

The Sauce

WELCOME

Welcome to our first Kagome Australia newsletter.

Many of our customers have mentioned that it would be good to get a general update on how the tomato season is going so we have decided to send out a newsletter each quarter. The newsletter will cover crop growing conditions, global markets, our range of products and new and exciting innovative products that we are introducing into the market. We will also use this as an opportunity to introduce key personnel that you or your team deal with daily, putting a face to the name.

We are committed to improving communication and collaboration with our customers, ensuring that we can provide value beyond the transaction of product. Going forward, you can expect that our sales and customer service teams will engage more fully with you, to better understand your business needs so that we can provide the very best service and value.

I hope you enjoy our first edition of Kagome Newsletter and thank you for your continued support.



Jason Fritsch
CEO

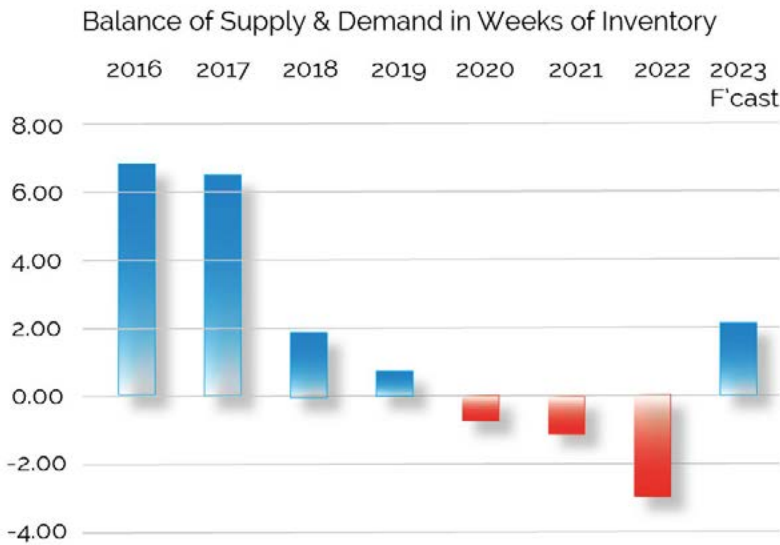
MARKET UPDATE

Global processing tomato update:

The tomato market has been in a very tight supply dynamic due to challenging weather conditions, with floods and climate impacting crops in early 2023.

However, the forecast is for a small surplus of tomato in 2024 due to the world responding to the shortfall. Total tonnes grown and processed is anticipated to be 44.2m, up from a low of 39.7m in 2022.

As shown in the chart below, it is forecast that a build up in inventory will return the supply dynamic to a small cover at the completion of 2023.

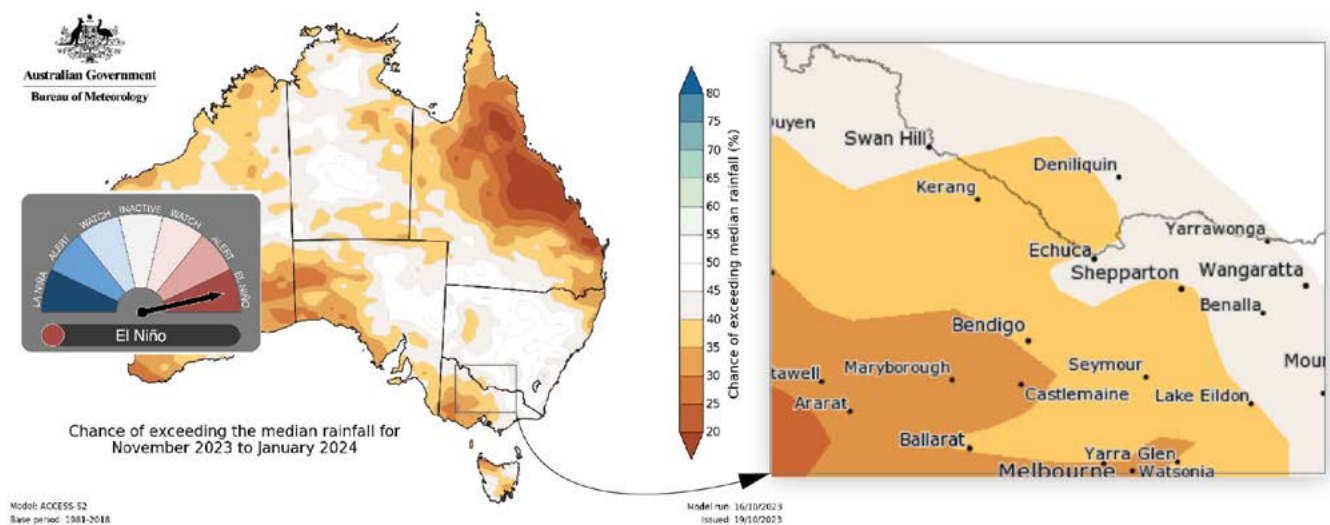


Go to <https://www.wptc.to> for further details on global crops.

If current forecasts are achieved globally then inventory levels will return the supply dynamic to a small cover at the completion of 2023 (see graph).

Australian Market

Heavy rain impacted our crop in 2023, however the outlook for Australia is much more positive as we transition from the La Nina wetter than average weather cycle into to El Nino hot and dry conditions.



FARMING UPDATE

Tomatoes:



- We are well underway with field preparation, pre-plant fertiliser, soil fumigation etc
- 775ha will be planted this year, around 200ha of this is newly developed land that has not previously grown any tomatoes
- We started planting on 25th September at Moonee Valley farm, Deniliquin.
- Seedlings are being grown at Withcott Seedlings and Boomaroo Nurseries this year, and take around 6 weeks at the nursery before they are ready for planting in the field.
- Last fields will be transplanted in early December (sand at Meadow Park)
- The weather is warming up and looking relatively dry, particularly in comparison to Spring 2022 so this should see the planting program stay on schedule and crops off to a good start



Carrots:

- 2023 harvest has been completed. Crops have done quite well this year and will be right on track for budgeted yields overall.
- 322ha grown, producing approximately 30,000 tonnes of raw material. 294ha of orange carrots consisting of 4 commercial varieties, and 28ha of yellow carrots (2 varieties).
- New variety evaluation trial this season has investigated 28 potential new orange varieties on small scale alongside the existing commercial varieties. We plan to grow 6-8 of these new varieties again next year with the expectation of 1-2 of them going to a larger scale in 2 years time.



Garlic:

- This year we are growing 67ha of garlic consisting of 3 varieties across 2 sites (Denilquin & Thule).
- Bulb development has commenced and harvest will take place during November and December. These fields will then quickly be prepared for a 2024 carrot crops that we will aim to sow in January.
- Crops are looking very healthy and we expect them to yield well this year.

Winter crop:



- We have 800ha of wheat sown at farms as part of our crop rotation in between our tomato crops. Locations this year include Pretty Pine, Mathoura, Echuca, Rochester and Lockington.
- We have completed most of the fertiliser program and are just kicking off with some irrigation as the weather is warming up. Expected harvest date is December.

PRODUCT INFORMATION

INDUSTRIAL PRODUCTS

Tomato is core to our business but did you know we process more than just tomato. From Industrial to Foodservice Sauces and our recently launched functional powders (NinjinFibre® and LycoFibre®)

TOMATO PRODUCTS

Paste
Passata
Crushed
Diced (in Juice or Puree)
NFC Juice



CARROT & BEETROOT PRODUCTS

Puree
Concentrate
NFC Juice
Pulp



APPLE & PEAR PRODUCTS

Paste
Puree
Concentrate
NFC Juice



INDUSTRIAL PACKAGING

235kg Conical steel drum
250kg Fibre drum
1500kg Goodpack

NEW PRODUCTS

Kagome Australia is pleased to announce the launch of the Kagome Sauce range. It will replace the Rosella Foodservice Sauce range in April 2024. The formulation stays the same, all that is changing is the brand name and product codes.

The flagship of this new range, launching later in the year, is Pulpy Crushed Tomato which is available in a new 3 x 5kg carton.

FOOD SERVICE PRODUCTS

TOMATO BASED PRODUCTS

Crushed Tomato (Fine / Pulpy / Chunky)
Tomato Puree
Tomato Paste

Packaging:
15 x 1kg / 5 x 3kg / 3 x 5kg / 3 x 6kg



READY TO USE SAUCES

Pizza Sauce / Marinara Sauce /
Napoli Sauce
Chutney / Relish / Salsa
BBQ Sauce (Regular / Smokey)
Ketchup

Packaging:
15 x 1kg / 5 x 3kg / 3 x 5kg / 3 x 6kg



FIBRE POWDER PRODUCTS

NINJIN FIBRE

NinjinFibre (Carrot) – Food grade

Powder Packaging:
20kgs/800kgs

NinjinFibre®

LYCO FIBRE

LycoFibre (Tomato)

Powder Packaging:
20kgs/400kgs

LycoFibre®

STAFF PROFILES

Each newsletter we will profile a couple of team members in the Kagome business, that you may only know as a name in your email. The purpose of these profiles is to get to know Kagome.

MITCH AUSTIN

Mitch has just been appointed as Kagome Australia's General Manager of Sales and is responsible for all sales activities at Kagome.

Mitch has worked in and around food & hospitality his entire life. From childhood beginning work in family owned restaurants and later transitioning into operational HORECA roles and then into both retail and foodservice sales roles. Mitch has been with Kagome for nearly 8 years and has enjoyed growing along with the Kagome foodservice business and more recently our functional fibres launch. Mitch's passion is developing new products and partnerships across ANZ and South East Asia.

Outside of work Mitch is married to his wife Kate and has a 1 year old son Max, and his fur baby Choccie. He is an avid Carlton supporter and cricket nut.

Mitch looks forward to working with you for the remainder of 2023 and into the future.



BILLIE MCDONALD

My Kagome journey started on the production line back in January 2016, I spent my first tomato season working within the factory laboratory. At the conclusion of the season, I was offered a position in the HR department. My role as the industrial administrator / recruiter allowed me to meet and employ a lot of different types of people, which I thoroughly enjoyed.

After having my third child I was fortunate enough to be offered a position in the supply chain team where I have been working for the past 3 years. My time is spent processing all domestic industrial orders which allows me to support and interact with Customers all over Australia! Working in the logistics sector has been complex over the past few years, however I love the challenge this role provides. I love the variety of people I get to support and strive to deliver a high standard of customer service, the standard I would expect and appreciate as a customer myself.

Outside of work, I have three young kids 13,8&5 which keep me very busy. We try to spend time as a family outside as much as we can and all enjoy water skiing, camping and fishing in our free time.

I look forward to serving you all in 2024!

KAGOME AUSTRALIA

www.kagome.com.au

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