



## Investing in the future of New Zealand horticulture

### THE HORTINVEST STORY

New Zealand horticultural investment specialist, Hortinvest Limited, collaborates with investors seeking to reap the rewards of global demand for Central Otago-grown premium produce, to establish and manage world-leading orchards and packhouses which grow, market and export the country's finest fruit.

Experienced horticulturalists Ross and Sharon Kirk combined their expertise, spanning multiple fresh produce lines, to establish Hortinvest in 2016 and deliver lucrative returns to investors. Since then, Hortinvest has project-managed the set-up of a state-of-the-art cherry packhouse including its marketing and export function, developed Tarras Cherry Corp – a 40-hectare cherry orchard in partnership with a syndicate of investors – and has two \$15.5 million, 80-hectare cherry orchards under development at Lindis River and Mt Pisa.



Once its three cherry developments reach full production by 2026, Hortinvest estimates the combined output could reach up to 4,000 tonnes and realise its ambition to hold the market share in New Zealand's highly profitable cherry export industry.

With its sights also set on premium apricots, Hortinvest expects to release its next venture, a 30-40 hectare orchard in Central Otago, to investors in early 2020.

Under Hortinvest's vertically integrated business model, it sources land, purchases machinery, develops and manages orchards, packs, exports and markets fruit, using the world's best orchard and packhouse systems. All services are retained in-house and managed

### LINDIS RIVER AND MT PISA CHERRY PROJECTS:

#### Minimum investment:

\$100,000

#### First harvest:

2021-2022

IRR: 20.8-25% first 10 years

ROI: 34-59% at peak

mature production



by Ross and Sharon Kirk and their hand-picked team. Transparency along the supply chain allows Hortinvest to focus on achieving maximum returns. For cherries, this is expected to be 34-59 per cent at peak mature production.

### THE EXPERTS BEHIND HORTINVEST

Project and orchard development manager Ross Kirk is a born and bred orchardist with more than 40 years' experience in sourcing, developing and managing land, orchards and packhouses. His depth of knowledge from plant husbandry to packhouse fit-out and his readiness to embrace new technology, systems and techniques, puts Ross at the forefront of horticulture production in New Zealand.

Marketing and sales manager Sharon Kirk is a passionate advocate for horticulture who has exported New Zealand produce for some 30 years. She has an innate understanding of international markets and export compliance knowledge, an extensive network of global customers and is well respected within the international produce arena.

### WHY INVEST IN HORTICULTURE?

Asia's rising middle class is driving an insatiable appetite for quality fresh produce. With the seasonality of New Zealand cherries coinciding perfectly with the annual holiday and gift-giving festival, Lunar New Year, premium producers with established markets remain in the driver's seat.

Hortinvest's global markets now include Taiwan, Hong Kong, Singapore, Malaysia, South Korea and others emerging in India, Thailand and Vietnam. Outside Asia, markets are rapidly emerging in Europe and the United States.

In the cherry space, New Zealand has a competitive advantage over its seasonal competitor, Chile, due to its geographic proximity to Asia and ability to air freight fruit within a day of picking while Chile relies on sea freight.

The quality and safety of New Zealand produce helps it retain its premium position and command the highest price per kilo on the world market.

*"As the Chinese proverb goes, 'the best time to plant a tree was 20 years ago. The second best time is now'."* – Ross and Sharon Kirk.

To invest with Hortinvest, contact [www.hortinvest.nz](http://www.hortinvest.nz) and ask for an Information Memorandum.

### CONTACT

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