

Welcome to the August 2022 Edition of In A Capsule News!

SUNPHARMA TOP GROWER AWARDS 21/22

This year, Sun Pharma elected to forego their annual Top Grower Awards night and instead acknowledged its top growers on a personal basis with a small token of appreciation for their efforts during the course of the field season.

Head of Crop, Research and Operations - Tasmania, Dr Tiago Tomaz, highlighted the positive and challenging aspects of the 2022 harvest:

- There was sustained quality and service levels of field staff during the field season.
- Weed and disease management strategies were largely effective, with considered input recommendations from company field officers and a strong focus on limiting input costs to growers
- A second sequential La Niña season impacted on assays and yields of the crop, with below budget expectation assays on water soluble morphinan alkaloids (Morphine, Codeine) and Thebaine.

- Higher than budgeted yields were achieved in plant growth regulated (PGR) crops, with yields over 25% higher in Thebaine and 5% higher in Codeine crops.
- 10% lower than budgeted yields were noted in non-PGR crops.
- Harvest was completed in a timely manner with maintenance of late/weekend crop receipt despite a reduced crop size.
- Harvesting conditions for 2022 were ideal and the dedication and work ethic of field staff, harvest and cartage contractors was commendable.
- There were no major breakdowns of harvesting equipment.
- Timeliness and quality of harvest with a reduced contractor pool was noted.
- No grower complaints were received by the company, with minimal evidence of 'scalping'.
- Turnaround time of trucks on site was generally very good.

Crop payments were successfully effected with zero late payments and grower complaints during a period of finance system transition for the business .

Poppies:
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The strong La Niña season was marked by milder temperatures, a wet start and a dry finish with large rainfall events in select districts such as the Northern Midlands.

Temperature influences on crop and weed growth were widely seen, in addition to state-wide issues with Wild Poppy which is of increasing concern and an active area of research in SUN's R&D program.

The seasonal effects on seed yield were particularly evident this season, with the percentage straw results below budget for all SUN crop types, particularly those which had the PGR program applied. This was a financially challenging result for the business given the elevated PGR rate (\$/dry tonne)

being disproportionately paid out to a lower value seed product instead of the primary alkaloid product being targeted by the business.

Pleasingly for Sun Pharma's grower base, average \$/Ha returns for all PGR crop types grown across the state were over \$5,000/Ha for Codeine crops and over \$6,400/Ha for Thebaine crops, which in addition to the seasonal factors driving yield is a testament to the continued investments the company has made in its agronomic and varietal research development, and the hard work of field staff, growers and contractors in ensuring productivity was maximised in what was a season like no other!

The 21/22 top grower and runner up top growers for each growing district were:

| DISTRICT | GROWER | FIELD OFFICER | VARIETY | DRY ASSAY | \$/HA RETURN |
|-------------------------------------|--|----------------|----------|-----------|--------------|
| Central | IB & JM Stewart | Nick Cook | Thebaine | 5.39 | \$7,378.77 |
| | RD & KF Addison | Nick Cook | Thebaine | 4.56 | \$7,112.02 |
| Circular Head & Nth West | Capelands | Russell Barker | Thebaine | 3.87 | \$8,478.86 |
| | House Bros Farms P/L | Russell Barker | Codeine | 3.31 | \$7,627.70 |
| Western | MK & CM McKenna P/L <i>(Top Crop - Northern Region)</i> | Russell Barker | Thebaine | 4.25 | \$9,958.96 |
| | TIA Vegetable Research | Nick Cook | Thebaine | 4.28 | \$9,151.38 |
| Eastern | Quamby Partnership <i>(Top Crop - Statewide)</i> | Steve Cook | Thebaine | 4.16 | \$9,981.16 |
| | Brooks Family Trust | Steve Cook | Codeine | 3.55 | \$9,346.62 |
| Northern Midlands | MG Howard | Mark Tate | Thebaine | 4.35 | \$5,667.95 |
| | Back Creek Pastoral | Mark Tate | Thebaine | 2.69 | \$5,142.54 |
| Central Midlands Southern | PS Burbury & Son <i>(Top Crop - Southern Region)</i> | Rebecca Lovell | Thebaine | 3.73 | \$9,525.36 |
| | Lowes Park Estate | Rebecca Lovell | Codeine | 3.29 | \$6,499.11 |
| North East | Nichols Family Trust | William Byrne | Codeine | 3.12 | \$6,919.30 |
| | KJ & G Jetson | William Byrne | Codeine | 2.85 | \$6,565.49 |

The Eastern district crop of QUAMBY PARTNERSHIP was the Top Crop Statewide with a return of \$9,981.16 per hectare and production of 94.72kg/Ha alkaloid for the company.

Sun Pharma congratulates all top growers for the 21/22 season and wishes past and present growers and their families all the best for the upcoming field season.

In Conclusion

We take this opportunity to congratulate all growers for producing some first class crops in what the industry recognises as a challenging 2021/22 season. We particularly congratulate the top growers for the dedication and attention to detail which has been recognised with their Top Crop Award.

We wish all growers the best for the coming 2022/23 season.

Kind regards,

Michael Nichols

Michael Nichols
President



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