlying provider of the goods or services.

This year Ruralco achieved pleasing results despite difficult trading conditions. We continued to grow our Group Turnover, recording \$241.4 million compared to \$238.5 million last year. While we grew our turnover, our gross profit remained the same as last year at \$11.1 million, and our EBITDA has slightly increased at \$1.2 million compared to \$1.1 million last year. Group equity at the end of the 2020 financial year was \$16.7 million, up from last year's \$15.7 million.

Ruralco has performed well in a difficult year and is still sitting in a good position looking forward which means the Board can pay our shareholders a bonus rebate again this year.

SHAREHOLDERS



SHAREHOLDER EQUITY

\$16,738,000

\$15,680,000

NPAT

\$1,054,000

\$259,000

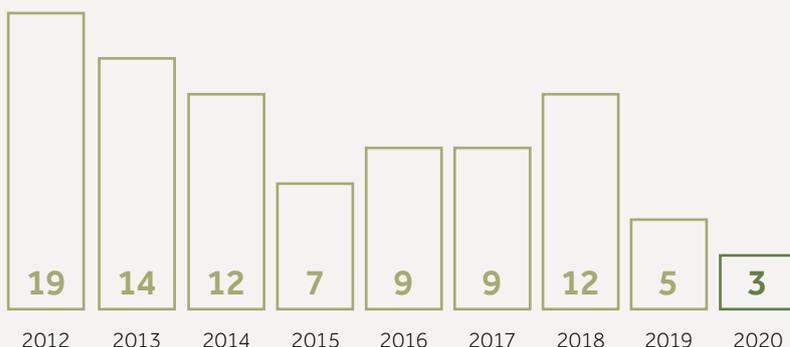
BONUS REBATE PAID

\$250,000

\$250,000

HEALTH & SAFETY

Total annual injury/accidents per calendar year*



*We are continuing our trend of recording no major accidents since May 2018, the balance of reported accidents have been minor incidents not causing injury.

ATS

Ruralco
OBSESSED WITH AGRICULTURE

Chairman & CEO Review

“We’re in this industry together. When we work together everyone wins.” These statements form part of Ruralco’s core values and have proved to be especially true in the 2020 financial year as we negotiated a challenging trading environment during the latter part of the year resulting from the impact of Covid-19.

We appreciate that in Canterbury we benefit from the irrigation in this region that has supported our farmers, whilst we are cognisant of our farming members in other regions who have suffered through the droughts of the past period.

Our differentiation is always our people - our staff and our shareholders, their families and farming communities. Ruralco has continued on the path started through its People and Capability Project, which recognises that the co-operative’s long-term business success depends on its strong people focus. This has included further development of our senior leadership team, recognising their talents and expertise while also continuing to collaborate to ensure we reach our full potential.

Covid-19 provided the perfect opportunity to showcase how far we have come on this journey, as our staff and business nimbly responded to a rapidly changing trading environment. We have always taken great pride in our collaborative culture, our flexible working practices and our ability to act quickly to embed change, and the success of our rapid response demonstrated to us that our team has resilience, determination and the culture to meet these challenges head-on. Lock-down meant we had to find new ways to support our shareholders to keep their farming operations moving forward, with as little down-time as possible. It also meant we found ways to consciously support our suppliers to ensure the complete eco-system continued to operate through Covid-19.

At the heart of our response were our people. The immediate response was not on revenue or policies or processes - it was on making all our people feel safe. We were able to continue trading as an essential service, and shareholders were able to access farm supplies through our website. Unsurprisingly, we had a strong uptake from shareholders and members taking this opportunity, many of whom were first time users of our digital platform.

The positive spin from Covid-19 was that we had to get on and implement intended technological changes quickly and as such we created an important digital window which set up new and sustained buying patterns, which are reflected in our financial results, and for our Instore Days.

It helped facilitate our desire to push out further than our traditional Mid Canterbury region and to engage nationwide with more shareholders, members and suppliers, which in turn creates benefits for everyone.

This year Ruralco achieved pleasing results despite difficult trading conditions. We continued to grow our Group Turnover, recording \$241.4 million compared to \$238.5 million last year. While we grew our turnover, our gross profit remained the same as last year at \$11.1 million, and our EBITDA has slightly increased at \$1.2 million compared to \$1.1 million last year. Group equity at the end of the 2020 financial year was \$16.7 million, up from last year’s \$15.7 million.

“Covid-19 provided the perfect opportunity to showcase how far we have come on this journey, as our staff and business nimbly responded to a rapidly changing trading environment.”

Ruralco has performed well in a difficult year and is still sitting in a good position looking forward which means we can pay our shareholders a bonus rebate again this year.

We pride ourselves on adhering to our core values which haven’t changed since the formation of the co-operative in 1963 by a group of farmers looking for competitive pricing for their businesses and a sustainable future for tomorrow. We listen to our farmers and we respect what they have to say - we want your feedback. We know that having straight up conversations and understanding farming needs means we can do our best to find ways to make life a little easier, by doing our best on prices, finding the answers to your questions and by being sincere.

We are very proud to be part of the agricultural industry and we know we are all in this together because when we all work together, everyone wins. This was particularly evident in recent months and during this year’s Instore Days.

The ever-present threat of changing Alert Levels meant Instore Days had to be repositioned primarily as an online event, to be run over seven days instead of the traditional two-day format. This created the opportunity for a mail-drop to 30,000 farmers around the South Island, alerting them to the event and encouraging them to become members. Consequently, there was an influx of new members in the weeks prior to Instore Days, and a record turnover recorded over the whole promotional period.

In addition to Instore Days, Ruralco takes many opportunities to connect with its community. We value our relationships and we are committed to uniting rural communities. We do this through a variety of initiatives, and this year we added the New Zealand Farm Environment Awards to the list by becoming a Strategic Partner of the Trust. Ruralco is dedicated to ensuring we are following through with best practice, and we saw this as a genuine partnership opportunity to be involved with a national award, which is very appropriate given Ruralco is also a national co-operative.

Ruralco has attracted 68 new shareholders over the past 12 months, as we continue to provide strong offerings from both our farm supplies and more than 3000 Card Suppliers.

Last year's AGM was our first to utilise online voting and proved to be very successful. We had two Directors seeking re-election, and a strong line up of candidates vying for the two available roles on the Board, creating some healthy competition. Both existing Directors were re-elected to the Board.

Looking forward, we see agricultural sectors are well placed despite the uncertainty created in the wake of Covid-19. We are grateful to be part of this, but we know we are all only as successful as each other. To this end Ruralco will continue to look to maximise benefits, stay relevant and mindful of our own expenditure to ensure we are in a good position to manage the fast-changing

environment we have all found ourselves in. We will continue to be guided by what our farming clients want, and we would encourage you to share your feedback.

We would like to thank you all for your support during the 2020 financial year. We are very grateful that Ruralco is agriculturally based in this current climate and we have been truly humbled by your ongoing support and we look forward to an exciting 2020/2021 year.



Alister Body
Chairman



Robert Sharkie
Group Chief Executive/
Company Secretary

A message from the CEO

"This year, we bid farewell to our retiring Chairman, Alister Body who led our co-operative for two and a half years through good times, structural change, and challenges. Alister left the Board after almost nine years of service and we will miss his wealth of experience and the professionalism he brought to the Board and our co-operative. We would like to take this opportunity to thank him for his service and wish him all the best for his future endeavours.

June saw the appointment of Jessie Chan as the Ruralco Board Chair Elect following Alister's decision to retire. Jessie has been on the Board since 2013 and her appointment saw her become the first female Chair of a major New Zealand agribusiness co-operative. This is well-earned and we would like to congratulate her on her appointment and welcome her to her new role. We look forward to continuing to grow our business under her leadership."

Jessie Chan

- Chair Elect Profile



Jessie Chan has a passion for co-operatives. "Their core principles are about a group of people getting together to solve a collective challenge – just like a group of farmers did in Ashburton in 1963 to get better deals on farm supplies. That was the beginning of Ruralco as we know it today, and while it now operates as a larger national business, it is still performing as it was originally set up to do."

Elected to the ATS Board of Directors in 2013, Jessie has brought a wealth of skills, knowledge, and experiences to the Board. She has an Honours degree in Animal Science and has worked in a range of professional positions over a 15-year period. Jessie has completed the Te Hono Bootcamp at Stanford Business School, the Fonterra Governance Development Programme, the Food and Agribusiness Marketing Experience and the Kellogg Rural Leaders Programme. She and her business partner lease 420ha at Dorie, Mid Canterbury, milking 850 cows and she has two sons, seven-year-old Adam, and two-year-old Noah.

She is currently on the Board of Ngai Tahu Farming Ltd, Alpine Energy Ltd and the Bio-protection Research Centre. Jessie is also a Trustee of Meat the Need, a farmer led initiative which sees farmer donated meat distributed to New Zealand food banks. Jessie has previously served on the Board of Connetics Ltd, DairyNZ Ltd (as an Associate Director), Business Mid Canterbury and Federated Farmers Mid Canterbury. Jessie is also a member of the Institute of Directors and New Zealand Asian Leaders.

Ruralco has evolved in the six years she has been on the Board. "We have diversity of thought on our Board and that is helped if your Directors have different gender, ages and backgrounds. We are proud of our diversity, not only on the Board, but also in all of our people throughout our organisation."

"People and relationships are the key to the co-operative moving forward, she said. "There is a lot of talk about digital transformation, which is important, but it is also about relationships – how we best serve our relationships with our suppliers and members. Technology is not just about being online - understanding data, our customer and supplier needs is also necessary. It always comes back to relationships - that is critical. How we interact with people whether it is face to face, online or over the phone is what really matters. And how we utilise and enhance our people skills at all levels, whether it be governance, management or on the shop floor."

Looking ahead, Jessie said it was important to recognise Ruralco is truly nationwide now. "We are growing organically in a way that suits the needs of everyone. We are broadening our approach outside of Mid Canterbury but in a way that benefits all. To do this we have to make sure we stay relevant and true to our values and we must continue adding value wherever we can."



Directors' Report

Your Directors have pleasure in submitting their 57th Annual Report, together with the Chairman and Chief Executive's Report and Financial Statements for the society for the year ended 30 June 2020.

PRINCIPAL ACTIVITIES

The principal activities of the Ashburton Trading Society during the year ended 30 June 2020 was to conduct the Shareholders' group buying activity in the areas of Fuel; Fertiliser; Seed; Electricity; Retail; Card, Pro- Active NZ Ltd and ATS Fuel Ltd.

As disclosed by the attached Financial Statements Summary your Directors consider the affairs of the Society to be satisfactory.

ROLE OF THE BOARD

The role of the Board of Directors is to provide the proper governance, direction, and control of the Society's activities. Directors have the prime responsibility of setting the strategic direction of the Society.

Directors

The Board of Directors currently comprises of five Directors who have been elected by the shareholders and two Independent Directors who have been appointed by the Board.

The Directors in office at 30 June 2020 and their special responsibilities include:

All members of the Board of Directors form part of the Health and Safety, and Audit and Risk Sub-Committees.

| | |
|---------------------------|--|
| Alister Body | Chairman ATS |
| Jessie Chan | |
| Kate Acland | |
| Tony Coltman | Chair Health and Safety Committee |
| Sue Lindsay | Independent Director |
| Gabrielle Thompson | |
| Brent Wheeler | Independent Director, Chair Audit and Risk Committee |

The Directors' meeting obligations were fulfilled for the year ended 30 June 2020.

Directors Remuneration

| | |
|-------------------|-------------------------------|
| A Body | \$59,690 (<i>Part year</i>) |
| J Chan | \$43,685 |
| K Acland | \$32,985 |
| A Coltman | \$35,685 |
| S Lindsay | \$42,010 |
| G Thompson | \$35,712 |
| B Wheeler | \$44,724 |
| Total | \$294,491 |

The Director Fees are a combination of \$270,000 approved fees for standard director duties and additional fees for both authorised governance and authorised advisory work undertaken.

Directors' Insurance

Ashburton Trading Society Ltd has a policy of Directors' and Officers' liability insurance, which ensures Directors and Officers will incur no monetary loss as a result of actions undertaken by them provided, they operate within the law. This policy includes actions carried out by the Directors in their capacity as Directors of Ruralco NZ Ltd, Pro-Active New Zealand Ltd and ATS Fuel Ltd.

Directors' Benefits

No Director of the Society has, since the end of the previous financial period, received or become entitled to receive a benefit (other than a benefit included in the total emoluments received or due and receivable by Directors shown in this report) other than normal rebates received by them as shareholders as a result of trading with the Society in the same manner as all other shareholders.

Procedure to Identify and Manage Risk

The Directors acknowledge that they are ultimately responsible for the management of risk to the Society. Risk Management forms part of the Board meetings.

Use of Information

There were no notices from Directors of the company requesting to use company information received in their capacity as Directors which would not otherwise have been available to them.

Auditors

Following a recommendation at the 2019 AGM, PricewaterhouseCoopers were appointed ATS auditors.



Alister Body
Chairman

Financial Statements

- Summary

SUMMARY STATEMENT OF COMPREHENSIVE INCOME

For the Year Ended 30 June 2020

| | Notes | Group 30 Jun 2020 (\$000) | Group 30 Jun 2019 (\$000) |
|--|-------|---------------------------------|---------------------------------|
| REVENUE—SALES | 1 | 44,427 | 45,630 |
| Cost of Sales | | (33,283) | (34,527) |
| GROSS PROFIT | | 11,144 | 11,103 |
| Interest Income | | - | - |
| Other Income | | 63 | 66 |
| Other Operating Expense | | (3,849) | (4,296) |
| Salaries and Wages | | (5,838) | (5,378) |
| Audit Fees | 2 | (64) | (54) |
| Directors' Fees | | (294) | (222) |
| Depreciation - Property, Plant and Equipment | | (260) | (290) |
| Depreciation - Right-of-Use Asset | | (177) | - |
| Amortisation of Intangibles | | (141) | (176) |
| Rentals and Operating Leases | | - | (85) |
| Finance Cost - Interest | | (85) | (54) |
| OPERATING SURPLUS BEFORE REBATE | | 499 | 614 |
| Less Rebates to Members | | (250) | (250) |
| NET SURPLUS BEFORE TAXATION | | 249 | 364 |
| Tax Credit/(Expense) | | 805 | (105) |
| TOTAL COMPREHENSIVE INCOME FOR THE PERIOD, NET OF TAX | | 1,054 | 259 |

SUMMARY STATEMENT OF CHANGES IN EQUITY AND MEMBERS' INTERESTS

For the Year Ended 30 June 2020

| | Notes | Group 30 Jun 2020 (\$000) | Group 30 Jun 2019 (\$000) |
|---|-------|---------------------------------|---------------------------------|
| BALANCE AT START OF THE YEAR | | 15,680 | 15,408 |
| Adjustment on adoption of IFRS 16 (net of tax) | | (3) | - |
| Total Comprehensive Income for the period, net of Tax | | 1,054 | 259 |
| | | 16,731 | 15,667 |
| Contributions from Owners: | | | |
| Movement in Ordinary Shares | | 18 | 27 |
| Movement in Deferred Shares | | (11) | (14) |
| BALANCE AT END OF THE YEAR | | 16,738 | 15,680 |

SUMMARY STATEMENT OF FINANCIAL POSITION

As at 30 June 2020

| Notes | Group 30 Jun 2020 (\$000) | Group 30 Jun 2019 (\$000) |
|--|---------------------------------|---------------------------------|
| Current Assets | 23,654 | 24,037 |
| Non Current Assets | 9,282 | 8,727 |
| TOTAL ASSETS | 32,936 | 32,764 |
| Current Liabilities | 16,016 | 16,407 |
| Non Current Liabilities | 182 | 677 |
| TOTAL LIABILITIES | 16,198 | 17,084 |
| TOTAL EQUITY AND MEMBERS' INTERESTS | 16,738 | 15,680 |

SUMMARY STATEMENT OF CONSOLIDATED CASHFLOWS

For the Year Ended 30 June 2020

| Notes | Group 30 Jun 2020 (\$000) | Group 30 Jun 2019 (\$000) |
|---|---------------------------------|---------------------------------|
| Net Flow from Operating | (876) | 1,566 |
| Net Flow from Investing Activities | (421) | (126) |
| Net Flow from Financing Activities | 376 | (987) |
| NET INCREASE / (DECREASE) IN CASH HELD | (921) | 453 |
| ADD OPENING CASH BROUGHT FORWARD | 1,120 | 667 |
| ENDING CASH CARRIED FORWARD | 199 | 1,120 |

COPIES OF THE FULL ACCOUNTS ARE AVAILABLE TO ALL CURRENT SHAREHOLDERS BY
 EMAILING RURALCO@RURALCO.CO.NZ OR IN PERSON FROM THE RURALCO HEAD OFFICE,
 98 BURNETT STREET, ASHBURTON

Financial Statements - Summary (continued)

REPORTING ENTITY

The Ashburton Trading Society Limited is a Society incorporated in New Zealand under the Industrial and Provident Societies Act 1908. The registered office is 97 Burnett St, Ashburton.

Ashburton Trading Society Limited is a reporting entity under the rules of Ashburton Trading Society Limited.

Ashburton Trading Society Limited (ATS) is a farming co-operative, based in Mid Canterbury, formed in 1963. ATS facilitates trade between its members and approved suppliers. ATS also has three farm merchandise stores located in Ashburton, Methven and Rakaia.

The group consists of Ashburton Trading Society Limited, Pro-Active NZ Limited, ATS Fuel Limited and Ruralco NZ Limited.

These financial statements were authorised for issue by the Board of Directors on 22 September 2020.

The full set of financial statements have been prepared in accordance with the requirements of the Industrial and Provident Societies Act 1908 and the Financial Market Conducts Act 2013.

NOTES TO SUMMARY FINANCIAL STATEMENTS

The specific disclosures included in this summary financial report have been extracted from the full financial statements, which was authorised for issued on 22 September 2020. The full financial statements have been prepared in accordance with full NZ GAAP as a profit-oriented entity and the Group has made an explicit and unreserved statement of compliance with IFRS in the full financial statements. The full financial statements have been audited and an unqualified audit opinion has been issued. These summary financial statements comply with FRS 43. Figures are in New Zealand dollars.

All specific accounting policies have been applied on the same basis as those used in the full financial statements of the Group.

The summary financial report cannot be expected to provide as complete an understanding as provided by the full financial report of the Group.

A copy of the full annual accounts for Ashburton Trading Society Limited can be collected from 98 Burnett St, Ashburton during business hours.

The Summary Statements presented are those for Ashburton Trading Society Limited (ATS) and its subsidiaries for the year ended to 30 June 2020.

1. Revenue recognition

The Group generates its revenue from retail sales and facilitating the sale of goods and services to its members. All revenue is recognised at a point in time as the control over the retail goods pass to the customers or as the Group completes the facilitation of the sales transaction to the members.

The Group's revenue from contracts with customers are generated from:

| | Group 2020 (\$000) | Group 2019 (\$000) |
|------------------------|--------------------------|--------------------------|
| Retail sales | 40,384 | 41,291 |
| Commissions and levies | 4,043 | 4,339 |
| TOTAL | 44,427 | 45,630 |

Where the Group is considered to have primary obligation to fulfil the customer order, the Group has recognised revenue gross as principal to the transactions. These are classified as Retail sales revenue. For all sales where the Group is only considered to be an agent, the Group has recognised the net margin of the transaction as commissions and levies

2. Audit Fees

| | Group 30 Jun 2020 (\$000) | Group 30 Jun 2019 (\$000) |
|----------------------------------|---------------------------------|---------------------------------|
| Fees paid to the auditor: | | |
| Financial Statement audit | 49 | 52 |
| Holiday Pay assessment review | 13 | - |
| Registry audit | 2 | 2 |
| TOTAL | 64 | 54 |



J Chan
Chair Elect



B Wheeler
Independent Director

Date

22 September 2020



Report of the independent auditor on the summary financial statements

To the members of Ashburton Trading Society Limited

The summary financial statements comprise:

- the summary statement of financial position as at 30 June 2020;
- the summary statement of comprehensive income for the year then ended;
- the summary statement of changes in equity and members' interests for the year then ended;
- the summary statement of consolidated cashflows for the year then ended; and
- related notes to summary financial statements.

Our opinion

The summary financial statements are derived from the audited financial statements of Ashburton Trading Society Limited including its subsidiaries (the Group) for the year ended 30 June 2020.

In our opinion, the accompanying summary financial statements are consistent, in all material respects, with the audited financial statements, in accordance with FRS-43: *Summary Financial Statements* issued by the New Zealand Accounting Standards Board.

Summary financial statements

The summary financial statements do not contain all the disclosures required by New Zealand equivalents to International Financial Reporting Standards (NZ IFRS). Reading the summary financial statements and the auditor's report thereon, therefore, is not a substitute for reading the audited financial statements and the auditor's report thereon. The summary financial statements and the audited financial statements do not reflect the effects of events that occurred subsequent to the date of our report on the audited financial statements.

The audited financial statements and our report thereon

We expressed an unmodified audit opinion on the audited financial statements in our report dated 22 September 2020.

Information other than the summary financial statements and auditor's report

The Directors are responsible for the annual report. Our opinion on the summary financial statements does not cover the other information included in the annual report and we do not express any form of assurance conclusion on the other information.

In connection with our audit of the summary financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the summary financial statements, or otherwise appears to be materially misstated. If, based on the work we have performed on the other information, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of the Directors for the summary financial statements

The Directors are responsible, on behalf of the Society, for the preparation of the summary financial statements in accordance with FRS-43: *Summary Financial Statements*.

Auditor's responsibility

Our responsibility is to express an opinion on whether the summary financial statements are consistent, in all material respects, with the audited financial statements based on our procedures, which were conducted in accordance with International Standard on Auditing (New Zealand) 810 (Revised), *Engagements to Report on Summary Financial Statements*.

Our firm carries out other services for the Group in the areas of registry audit and holiday pay assessment review. The provision of these other services has not impaired our independence as auditor of the Group.

Who we report to

This report is made solely to the Society's Members, as a body. Our audit work has been undertaken so that we might state those matters which we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Society and the Society's Members, as a body, for our audit work, for this report or for the opinions we have formed.

Chartered Accountants
14 October 2020

Christchurch

PricewaterhouseCoopers

PwC Centre, Level 4, 60 Cashel Street, Christchurch Central, PO Box 13244, Christchurch 8141, New Zealand,
T: +64 3 374 3000, F: +64 3 374 3001, pwc.co.nz

Board of Directors



Alister Body
Chairman

Alister graduated from Lincoln University with a BCom in Agriculture. He was elected to the ATS Board of Directors in 2011, becoming Chairman in 2016. Alister is also a current Director of Pastoral Genomics, as well as past Chair of the Dairy Environment Leadership Group and the Canterbury Dairy Leader's Group. Other past governance experience includes Director of DairyNZ, Chair of the New Zealand Dairy Industry Awards Trust, Provincial Dairy Chairman with Federated Farmers and National President of New Zealand Young Farmers Club. Alister's interests include skiing, sailing and theatre (both acting and directing).



Jessie Chan
Chair Elect

Jessie Chan was elected to the ATS Board of Directors in 2013. Jessie is part of a farming business leasing 420ha at Dorie, milking 850 cows. She has an Honours Degree in Animal Science and has worked in a range of rural professional positions over a fifteen-year period. Jessie has completed the Fonterra Governance Development Programme, the Food and Agribusiness Marketing Experience and the Kellogg Rural Leaders Programme. She is currently on the Board of Ngai Tahu Farming Ltd, Alpine Energy Ltd and the Bio-Protection Research Centre and is a Trustee of Meat the Need. Jessie has previously served on the Board of Connetics Ltd, DairyNZ Ltd (as an Associate Director), Business Mid Canterbury and Federated Farmers Mid Canterbury. Jessie is a member of the NZ Institute of Directors and New Zealand Asian Leaders. Jessie has a seven-year-old son, Adam and a two-year-old son, Noah.



Kate Acland
Director

Kate Acland and her husband David own and operate Mt Somers Station, a large and highly diversified farming operation running sheep, cattle, deer, dairy and a stand-alone honey operation in the Mid Canterbury foothills. Kate joined the Board in 2018. Prior to moving to Mid Canterbury in 2010, Kate established a winery and vineyard operation in Marlborough with 26ha of vineyard, a winery and significant export markets. Kate and David also own the Mt Somers and Staveley Stores and have several other small locally based businesses. In addition to governance experience in her own businesses, Kate currently holds several outside governance roles; sitting on the Board of WRONZ as well as being involved in the Strong Wool Action Group. Kate and David have three children and in their spare time enjoy skiing and getting into the hills.



Tony Coltman
Director

Tony Coltman has over 25 years' experience in corporate leadership and advisory roles, both in New Zealand and abroad. He was elected to the Board in 2016 and is the Chairman of the Health & Safety Committee. He graduated from Lincoln University with a BCom in Agriculture and a Diploma in Farm Management (with Distinction) and completed the Fonterra Governance Development Programme in 2016 and is a member of the NZ Institute of Directors. Tony is Manager & Director of a 3400-cow equity partnership at Dunsandel and is a shareholder in Focal Dairies, a 2500 cow pasture based dairy operation in Missouri, USA. Tony has a passion for rural business and is dedicated to the sustainability of dairy farming, where his efforts were awarded when he received the Regional Supreme Award in the Ballance Farm Environment Awards. He is an active leader in the highly successful Forages for Reduced Nitrogen Leaching Programme along with other environmental initiatives. Tony and his wife, Dana, have four children and when time allows, he enjoys hunting.



Sue Lindsay
Independent Director

Sue Lindsay is an acknowledged business leader and an internationally award-winning executive. Her career took her from running the family sheep and cropping farm in Southland into the leadership of CRT Southland, where she was directly credited with master-minding growth strategies that increased revenues by over 200% in less than five years. Retained as a strategist and mentor by business leaders Sue has contributed to two global leadership projects and worked alongside revered business leaders such as Tom Peters and Dr Lance Secretan. She has diverse governance experience including the Board of SOE Genesis Power, and the Dairy Women's Network, she is currently on the Board of VetPlus and Stile Inc. Sue is the President of the International Women's Forum in New Zealand and serves on IWF Presidents Global Council. Sue is also the co-founder and CEO of Real Insight Now, a strategy and insights consultancy that serves clients on both sides of the Tasman.



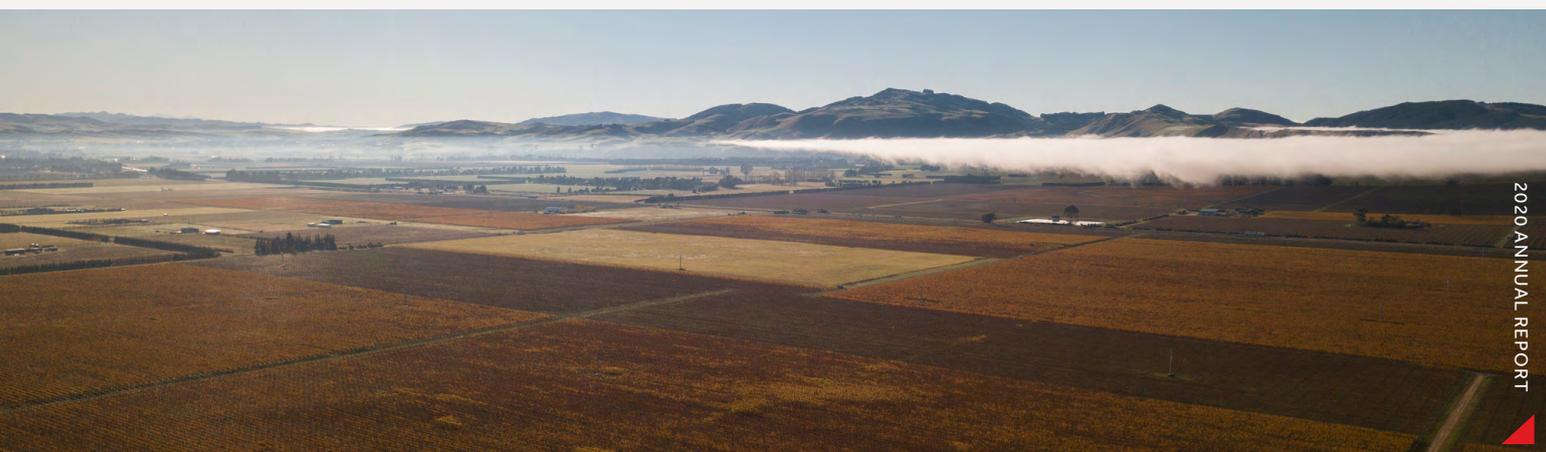
Gabrielle Thompson
Director

Elected to the Board in 2012, Gabrielle Thompson graduated from Massey University with a Veterinary Degree in 2000. Initially working for Riverside Vets, she opened her own companion animal clinic in 2004, growing to five clinics around the lower South Island over a 10-year period before selling these clinics to a nationwide company. Gabrielle is also on the Board of Silver Fern Farms Co-op and Lincoln University. She and her husband, along with their family, own and operate a 530ha arable and store lamb farm at Dorie, Mid Canterbury. In her free time, Gabrielle spends time with family, including her daughter Frances. She likes to go to the gym, spend time with friends, travel, ski and be outdoors.



Brent Wheeler
Independent Director

Brent Wheeler has a Bachelor of Arts, PG Dip Arts (1st) and Ph.D. in Economic Geography from the University of Otago. He is the Principal at Brent Wheeler Group Ltd, an economics, investment and governance advisory firm and brings 30 years of experience in economics to the Board. While qualified as an economist and formerly with the NZ Treasury, Brent has spent the past 20 years in directorship and advisory roles to commercial businesses ranging from insurance to electricity and agricultural companies. Brent brings a wide level of corporate and co-operative experience to the role, with the ability to relate to all levels of a business like Ruralco that now encompasses multi-faceted aspects of the rural service industry.



Executive Team



Robert Sharkie
Group CEO

Robert Sharkie brings almost 40 years of agricultural experience to his role as CEO. After commencing his career in a Rural Supplies store in 1980, he went on the road servicing all farm and agricultural clients throughout his area. His knack for dealing with people resulted in a role managing staff in Rural Supplies, Livestock, Real Estate, Finance, and Insurance. Robert came to ATS/Ruralco in May 2015 and saw the role as an opportunity to give back to an industry that has been very good to him and provided a career pathway from a young age. Philosophy, vision, staying relevant in an ever-changing market and staff development are all focuses for Robert. He is a different kind of leader, always one to pitch in and lead his team by example, as well as attending front-line events to maintain his strong relationships with his customers in the agricultural community.



Glenn Coward
Group CFO & General Manager Ruralco

Glenn Coward graduated with a Bachelor of Business Studies from Unitec in 1999. He has worked in several companies within a variety of industries including: The West Auckland Licensing Trust, Dress for Less, small accounting firms and Tetrapak. Glenn qualified as a Chartered Accountant in 2006 whilst working at ASB Bank. Following eight years with ASB he worked at AA Insurance, Diners Club New Zealand, and The Warehouse Group Financial Services. Working in financial roles mainly within cards and financial services environments, an opportunity to work within heartland New Zealand at Ruralco came in 2019 and allows Glenn to utilise his skillset while using his transferrable skills to learn a new environment.



Izania Downie
Group Manager Marketing, Digital & Communications

Izania Downie is a Senior Marketing, Brand & Digital Strategist with global experience. She has a background in leading sales, marketing and business development teams across Technology, Tourism, Construction, Agribusiness, Healthcare, Transport, and Sport & Leisure industries. She is passionate about developing exceptional multichannel campaigns that deliver a strong return on investment. Her background includes CEO of European Events Industry Association, multiple Board Directorships within the Global Tourism industry, Strategy Director for a Global SAAS technology business and GM Sales & Marketing for Starwood Hotels UK Sales Office. She was awarded an Outstanding Achievement Award and Honorary Lifetime Membership for services to the European Tourism industry in 2011. An advocate for developing leadership in organisations, Izania is passionate about driving brand awareness, culture, and digital transformation for Ruralco to become the partner of choice for rural NZ.



Sarah Green
Group Manager People & Capability

Sarah Green is a dedicated and passionate HR professional with strong generalist experience. Before joining the Ruralco Executive team she had a strategic business background with experience in the security, intelligence, and investigations industry in London. She ensures a business partnership approach to her role, working directly with the other senior level Executives and Board members to develop and deliver key HR strategies to meet organisational needs. Sarah is a chartered member of the Human Resource Institute of New Zealand & CIPD in the UK. She is an advocate for flexible working within Ruralco and is passionate about developing people and driving an inclusive approach to the organisations culture.



Jono Pavey
Group Manager Farm Supplies

Jono Pavey began his 25 years of agricultural industry experience straight out of school before completing a degree at Lincoln University. From university it was back into the Rural Supplies industry with various store roles from Greymouth to Taupo before taking on national product management positions. This was followed by six years as a Commercial Manager for a multi-national agricultural chemical company. An opportunity for Jono to move back to the Rural Supplies industry with ATS/Ruralco came about in late 2010 through operations and procurement positions.



Craig Rodgers
Group Manager On Farm Sales

Craig Rodgers started his career as an on-farm representative in the grain and seed industry 30 years ago. He then moved into management within the rural retail area (specialising in dairy) and was involved in setting up a new co-operative in the South Island. 15 years ago, Craig moved into Operational Management looking after a team of 70 across a retail store network throughout the South Island. The opportunity to join ATS/Ruralco came about in 2016, when Craig joined the team as a Sales Manager and has now moved into the role of Group Manager On-Farm Sales.

Notice of Annual General Meeting

Notice is hereby given that the 57th Annual General Meeting of Shareholders of the Ashburton Trading Society Limited will be held in the auditorium at the Ashburton Trust Event Centre, 211 Wills Street, Ashburton on Wednesday 18th November at 7.00pm

BUSINESS

1. To approve the Minutes of the 56th Annual General Meeting held on Tuesday 19th November 2019.
2. To receive and adopt the Chairman and Group Chief Executive's Review and summary Financial Statements for the year ended 30 June 2020.
3. To elect Directors: Mr Alister Body retires by rotation in accordance with Rule 6(c). Mr Alister Body does not seek re-election.
4. To appoint the Auditors.

5. Appoint BNZ as the scrutineers.
6. To receive the report of the Independent Board Remuneration Sub Committee and to approve their recommendation.
7. To transact any other business that may be properly brought before the meeting.

PROXIES

Under the present rules of the Society, there is provision for voting by proxy.

Robert Sharkie
Group Chief Executive/Company Secretary

Our Values



We make your farming life easier with competitive pricing and real value.

Supporting a sustainable future for New Zealand farming.



We are innovators, we think differently, we do things differently and we have fun while we're doing it.

We're committed to delivering an exceptional experience every time.



We're in this industry together.

We're committed to uniting rural communities.

When we work together everyone wins.



No hidden agendas, what you see is what you get.

We use clear and simple communication.

We're clear on our purpose and our price.



We're proud of our heritage, our people and what we do.

We are positive about our potential and optimistic about our future.



We are committed to strong ethics in everything we do and how we deliver.

We are honest and real, you can rely on us.



We're passionate about sharing knowledge.

We use insight wisely.

We help you stay ahead of market trends.

AUDITORS

PricewaterhouseCoopers
60 Cashel Street,
Christchurch

SOLICITORS

Tavendale and Partners
Tancred Street, Ashburton

BANKERS

Bank of New Zealand
East Street,
Ashburton

REGISTERED OFFICE

97 Burnett Street,
Ashburton 7700



OBSESSED WITH AGRICULTURE

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