

29 January 2016

## Strong Uptake in Share Scheme for Honey Suppliers

Comvita Limited (NZX: CVT) announced in February 2015 that it was commencing a share scheme to reward its largest and most loyal honey suppliers who committed to long term supply agreements. In May 2015 Comvita announced that it was introducing a separate, but similar scheme to recognise and reward the former suppliers of New Zealand Honey Producers Co-Operative Limited who transitioned their honey supply to Comvita on an exclusive basis.

In accordance with the rules of the respective Schemes, today Comvita has transferred 346,957 shares from Comvita Treasury Stock to the Trustee of the Schemes at a value of \$8.55 per share. Approximately 76,000 of these shares will be released to the 62 beekeeper members for the first year of supply in accordance with the terms of the respective Schemes. The balance will be released from the Trustee to the beekeepers when they fulfil their contract supply obligations over the next two years.

Comvita CEO Scott Coulter said, "Both Schemes were well received by the beekeeping supply community and the uptake from those suppliers invited to participate in the Schemes has been strong. As such, the total number of suppliers and total volume of honey to be supplied under the Schemes has surpassed our targets."

The Schemes will progressively reward those beekeepers who identified the value in establishing a long term supply partnership with Comvita, in the form of shares. Through this innovative approach, these honey suppliers are able to participate in the value-add that Comvita can bring to raw honey and the resulting profitability of Comvita through dividend flow and capital appreciation of Comvita shares.

The success of the two Schemes has demonstrated that a growing number of New Zealand beekeepers are seeking longer term surety on price and customer demand when selling their crop. They see the benefits to themselves, the industry and customers when supply commitments are formalised under long term contracts. The Schemes will serve as a strong foundation for the supply model and collaborative approach that Comvita will continue to operate into the future.

**Ends**

### For further information:

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### About Comvita ([www.comvita.co.nz](http://www.comvita.co.nz))

Comvita (NZX:CVT) is a global natural health company committed to the development of innovative products, backed by ongoing investment in scientific research. We are the world leaders in Manuka (*leptospermum*) honey and fresh-picked Olive Leaf Extract, which are at the core of the Comvita product range.

We have approximately 50% of honey supply under direct ownership or control, with the balance of supply from long term contractual and partnership arrangements. Comvita pioneered the development and use of medical grade Manuka honey and was the first to receive FDA approval (2007). We partner with US wound care company Derma Sciences, Inc. (NASDAQ:DSCI), the global licensee for Medihoney® specialist wound care products, which are used in hospitals and medical centres around the world. Comvita's freshly picked Olive Leaf Extract is grown, harvested, extracted and bottled at the world's largest specialised olive leaf grove, with over one million olive trees.

Comvita sells into more than 18 countries through a network of our own branded retail locations, online (seven country specific e-commerce websites) and third-party outlets. We have over 500 staff located in New Zealand, Australia, Hong Kong, Japan, South Korea, the United Kingdom and the USA.

### COMVITA LIMITED

29 January 2016

## Announcement to NZX

346,957 ordinary shares transferred to Custodial Services Limited as Trustee of the Comvita Supplier Partnership Group Share scheme and the Loyalty Share Scheme for Former Co-op Members

**We hereby advise the NZX in accordance with Main Board Listing Rule 7.12.1 that Comvita Limited (“CVT”) has issued securities, the details of which are as follows:**

- (a) Class of Security and ISIN: Ordinary Shares NZCVTE000157;
- (b) the number issued, acquired, or redeemed: 346,957 transferred from Treasury Stock;
- (c) the nominal value (if any) and issue price, acquisition price or redemption price: \$8.55;
- (d) whether payment was in cash: Non cash consideration;
- (e) any amount paid up (if not in full): Not applicable;
- (f) the principal terms of the Securities (other than for Quoted Securities): Not applicable;
- (g) the percentage of the total Class of Securities issued, acquired or redeemed: 0.8694% of issued Ordinary Shares
- (h) the reason for the issue, acquisition or redemption: Transferred from Treasury Stock as partial consideration for forecast supply of honey over a 3 year period;
- (i) the specific authority for the issue, acquisition or redemption (if any): Directors Resolution;
- (j) any terms or details of the issue, acquisition or redemption (such as an escrow provision): Transfer of Treasury Stock to the Trustee. The shares are to be held in escrow and released annually over a 3 year period pursuant to the terms of the Escrow Agreements relating to the Loyalty Share Scheme for Former Co-op Members dated 12 May 2015 and Comvita Supplier Partnership Group Share Scheme dated 24 February 2015;
- (k) the total number of Securities of the Class in existence after the issue, acquisition or redemption: Quoted Ordinary Shares remain unchanged at 39,905,931;
- (l) in the case of an acquisition of shares by an Issuer which is a company registered under the Companies Act 1993, whether those shares are to be held as Treasury Stock: Not applicable; and
- (m) the date of issue, acquisition or redemption: 29 January 2016.