



Season's Greetings.

My name is Felicity Robson.

My family business is Ooloo Farm Management and The Harvest Company – the businesses that manage your project.

I joined the family business when we started working on the Calypso mango commercialisation. That was 10 years ago. I am now part of the mango marketing team and have spent the season on the road, meeting our retail customers and creating demand in the marketplace for our fruit.

So in fact – we are partners. That's the way we look at our relationship. And we are going to be partners for quite a while.

Well before Timbercorp or you as investors were involved, we made a decision as a family, and as a business, to change the Australian mango industry. We had access to, and ownership of, a new variety that was significantly different to all others that were under production.

This gave us a point of difference.

It didn't change the fact that we were always going to be at the whim of Mother nature, that we had to work within the realms of one of the most competitive markets and that this was a long term, very long term, project.

Growing conditions in 2009 have meant that the industry has had reduced yield and increased fruit drop. This has resulted in less fruit than forecasted and much smaller fruit than is usually marketed. Changing the expectation of retailers in terms of fruit size is no mean feat. This experience has been widespread across the mango industry and not just limited to Calypso mangoes.

We have harvested from one orchard for the very first time, and from three others for only the second year. While we picked the number of pieces of fruit that we anticipated, this fruit was 25% smaller in weight.

This year, our family has invested \$7m in our people, farm equipment, pick and pack infrastructure and supply chain. We continued to pay our people while the future of the projects was uncertain. We made sure we did everything we could in order to have a crop to harvest.

The confidence we have in this project and in the Calypso mango is unquestionable. We've bet everything on this being a success. We're building a business – not for this generation – but for the next one and the one after that.

So 'partner' – I look forward to providing you with more detail of the 2009 – 2010 mango season and specifics of the results for our mango projects. I also look forward to our partnership continuing next year, and the year after, and the year after that

To assist your consumption of Calypso mangoes this summer, we have enclosed a Cheeky Cutter – designed specifically to take as much flesh from our mangoes as is possible! (The seeds of other varieties are too big for this little gem to work!) We also wanted to share some of this season's mango memories – I encourage you to take the time to view the Calypso mango DVD – your trees are the stars of the show!

Merry mango Christmas to you and your loved ones. We can highly recommend a slice of Calypso mango in your Christmas champagne and with fresh prawns in a crisp, cool salad on Boxing Day. May your Christmas be filled with many mango memories, good cheer and safe travels.

Felicity

Felicity Robson
Calypso mango lover and investor

PS - You can find Calypso Mangoes in these stores ... and ask your favourite green grocer if they haven't got them in stock!





Year to Date Results

2005 Project

Gross Yield

Forecast 1,275 kg

Actual 1,096 kg

1st grade packout

Forecast 82.4%

Actual 85.8%

2nd grade packout

Forecast 8.5%

Actual 3.7%

Processing/waste

Forecast 9.1%

Actual 10.5%

Price per kg

Forecast \$3.85

Actual \$3.75

2006 Project

Gross Yield

Forecast 785 kg

Actual 653 kg

1st grade packout

Forecast 76.3%

Actual 76.4%

2nd grade packout

Forecast 12.5%

Actual 2.1%

Processing/waste

Forecast 11.3%

Actual 21.5%

Price per kg

Forecast \$3.80

Actual \$3.55

Northern Territory Season comes to a close

All harvest and packing activities in the Northern Territory were completed in the last week of November.

Picking is underway at Dimbulah in north Queensland and, due to slower than expected maturity, should continue through to early January. Dimbulah fruit can be distinguished by its very deep pink blush – even more so than earlier season Calypso mangoes. This fruit will be in the marketplace until mid January.

Year to date results for yield, pack out and price are now available. These are interim numbers, designed to inform you of season progress to date.

It is important to understand broader environmental factors that have impacted the whole mango industry in the Northern Territory this season. Hotter than average temperatures resulted in a greater percentage of fruit drop. Total volume was slightly more than in 2008, however did not meet the growth expectations forecasted.

You will note that the total yield is 86% (2005) and 83.2% (2006) of forecast. This is the gross harvest result for the Northern Territory farms and is unfavourable to forecast due to the size of fruit harvested.

It is pleasing to note that the percentage of first grade pack out exceeded 2005 forecast at 85.8% and met with our 2006 forecast expectation at 76.4%.

6,255,884 pieces of fruit were harvested and packed from the Katherine and Mataranka farms this season, an increase from 3,322,267 last year.

Whilst the fruit count was in line with forecast, the yield was adversely affected by the weight (size) of fruit, decreasing from an average of 392 grams to 328 grams. Forecast would have been achieved had fruit size been the same as last year.

Fruit size is mostly affected by temperature at flowering and fruit set. The conditions this year have influenced this, particularly the fluctuations between heat and cold in later winter and early spring. Age of trees also has an impact on fruit size. The younger the tree, the smaller the average size of fruit.

As you would be aware, the mango project is still in its infancy. One Katherine orchard was harvested for the first time this year, while Mataranka and Dimbulah are in the second year. As these orchards mature, so too will the size of the fruit increase.

Final results will be available at the end of the total mango season.

Despite harvest and packing being over, work does not cease on farms.

Before the wet season hits in earnest, pruning and farm maintenance must be completed. This mango farming is truly a year round operation. More than 400 inches of rain will fall on the farms throughout the wet and our teams are now working hard to ensure everything is in order before the deluge.

