

Wools of New Zealand Shareholder Communication No. 13
13 September 2013

From the CEO

It's been a difficult week for farmers, particularly those in Canterbury who were hit hardest by high winds, power outages, equipment being blown over and trees knocked down. On the positive side, it again reinforces the value of having strong local communities and agencies like Federated Farmers and others who are able to get help where it is needed most.

By now you should have received an invitation to attend one of a number of roadshow presentations being held from 23 September over a two week period. If you haven't yet received the invitation the venues and dates are listed below. I would urge you to attend.

To confirm your attendance at any of the presentations contact Angela Waghorn via email on angela.waghorn@woolsnz.com or phone 0800 OURWOOL (0800 687 9665).

Ross Townshend, CEO, Wools of New Zealand

New Zealand wool rug set to enter record books

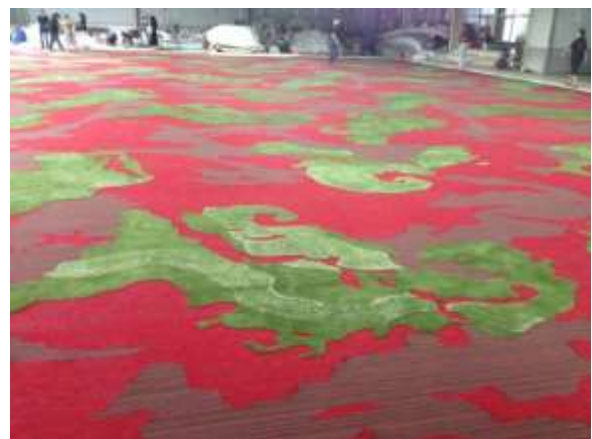
A giant 1,018 metre square rug made with more than 3,000 kilograms of pure New Zealand wool is headed for the Guinness Book of Records as the largest single piece rug ever made.

The rug, made by the Beijing Jin Baohua Carpet Manufacturing company for Beijing's new International Convention Centre, will be one of the centrepieces for the 2014 APEC conference to be held in Beijing in November 2014.

Aside from its sheer size (it holds the equivalent raw wool of between 800-1,000 ewes) the hand tufted rug was produced without joints and transported and installed as one complete piece, taking a team of 100 workers two months to complete.

Stephen Tan, Manager of Wools of New Zealand's Beijing office and a judge for the record book attempt, says, "the rug showcases a traditional cultural background, giving expression to human peace and harmonious development. New Zealand wool is the obvious choice, given its quality characteristics and consistency, making it perfect for deep dyeing and vibrant colour display."

As for who holds the current record? That would also be Beijing Jin Baohua Carpets, for a 729 metre square rug it manufactured in May 2009 – hand woven from New Zealand wool.



Auction Results

New Zealand Wool Services International reported the following from this week's wool sale:

The 9,100 bales of South Island wool on offer this week saw a 91% clearance with mainly 29 micron and finer wools making up most of the unsold portion.

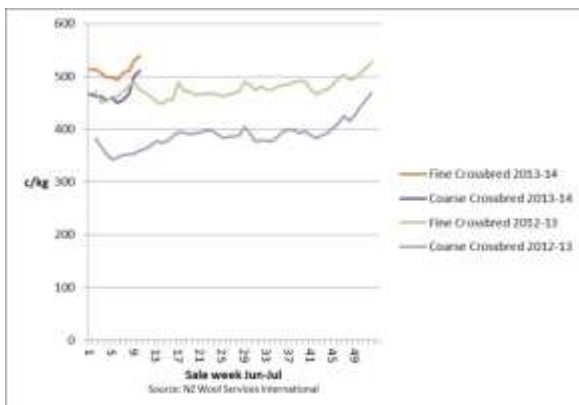
Compared to the sale on 29th August, Merino Fleece 17 to 19 microns were 4 -9% dearer with 20 to 23 microns 2-4% firmer.

Mid Micron Fleece 24 to 26 microns were up 2-4% with 26.5 to 31.5 microns firm to 1% dearer. Compared to the North Island sale on 5th September, Fine Crossbred Fleece and Shears was firm to 4% stronger while Coarse Crossbred Fleece lifted 3-4%.

Long Oddments remained firm with shorter types up to 2.5% dearer.

Next sale on 19th September comprises approximately 7,100 bales from the North Island.

(Reproduced with permission).



Roadshow Schedule

| NORTH ISLAND | | |
|--------------------------------|--|----------|
| Monday, 23 September | St John Ambulance Station, 98a Rodney Street, Wellsford | 11:00 am |
| | Riverside of Cambridge, 7 Williamson Street, Cambridge | 5:00 pm |
| Tuesday, 24 September | Millennium Hotel, Cnr Eruera and Hinemaru Street, Rotorua | 11:00 am |
| | Central Park Motor Inn, 5/7 Maata Street, Taumarunui | 5:00 pm |
| Wednesday, 25 September | Shakee Pear Café, Pioneer Village, 3912 Mountain Road, Stratford | 11:00 am |
| | Huntermville Town Hall, Bruce Street, Huntermville | 5:00 pm |
| Thursday, 26 September | Hawke's Bay Opera House, 101 Hastings Street South, Hastings | 11:00 am |
| | Gisborne Conference Centre, 6 Reads Quay, Gisborne | 5:00 pm |
| Friday, 27 September | Copthorne Solway Park, High Street, Masterton | 5:00 pm |

| SOUTH ISLAND | | |
|-----------------------------|--|----------|
| Monday, 30 September | Mossburn Railway Hotel, 16 York Street, Mossburn | 11:00 am |
| | Heartland Hotel Croydon, 100 Waimea Street, Gore | 5:00 pm |
| Tuesday, 1 October | Outram Hotel, 23 Holyhead Street, Outram | 11:00 am |
| | Kingsgate Hotel Brydone, 115 Thames Street, Oamaru | 5:00 pm |
| Wednesday, 2 October | Poplars, 891 Pleasant Point Highway, Pleasant Point | 11:00 am |
| | Russley Golf Club, 428 Memorial Avenue, Christchurch | 5:00 pm |
| Thursday, 3 October | Tapawera Hotel, 84 Main Road, Tapawera | 11:00 am |
| | Woodbourne Tavern, 78 High Street, Renwick | 5:00 pm |

Contact Us

As always, please feel free to contact us if you wish to discuss anything.

Telephone: 0800 OURWOOL
0800 687 9665
Email: ask@ourwool.co.nz