

RFG



INVESTOR PRESENTATION

RFG FRUIT PRODUCTS WESTERN CAPE, TULBAGH, 14 MARCH 2024





AGENDA

- INTERNATIONAL BUSINESS STRATEGY
- RFG FRUIT PRODUCTS WESTERN CAPE – WORLD-CLASS MANUFACTURING FACILITY
- PRODUCT OFFERING – VALUE ADDED DECIDUOUS FRUIT PRODUCTS
- LONG-STANDING PARTNERSHIPS WITH LOYAL CUSTOMER BASE
- INDUSTRY-LEADING CUSTOMER SERVICE
- COMMITMENT TO SUSTAINABILITY
- FACTORY TOUR
- PRODUCT SAMPLING





INTERNATIONAL BUSINESS STRATEGY



- SUPPORT RFG'S VISION OF BEING THE SUPPLIER OF CHOICE FOR FRESH, FROZEN AND LONG LIFE MEAL SOLUTIONS IN ITS SELECTED MARKETS
- EXPORT TO SELECT INTERNATIONAL MARKETS, AND STRIVE TO BE THE SUSTAINABLE GLOBAL LEADER IN VALUE ADDED FRUIT PRODUCTS
- DIVERSIFICATION ACROSS PRODUCTS, CUSTOMERS, REGIONS AND REVENUE STREAMS
- MARKET LEADER IN PRODUCT, PROCESS AND PACKAGING INNOVATION
- ONGOING DEVELOPMENT AND INVESTMENT IN PRODUCTION FACILITIES AND LEADING TECHNOLOGY
- CERTIFICATION OF PRODUCTION SITES TO INTERNATIONAL STANDARDS



RFG FRUIT PRODUCTS WESTERN CAPE WORLD-CLASS MANUFACTURING FACILITY



- ACQUISITION OF DEL MONTE FRUITS SA BUSINESS IN 2010
- GLOBAL REPUTATION FOR EXCELLENCE
- HIGH FOOD SAFETY STANDARDS, WITH ANNUAL IFS AND BRC (HIGHEST LEVEL CERTIFICATIONS)
- THE FACILITY IS ALSO HALAAL AND KOSHER CERTIFIED
- INTERNATIONAL SEDEX ACCREDITATION FOR ETHICAL, ENVIRONMENTAL, HEALTH AND SAFETY, AND LABOUR PRACTICES
- THE FACILITY IS RUN BY A TEAM WITH MANY YEARS OF CANNING EXPERIENCE
- LONG-STANDING PARTNERSHIP WITH OVER 200 GLOBAL GAP ACCREDITED DECIDUOUS FARMERS
- 2500 EMPLOYEES ACROSS 3 SHIFTS
- HIGH CAPACITY UTILISATION; OPPORTUNITY TO IMPROVE THROUGHPUT AND DE-BOTTLENECK PRODUCTION CONSTRAINTS



RFG FRUIT PRODUCTS WESTERN CAPE MAJOR INVESTMENTS 2023-2025



COMMISSIONED – 2023/24 SEASON

- COMPLETED THE INSTALLATION BANKS OF 46 NEW CP2 PEACH PITTERS
- ASEPTIC 15T/HR PROCESSING PLANT UPGRADE – NEW FILLER, STERILISER, FINISHER
- 4TH GENERATOR ADDED; ALL HOUSED IN NEW GENERATOR ROOM AND CONNECTED TO 11KW RINGMAIN
- COLD ROOMS: 2 NEW COMPRESSORS; NEW AMMONIA ROOM; NEW CONTROLS

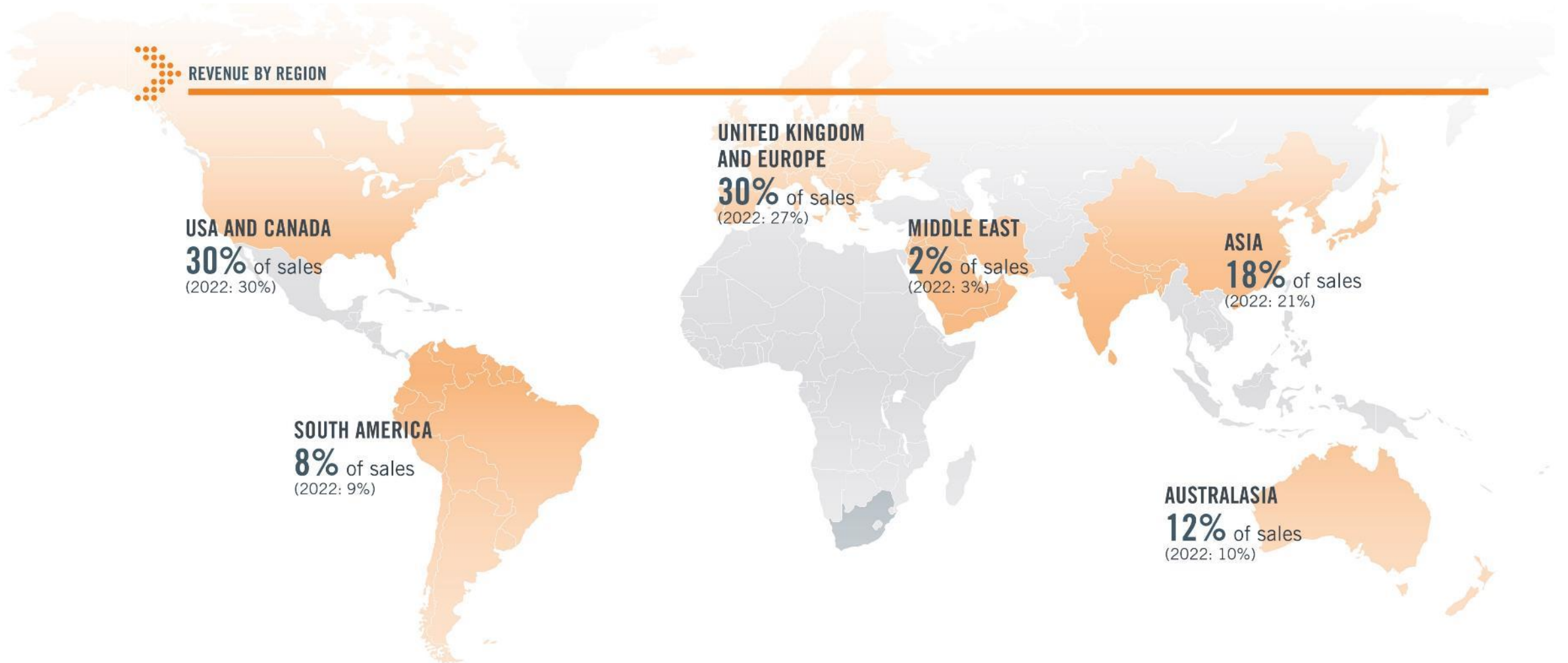
PLANNED – 2024/25 SEASON

- ASEPTIC 15T/HR LINE: NEW EXTRACTION AND HOT BREAK
- NEW AUTOMATED SLICE PLANT
- COLD ROOMS: VALVE BANKS IN COLD ROOM

PARTNERSHIPS WITH INDUSTRY-LEADING CUSTOMERS



Major global markets, including the USA, Canada, United Kingdom, Europe, Asia, Australasia and South America



PARTNERSHIPS WITH INDUSTRY-LEADING CUSTOMERS



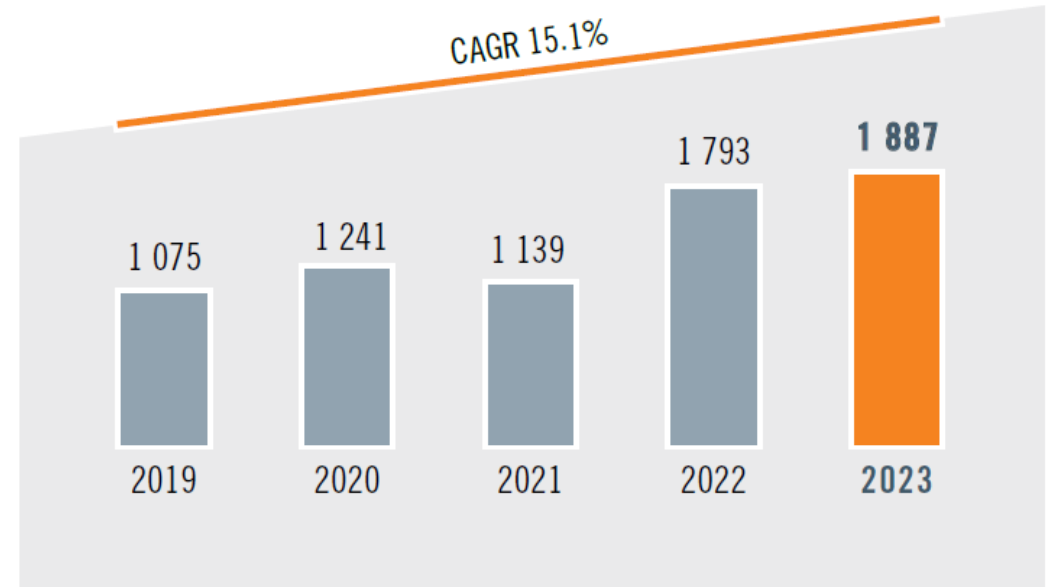
INTERNATIONAL BRANDED CUSTOMERS

USA	USA EUROPE MIDDLE EAST ASIA	EUROPE MIDDLE EAST	ASIA	JAPAN	NEW ZEALAND

PREMIUM PRIVATE LABEL CUSTOMERS

CANADA	UNITED KINGDOM	UNITED KINGDOM	UNITED KINGDOM	AUSTRALIA

International revenue
(R'million)



R'm	2023	2022	% change
Revenue	1 887	1 793	5.3
Operating profit	245	209	17.0
Operating profit margin	13.0%	11.7%	

INDUSTRY-LEADING CUSTOMER SERVICE



- DYNAMIC SALES TEAM SERVICING SPECIFIC INTERNATIONAL MARKETS
- EXPERIENCED SHIPPING TEAM, EXPORTING OVER 5000 CONTAINERS PER ANNUM
- EXCELLENT RELATIONSHIPS AND STANDING WITH SHIPPING LINES AND PORT AUTHORITIES TO HELP NAVIGATE AROUND PORT CONGESTION AND LOGISTICAL CHALLENGES
- STRONG CUSTOMER FOCUS AND UNDERSTANDING OF THE NEEDS OF LOYAL CUSTOMER BASE HAS SEEN INCREASES IN MARKET SHARE IN MOST OF ITS MARKETS



COMMITMENT TO SUSTAINABILITY



RFG is committed to sustainable business and responsible environmental, social and governance (ESG) practices, which are essential in creating and sustaining long-term value.

The group’s ESG practices are aligned with the Sustainable Development Goals (SDGs), the global objectives developed by the United Nations to be achieved by 2030.

RFG has identified five SDGs where its environmental sustainability programme can have the most significant impact.

THE KPAs IDENTIFIED ARE:



THE KPAs ARE ALIGNED TO FIVE OF THE SDGs WHICH THE GROUP HAS IDENTIFIED AS PRIORITIES:

CLEAN WATER AND SANITATION

6 CLEAN WATER AND SANITATION



AFFORDABLE AND CLEAN ENERGY

7 AFFORDABLE AND CLEAN ENERGY



RESPONSIBLE CONSUMPTION AND PRODUCTION

12 RESPONSIBLE CONSUMPTION AND PRODUCTION



CLIMATE ACTION

13 CLIMATE ACTION



LIFE ON LAND

15 LIFE ON LAND



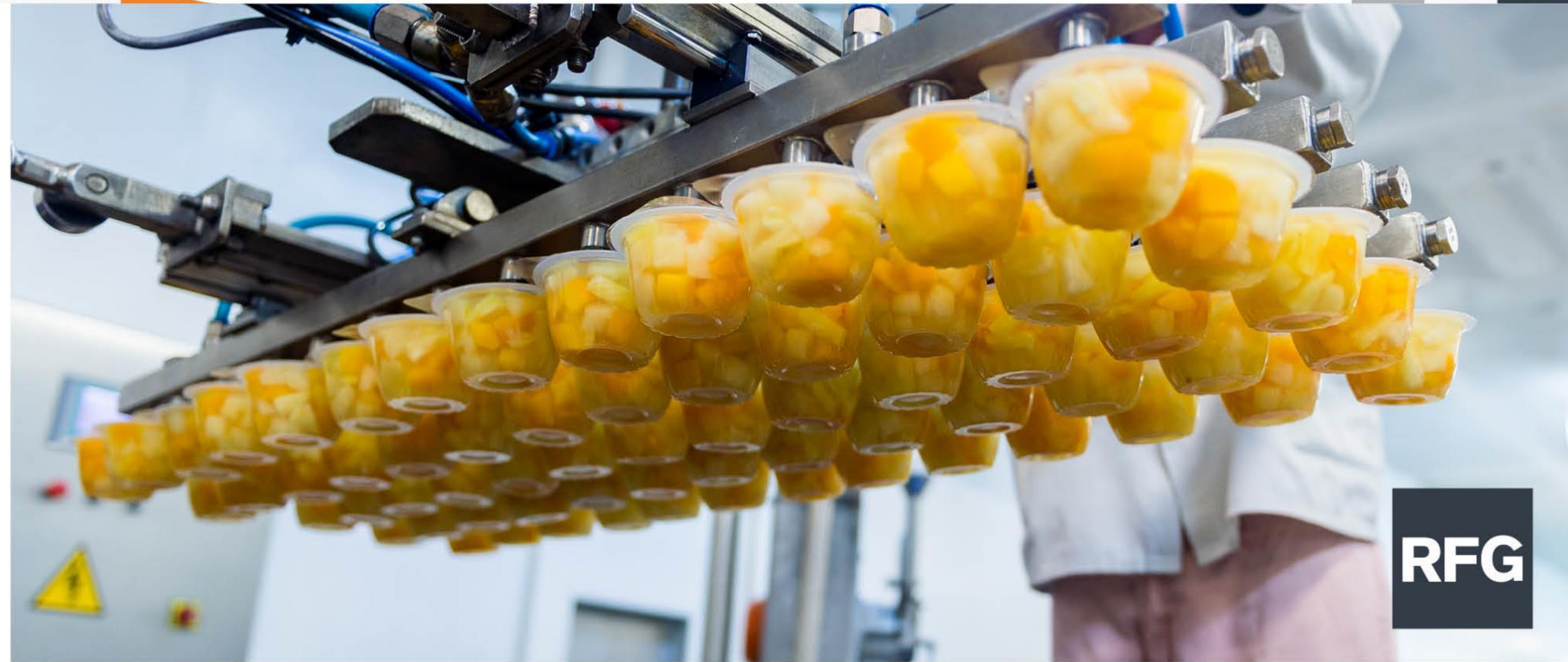


COMMITMENT TO SUSTAINABILITY



- CLEANUP OF BOONTJIES RIVER OF ALIEN VEGETATION
- WATER RECYCLING INITIATIVES INSIDE PRODUCTION UNIT
- POWERSTAR INSTALLATION FOR VOLTAGE REGULATION AND REDUCTION IN ELECTRICITY USAGE
- SOLAR INSTALLATION FOR BASE LOAD THROUGHOUT THE YEAR
- REDESIGN WASTE AREA FOR MORE EFFICIENT SORTING TO REDUCE WASTE TO LANDFILL
- HIGHER QUALITY OF COAL TO REDUCE GREENHOUSE GAS EMISSIONS

QUESTIONS



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FACTORY TOUR



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THANK YOU

