



THE STAHMANN VISION

To be the outstanding Australian tree nut company
 “Brilliant and without peer”

OUR CORE VALUES

EXCELLENCE

Doing it well and taking pride in everything we do.
Efficiency and consistency

INNOVATION

A desire to set ourselves apart from our peers by finding “A better way”.
Cost and Quality

GROWTH

Building on our success to provide *opportunity for our people and our customers.*

RESPECT

For all our *employees, customers, contractors, communities and the environment.*

OUR MISSION

We are a vertically integrated food business focused on continuous improvement and innovation to produce superior business results. We are passionate about quality and service in delivering the best possible food products to our valued customers at the best possible price.

HORTICULTURE

Provide the best quality orchard development and field management services to the Australian Tree Nut Industry to produce the world’s best quality nuts.

PROCESSING

Manage the supply chain and processing capability to deliver value, quality and innovation on time every time.

SALES & MARKETING

Deliver extraordinary value to our customers globally.

THE STAHMANN PERFORMANCE CYCLE



STRATEGIC OBJECTIVES

PECANS

- Continually build and improve our global supply chain;
- Build the systems and processes necessary to delivery 2,500lbs/acre every year; and
- Achieve orchard payback in under 12 years.
- Double the area of pecans under management.

MACADAMIAS

- Build our market relevance by linking with others in the supply chain; and
- Achieve processing economies of scale through strategic alliance and delivering real value to growers.
- Ensure over 50% of supply comes from owned/managed farms.

CONSUMER GOODS

- Optimise the distribution of pecan and macadamia kernel through our retail channels globally;
- Lock in competitive margin on this produce over a 2-3 year term; and
- Secure “Farm Gate” supply chains for all major commodities.
- Build sustainability profitable retail margins through brand and relationships development.