



INFOCADO CROP FORECAST

Quarterly Infocado Report — April 2015



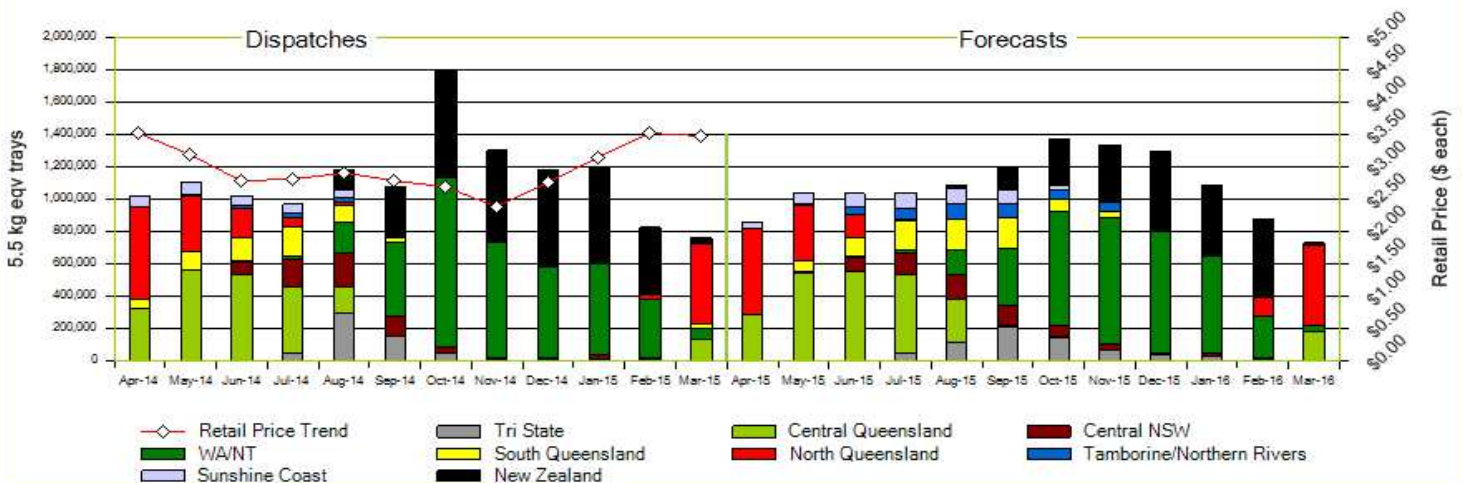
Welcome to the Quarterly Infocado Report. This report is released in the months January, April, July and October. Each report shows the previous 12 month's dispatch figures and the future 12 month's forecast figures including both Australian and New Zealand data.

| Australian Avocados Forecast Apr 14 to Mar 15 (5.5 kg eqv trays) | | | | | | | | | | | | | |
|--|----------------|------------------|------------------|------------------|------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|-------------------|
| | Apr 14 | May 14 | Jun 14 | Jul 14 | Aug 14 | Sep 14 | Oct 14 | Nov 14 | Dec 14 | Jan 15 | Feb 15 | Mar 15 | 12 Mth Total |
| Hass | 553,529 | 1,007,647 | 1,109,260 | 954,534 | 980,993 | 691,678 | 729,101 | 880,842 | 815,348 | 330,441 | 155,563 | 74,227 | 8,283,163 |
| Shepard | 422,605 | 41,510 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6,386 | 253,102 | 860,241 | 1,583,844 |
| Other | 16,125 | 58,834 | 37,584 | 70,087 | 51,502 | 19,787 | 31,882 | 7,883 | 18,012 | 14,394 | 4,761 | 34,119 | 364,970 |
| Total | 992,259 | 1,107,991 | 1,146,844 | 1,024,621 | 1,032,495 | 711,465 | 760,983 | 888,725 | 833,360 | 351,221 | 413,426 | 968,587 | 10,231,977 |

| Australian Avocados Dispatches Apr 14 to Mar 15 (5.5 kg eqv trays) | | | | | | | | | | | | | |
|--|------------------|------------------|------------------|----------------|------------------|----------------|------------------|----------------|----------------|----------------|----------------|----------------|-------------------|
| | Apr 14 | May 14 | Jun 14 | Jul 14 | Aug 14 | Sep 14 | Oct 14 | Nov 14 | Dec 14 | Jan 15 | Feb 15 | Mar 15 | 12 Mth Total |
| Hass | 397,974 | 1,023,938 | 986,972 | 928,870 | 986,822 | 758,947 | 1,109,500 | 717,892 | 561,559 | 569,451 | 366,282 | 65,707 | 8,473,914 |
| Shepard | 576,293 | 34,523 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 29,974 | 652,529 | 1,293,319 |
| Other | 39,365 | 41,929 | 32,978 | 37,841 | 68,545 | 23,897 | 30,638 | 20,682 | 18,112 | 27,398 | 11,555 | 7,592 | 360,532 |
| Total | 1,013,632 | 1,100,390 | 1,019,950 | 966,711 | 1,055,367 | 782,844 | 1,140,138 | 738,574 | 579,671 | 596,849 | 407,811 | 725,828 | 10,127,765 |

| Australian Avocados Forecast Apr 15 to Mar 16 (5.5 kg eqv trays) | | | | | | | | | | | | | |
|--|----------------|------------------|------------------|------------------|------------------|------------------|------------------|----------------|----------------|----------------|----------------|----------------|-------------------|
| | Apr 15 | May 15 | Jun 15 | Jul 15 | Aug 15 | Sep 15 | Oct 15 | Nov 15 | Dec 15 | Jan 16 | Feb 16 | Mar 16 | 12 Mth Total |
| Hass | 339,016 | 921,576 | 976,022 | 957,956 | 995,884 | 1,022,162 | 1,067,029 | 970,281 | 791,128 | 634,102 | 268,932 | 55,391 | 8,999,479 |
| Shepard | 491,554 | 57,739 | 2,126 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 115,159 | 639,122 | 1,305,700 |
| Other | 29,671 | 56,900 | 54,279 | 83,212 | 72,373 | 30,079 | 15,753 | 7,469 | 10,001 | 14,515 | 4,021 | 17,866 | 396,139 |
| Total | 860,241 | 1,036,215 | 1,032,427 | 1,041,168 | 1,068,257 | 1,052,241 | 1,082,782 | 977,750 | 801,129 | 648,617 | 388,112 | 712,379 | 10,701,318 |

Australian & New Zealand Avocados : Apr 14 to Mar 15 Dispatch / Apr 15 to Mar 16 Forecast



Apr 14 to Mar 15 Dispatches & Apr 15 to Mar 16 Avocado Production Estimates 5.5kg eqv trays

| Region | Apr14 to Mar15 | Apr15 to Mar16 |
|------------------------|-------------------|-------------------|
| North Queensland | 1,703,073 | 1,633,629 |
| Central Queensland | 2,121,519 | 2,329,183 |
| Sunshine Coast | 301,543 | 484,505 |
| Southern Queensland | 654,373 | 859,759 |
| Tamb/Northern Rivers | 113,696 | 430,811 |
| Central NSW | 691,791 | 652,179 |
| Tri State | 571,520 | 650,539 |
| WA | 3,970,250 | 3,660,713 |
| Aust. Sub Total | 10,127,765 | 10,701,318 |
| New Zealand | 3,277,257 | 2,240,000 |
| Total | 13,405,022 | 12,941,318 |

Please Note: The monthly forecast and dispatch figures in the Quarterly Infocado Report incorporate an allowance (which varies by region) to allow for the production forecasts and dispatches that are not inputted into the Infocado system. This production (dispatch and forecast) data is not inputted for various reasons including some packhouse's unwillingness to engage with industry and/or lack of computer access. For this reason it is not possible to extrapolate the figures from the Weekly Infocado Report to come up with either the dispatch and/or forecast figures in the Quarterly Infocado Report. At any time the Weekly Infocado Report incorporates around 85% of total production and forecasts however this does vary depending on time of year (as a result of the fruit coming from different regions with different levels of packhouse input). It is not functionally possible to incorporate allowances for missing data into the Weekly Infocado Report hence the variance between it and the Quarterly Infocado Report.

Comments from the Infocado Team

As 2015 progresses, the supply of avocados in the first quarter of the year has been variable. This is due mainly to the WA season finishing lighter than expected and NQ Shepard taking longer than usual to reach the appropriate Dry Matter level of 21%. The extreme weather events that were seen over the period have had a minor impact on supply of Australian avocados.

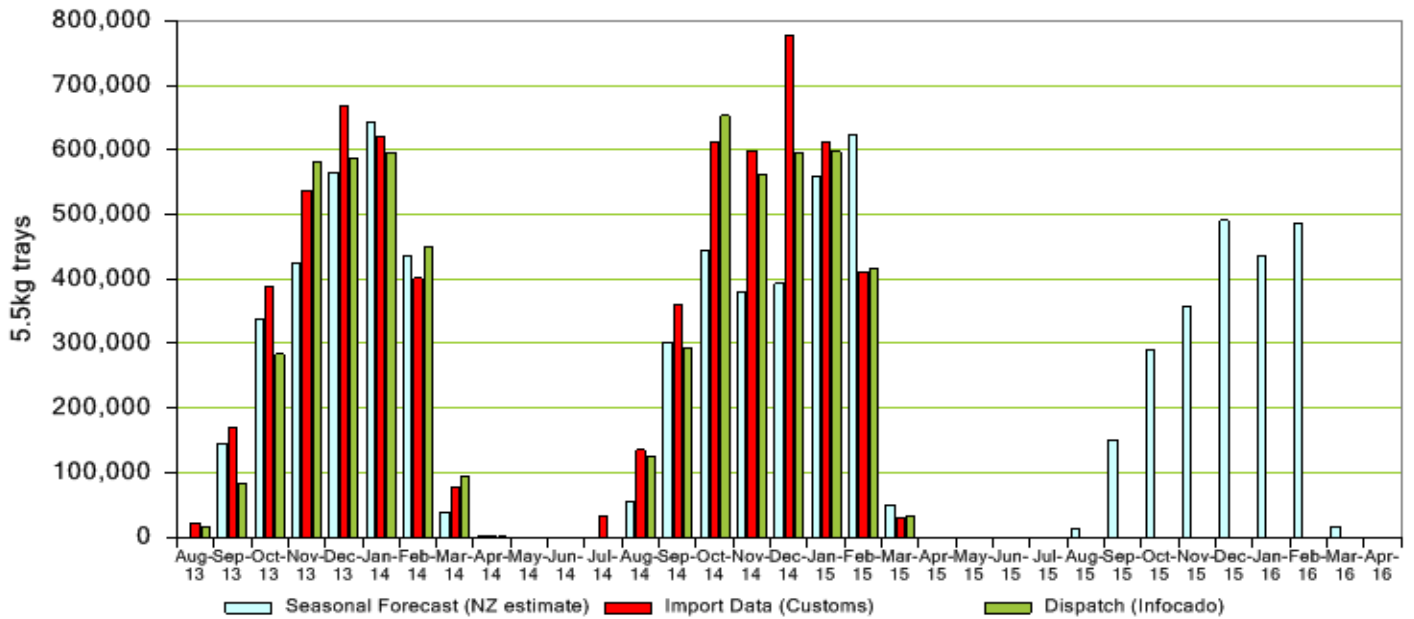
The lighter supply of avocados over the first quarter has no doubt contributed to the ongoing high retail prices. The average retail price recorded across Australia drifted from \$3.20/fruit upwards to around \$3.50/fruit. The lower volumes since the New Year have also seen a reduction of catalogue and store specials.

Looking forward, the volumes forecast during Autumn and Winter have slightly eased since January 2015 Quarterly Infocado Report. Volumes across the next quarter are expected to be similar to last year. A large crop is still expected from WA in Spring and Summer (although less than the season just gone) while NZ is expecting a lighter crop for their coming season.

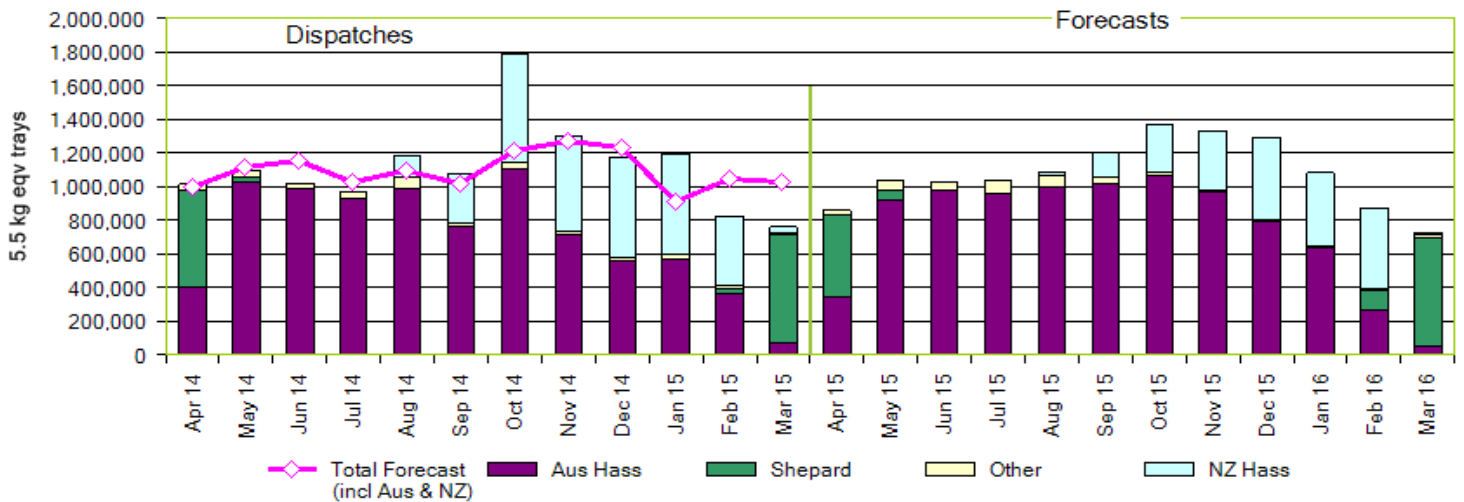
The levy funded marketing campaign has continued to date as planned by the Avocado Industry Advisory Committee last year. Plans for 2015-16 are dependent on the new arrangements through Horticulture Innovation Australia which are yet to be determined.

The second phase of the Qualicado program is well underway with many of the workshops in the north eastern regions already being completed. Events in the remaining regions have been planned for the coming months. The focus continues to be aimed at improving internal quality through the improvement of management practices. For full details of dates and content please monitor the Avocados Australia website as well as *Guacamole* and *Talking Avocados*.

New Zealand Avocados - Dispatch and Forecast



Apr 14 to Mar 15 Dispatches & Apr 15 to Mar 16 Forecasts Avocados by Variety



NB: NZ Dispatch figures in this graph are from Infocado and Customs data, the total forecast line (pink line) above displays the most up to date forecasts.

Seasonal Forecast Contributors

| | | | |
|----------------------------------|-----------------------------|---|--|
| Central NSW | Hilltop Mareeba | Touchwood Farming | Golden Hill Packing Pty Ltd |
| Coastal Avocados | Koci Avocado's | Wodonga Park Fruit and Nuts | KV & JM Lehmann |
| I & A Tolson | Lakeshore Pty Ltd | Sunshine Coast | Marrbiz Pty Ltd |
| Midcoast Avocados | Lone Gum Avocados | G & C Christensen | Vitor Marketing Pty Ltd |
| Central Qld | R & M Waterman | Natures Fruit Company | Western Australia |
| BT & RG Pegg | Rockridge Farming Pty Ltd | Sunfresh | Advance Packing & Marketing Services P/L |
| Donovan Family Investment Trust | Tinaroo Falls Avocado Trust | Tamborine / Northern Rivers | Avonova |
| Lava Valley Produce | Tropicado Avocados | Aussie Orchards Growers & Packers (TNR) | Avowest |
| Simpson Farms Pty Ltd | South Qld | JB & CM Culross | Box Organics |
| Sunny Bluff Produce Pty Ltd | Balmoral Orchard | Summerland House With No Steps | Delroy Orchards |
| SuperPak/Avocado Ridge | G & J Krenske | T W Silver | Green Pear Avocado |
| New Zealand | Googa Farms | WJ Row | Mariners Rest |
| Avocado Industry Council (NZAGA) | Green Nugget Orchards | Tristate | The Avocado Grove |
| North Qld | Mountain Fresh | Ashbourne Hills Avocados | West Aussie Avos |
| Avocado Estates | One Harvest | Bonyaricall Vineyards | Willow Creek |
| Battistin Orchards Pty Ltd | Perseverance Farming Co | Chinoola Orchards | |
| Gunnado Farm | Sunnyspot Packhouse Pty Ltd | Chislett Farms Pty Ltd | |

For more detailed reports please go to www.avocado.org.au and login to Infocado. Instructions on accessing reports are available at www.avocado.org.au by clicking on the Industry tab and then looking under services.

For further assistance please contact: Nathan Symonds, Ph: 07 3846 6566, Email: infocado@avocado.org.au