



P5: FROM THE MARKETS



P6: ZESPRI IN THE COMMUNITY

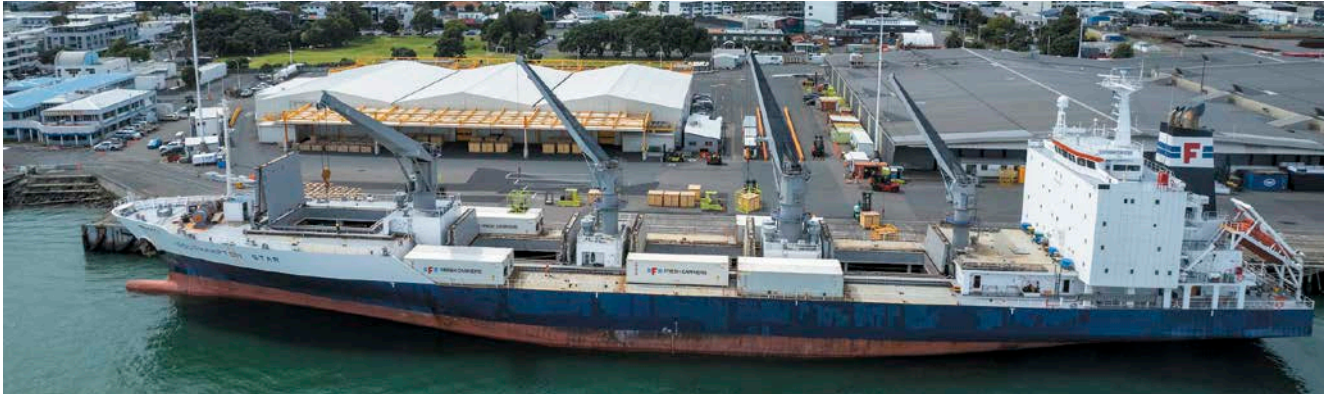


P11: THE MONTH AHEAD – APRIL



P14: FROM THE FIELD

FIRST SHIP SETS SAIL



The Southampton Star at the Port of Tauranga.

The first shipment of the 2023 New Zealand kiwifruit season departed the Port of Tauranga in March, carrying around 2,500 tonnes (more than 600,000 trays) of Zespri SunGold Kiwifruit to customers in Japan.

The Southampton Star is expected to reach Tokyo in early April before sailing onto Kobe and is the first of 53 charter vessels Zespri will use this season to deliver around 145 million trays of Zespri Green, Zespri SunGold and Zespri RubyRed Kiwifruit to more than 50 countries.

Charter vessels will be responsible for delivering around 72 million trays of this season's New Zealand-grown fruit to Zespri's global consumers. This season's charter programme will include three services to Northern Europe, seven to the Mediterranean, two to North America's West Coast, and 41 to Asia, with a further 73 million trays to be shipped using container services.

Zespri Acting Chief Global Supply Officer Jason Te Brake says that after a really challenging 2022 and a tough start to 2023 given adverse weather events including Cyclone Gabrielle's

impact in Hawke's Bay and Gisborne, the start of the new season represented a reset for the industry.

"Demand for our fruit remains strong, and with this season's harvest ramping up over the coming weeks, we'll soon move into mainpack where the bulk of our fruit is harvested," says Jason.

"It's a proud moment seeing the first ship taking our fruit to customers and consumers but especially this year given it's been such a challenging start to the year for some of our growers."

Lower fruit volumes and having more labour available this season provides an opportunity for the industry to focus on improving fruit quality, which will play a key role in returning more value to growers and communities.

Zespri's supply chain team are monitoring maturity and submit closely. While there has been a delay in fruit maturity, it is now moving and we are working to ensure we have the tactical commercial incentives in place for growers to harvest and

pack volumes as they clear, to meet early demand and kick off the season.

"The industry's Quality Action Plan was launched in October last year and has seen significant collaboration throughout the entire industry to ensure we deliver great quality fruit for our customers and consumers in the 2023 season, as well as in the years ahead," says Jason.

"That starts with ensuring that we're doing everything we can to have a great harvest and looking after the fruit throughout the supply chain.

"There's already been some good work undertaken across the industry as part of the Quality Action Plan, and that will continue to be our focus as harvest continues over the coming months."

One of the key principles within the Quality Action Plan is assessing fruit flow decision-making from end-to-end, and that includes looking at how Zespri can optimise its shipping programme to ensure it was helping deliver consistently good-quality fruit to consumers in offshore markets.

"While COVID-19 caused significant shipping disruption in recent years, we're expecting a more stable shipping environment this season, with better transit times delivering fruit to markets," says Jason.

"With our first charter vessel now on the way to market, we're looking forward to our shipping programme ramping up in the weeks ahead and continuing to work with our shipping partners to provide consistently high-quality Zespri Kiwifruit for our customers and consumers to enjoy this season."



Zespri Kiwifruit being loaded on board the Southampton Star. Photos by Jamie Troughton, Dscribe Media.

2023 SEASON AND OGR GUIDANCE UPDATE

In the latest Chairman's Update, the Zespri Board acknowledged the challenging start to the year the industry has faced given the impact of adverse weather events such as Cyclone Gabrielle, inflation and rising costs, and reduced 2022 season OGRs.

"We're expecting a positive start to the 2023 season with our first charter vessel carrying the first of this season's Zespri SunGold Kiwifruit currently en route to Japan," says Zespri Chairman, Bruce Cameron.

"With less volume expected this season, the industry has an opportunity to reset so that we are doing everything possible to once again deliver consistently high quality fruit to our markets, including in the years ahead when we expect volumes to increase."

The Board acknowledges the efforts being made right across the industry including from growers, post-harvest operators, and within Zespri to address fruit quality as part of the industry Quality Action Plan (refer to the update on page 2). This work is critical to reducing quality costs and maximising the value Zespri can return to growers and our communities.

2023 OGR Guidance

The Zespri Board of Directors has recently released guidance on 2023 season OGRs.

"The Board also recognises the importance of providing the industry with early guidance on grower returns this season, particularly after a challenging 2022 season," says Bruce.

Growers should note that the guidance range outlined here is based on an estimated Class 1 crop of around 145 million trays this season. The 2023 per tray OGR indications are above 2022 season returns, with the upside of the ranges reflecting the investment we're continuing to make to help build strong market demand, improved market returns, as well as expected improvements in fruit quality driven by the work being undertaken across the industry as part of the Quality Action Plan.

The downside in the forecast reflects the potential for ongoing costs associated with quality, as well as inflationary pressures – both onshore and in-market.

There also remains some uncertainty on the overall crop and orchard yields for the coming season given recent weather challenges, including the impact of frost and other climate impacts. There is a likelihood for many growers that actual OGR per hectare results will be well outside the estimated published ranges, particularly for impacted growers and Zespri RubyRed Kiwifruit growers with a wide variety of orchards at varying levels of vine maturity.

As this season's fruit volumes and quality is better understood, further updates will be provided regarding OGRs, the initial 2023/24 corporate profit range and dividend estimates.

Pools (Fruit categories)	2023/24 March OGR Guidance (Per Tray)	2022/23 February Forecast (Per Tray)	2023/24 March OGR Guidance (Per Ha)	2022/23 February Forecast (Per Ha)
Zespri Green	\$6.50-\$8.50	\$5.55	\$52,000-\$68,000	\$55,395
Zespri Organic Green	\$9.00-\$11.00	\$8.04	\$51,000-\$63,000	\$56,398
Zespri SunGold Kiwifruit	\$10.50-\$12.50	\$9.79	\$124,000-\$148,000	\$134,962
Zespri Organic SunGold Kiwifruit	\$11.00-\$13.50	\$11.58	\$94,000-\$116,000	\$125,909
Zespri Green14	\$7.50-\$10.00	\$6.31	\$34,000-\$46,000	\$38,366
Zespri RubyRed Kiwifruit	\$17.00-\$20.00	\$21.99	\$27,000-\$31,000	\$41,543

Note: OGR per hectare ranges are industry averages, based on current producing hectares and associated average yields data and may change significantly once crop volumes and producing orchard data is finalised. Per hectare results this season will vary across growers due to the impact of weather events.



DAN'S VIEW

Update from the CEO

Hi everyone,

After a really challenging start to the year, it's been great to see our first charter vessels departing this month, signalling the start of what we hope will be a successful 2023 New Zealand kiwifruit season.

It's clearly been a tough period for growers, particularly those affected by Cyclone Gabrielle, with rising costs and lower returns in 2022 and we know that we're facing a difficult season ahead. However, we are continuing to invest in building demand for our fruit to enable our sales and market programmes to deliver greater returns in 2023.

With less volume this season, we also have an opportunity to reset our industry so that we can deliver consistently high quality fruit to our markets not only this season, but in the years ahead when we expect volumes to increase again.

There's already some great work that's taking place among growers, post-harvest and right throughout the supply chain, to ensure that fruit quality improves this season as part of the industry Quality Action Plan.

This has included significant industry discussion about good picking practices, an increased onshore quality assurance presence checking fruit throughout the packing process, and scoping how we can best report on fruit quality performance throughout the season which we know growers have a keen interest in.

With our 2023 season now underway, this month the Board released their latest guidance on OGRs, which are up on our 2022 season returns.

The downside of these ranges reflect the continued challenges we face around inflation and ongoing costs associated with fruit quality, while the upside reflects improved pricing we're expecting from reduced volumes, as well as improved quality.

With lower yields this year, we know this is likely to be another challenging season, but the guidance range does signal the opportunity we have to once again lift returns across our categories if we can get things right.

This was a key topic of conversation at our latest grower roadshows which wrapped up this month. We've had great engagement this year as we've talked through the challenges we're facing and our plans to manage these, and we always appreciate being able to have these discussions face-to-face with you, particularly at such a busy time of the year.

Over the next few weeks, I'll be spending time in some of our key markets ahead of the season's launch, so will look forward to bringing you the latest update on our sales and marketing programmes in future updates.

All the best for the remainder of this season's harvest.

Dan



QUALITY ACTION PLAN UPDATE

The Quality Action Plan is now in implementation for 2023. Key activities undertaken during March 2023 include:

- ✓ Harvest contractor events were held in March promoting harvesting for fruit quality and good picking practices.
- ✓ A harvest information pack has been sent to each harvest contractor, including copies of recent fruit quality focused *Kiwifruit Journal* articles, copies of a harvest contractor specific good picking practices resource, and copies of the QR codes for easy access to quick harvesting and training videos.
- ✓ Orchard and post-harvest resources continue to be added to the Quality Hub on Canopy (Canopy > Kiwifruit Supply Chain > Quality Hub).
- ✓ Zespri has increased its quality assurance presence during the commencement of packing, performing packing audits, unannounced audits, night-shift audits and Export Consignment Product Inspections (ECPI).
- ✓ The risk-based approach to ECPI audits has been implemented from the end of March whereby facilities assessed as higher risk based on a combination of previous and current year in-market performance and current year ECPI results have a higher proportion of ECPI audits undertaken.
- ✓ Standardised ECPI sample size of 300 fruit has been implemented for charter and container audits.
- ✓ Work has commenced on defining requirements for improving grower reporting of fruit quality information for both onshore and in-market fruit quality.

As work progresses on our industry's Quality Action Plan, we'll continue to keep growers and industry updated — stay tuned for further updates in the April 2023 issue of *Kiwiflier*.

CYCLONE GABRIELLE UPDATE

The Zespri Board has approved a significant humanitarian contribution to go towards Cyclone Gabrielle relief efforts.

Zespri is donating up to \$250,000, with \$100,000 to the Kiwifruit Growers Relief Fund and up to \$150,000 to the New Zealand Red Cross.

The Kiwifruit Growers Relief Fund is set up to support growers whose orchards have been damaged by natural disasters and to relieve poverty for people in need who are

associated with our industry. The Red Cross's campaign is to be there for people impacted by the cyclone, with vital emergency assistance and practical help for people forced to leave their homes. Their work also involves being ready to provide assistance for the next emergency we face.

The Board also approved a matched funding campaign for staff to contribute to, where Zespri will dollar match up to \$10,000 for any money raised by Zespri people.

From our Grower Liaison Managers on the ground:

"On arrival in Hawke's Bay, we could see the damage caused by Cyclone Gabrielle was incredibly widespread. With only a handful of orchards left untouched, the rest of the orchards ranged from low level flooding, to flood waters at a height of 2.5 metres to three metres. Most of the damage came from burst riverbanks and an extreme amount of debris which flowed down from the native bush and forestry. This also caused silt to build up under the canopies which is detrimental to the vines, and if not removed in sufficient time, can suffocate the plants.

"We're grateful for the continued collaboration and support on the ground with Zespri, post-harvest, and growers working together.

"Our huge appreciation also goes out to all growers from around New Zealand for their offers of help with machinery and manpower to help growers in Hawke's Bay — it's humbling to see, during emergencies and disasters especially, how Zespri growers show support for each other."



NZKGI grower representative for Hawke's Bay and the lower North Island, Gary Davies; and Zespri Global Trials and Data Insights Manager, Sonia Whiteman in a flood-affected orchard.



Left to right: Boris Kristofic, Orchard Manager; Farzana Adams, Zespri Head of Global Quality and Technical; and Alan Kale, Eastpack Client Services Manager — Hawke's Bay.

LICENCE ALLOCATION 2023

LICENCE AUCTIONS: *Frequently Asked Questions*

Applications for approval to bid in the 2023 licence allocations closed on 17 March 2023.

For information and videos about the key concepts about the new auctions you can refer to previous *Kiwiflier* articles, or the licence release page on canopy: [Canopy > Growing Kiwifruit > Zespri™ Variety Licences > Licence Release](#).

Below are some common FAQs for registered bidders.



Caution for bidders who have registered for both Zespri SunGold Kiwifruit auctions:

Some bidders have registered to participate in both the Zespri SunGold Kiwifruit auctions ('to hedge their bets' if they don't succeed in the restricted auction), but it is each bidder's responsibility to ensure they don't succeed for more area than they intend by winning area in both auctions. One example, if you are using pre-set bids, is to ensure you remove your pre-set bid in the unrestricted Zespri SunGold Kiwifruit auction, if you have succeeded for that block in the first Zespri Restricted SunGold Kiwifruit auction. There is no automatic netting off of bids across the auctions.

Where can I find instructional videos and more information on practice auctions?

On the Licence Release page on Canopy, there are three videos and a practical tips document. The videos and the practical tip document are designed to be a 'bundle' to familiarise bidders with everything they need to know to confidently participate in the auctions.

Practice auctions will also be run to allow bidders a chance to use the software before the real auctions. The practice auctions will be run on the actual software being used for the real auctions. Every approved bidder will receive information about their practice auction times and logging into the practice auctions.

Should I pre-set bid or live bid? Is it an either/or decision?

One of the limitations of the software is that selecting a pre-set or live bid is an either/or decision. Pre-set bidders cannot re-join the auction as a live bidder if their pre-set bid maximums are exceeded.

Pre-set bids can be made by:

- Requesting Cooney Lees Morgan to submit a pre-set bid on your behalf (available until 21 April 2023 and only using the forms that have been sent to registered bidders via the approval to bid email notification)
- Submit a pre-set bid in the software yourself (option available right up to the start of the relevant auction).

Refer to the January issue of *Kiwiflier* for detail on the pros and cons of pre-set bidding.

Can Zespri see pre-set bids?

Pre-set bids will not be visible to Zespri staff or directors. This is because pre-set bids in aggregate can give a view of market demand before and during the auction.

Visibility of aggregated pre-set bid information will be limited to NERA and Optimal Auctions staff (our auction manager and software provider). This is to avoid any potential conflict and to eliminate the risk of accidentally disclosing market demand information to other bidders.

Cooney Lees Morgan will be entering pre-set bids for some individual bidders, but will also not have access to view pre-set bids in aggregate for the auction.

Do bidders need special software?

Bidders do not need to install software. The auction software runs on a standard web browser. It is strongly recommended that bidders update their browser to the latest version before the auctions start to ensure the software runs optimally and to join a practice auction.

Where can I find updated Zespri RubyRed Kiwifruit (Red19) information?

Zespri has recently released an addendum to the 2022 Red19 New Varieties Information Guide (known as the RVIG). This includes information on 2023 harvest packout and yields.

The RVIG and the addendum are available on the licence release page on Canopy: [Canopy > Growing Kiwifruit > Zespri™ Variety Licences > Licence Release](#)

How much time should I allow to participate in each auction?

Each auction will be completed within a day. The number of rounds will depend on how oversubscribed the auction is and the size of the price increments. The first round will be 30 minutes (for bidding), then 30 minutes combined for the calculating and reporting phase. Subsequent rounds will be slightly shorter. The reason for quite long early rounds is to address any issues bidders may have with the technology when the auction begins and to provide support so they can enter their bids before a round finishes.

How will the price increments between rounds be decided?

Price increments will not be published prior to the auction starting. The price changes between rounds will be driven by the amount of oversubscription in each round. If a round is highly oversubscribed the price increment will be more than rounds where the oversubscription is less. Typically, you should expect the price changes to get smaller and smaller as the auction progresses. Our auction manager (economic consultancy, NERA) will make recommendations on the price increments during the auction.

Do you wish to purchase Zespri Licence privately?

Did you know, there is a platform on the Canopy website called "Licence Trading Board" that brings buyers and sellers of privately traded licence together? See here: [Canopy > Growing Kiwifruit > Zespri™ Variety Licences > Licence Trading](#)

This is a trading board of growers who wish to sell licence, the amount they wish to sell and the contact details of the sellers. Those who wish to purchase licence can also post their details on this site of how much licence they would be keen to acquire.

2023 LICENCE RELEASE TIMELINE



8 March – 6 April | Evaluation Panel rules on validity of all pre-approvals; successful applications are given approval to bid.



ZESPRI RUBYRED KIWIFRUIT AUCTION



Successful applicants start to receive their auction entry details and Zespri will separately notify of practice auction dates.



RESTRICTED ZESPRI SUNGOLD KIWIFRUIT (HAYWARD/GREEN14 CUTOVER) AUCTION



Practice auctions.



UNRESTRICTED ZESPRI SUNGOLD KIWIFRUIT AUCTION

Note, if a bidder is entering their own pre-set bids in the auction software, these need to be entered before the start of the auction that the pre-set bids relate to (9am on the relevant day).



Deadline for submitting manual Pre-set bid instructions by successful applicants (who require assistance by Cooney Lees Morgan).

UP TO THE START OF AUCTIONS:

Bidders can submit/delete/change their own pre-set bid at any time up to the start of the relevant auction (pre-set bidders cannot bid live in the auctions).



2023 SEASON SUBMIT RATES

Zespri has undertaken a review of the level of submit payments to ensure that the value paid in submit remains relevant to growers with regards to harvest and packing costs, as a proportion of the Total Fruit and Service Payments that Zespri pays each season, and as part of efforts to assist grower cashflow.

This review considered current and historic harvest and base packing costs, submit as a proportion of Total Fruit and Service Payments over time, timing of cash receipts from customers versus timing of cash paid for Total Fruit and Service Payments, Zespri's seasonal borrowing, and potential borrowing capacity.

As a result, the Industry Advisory Council (IAC) have approved the following Class 1 submit rates, effective from the 2023 season:

- Zespri Green Kiwifruit (excluding size 42) and Zespri Organic Green Kiwifruit (all sizes) submit rate of \$2.75 per tray (+\$0.30 per tray).
- Conventional Zespri Green Kiwifruit size 42 submit rate of \$2.55 per tray (+\$0.30 per tray).
- Zespri SunGold Kiwifruit and Zespri Organic SunGold Kiwifruit submit rate of \$3.60 per tray (+\$0.30 per tray).

- Green14 submit rate of \$2.95 per tray (+\$0.15 per tray).
- Zespri RubyRed Kiwifruit submit rate of \$3.60 (+\$0.30 per tray).

It was initially communicated in the Chairman's Update in February that the intention was to increase Green and Organic Green Submit payments by \$0.25 per tray. Subsequent to that Board meeting, Zespri reviewed the analysis as a result of more up-to-date information becoming available on 2022 and 2023 season costs. As a result, the submit rate for Green and Organic Green has been revised to an increase of \$0.30 per tray.

The increased submit payments will be deducted from fruit value, such that the amount available to pay out as progress payments will be decreased by the value of the increase in submit payments.

To the extent that a submit payment (Standard Advance Payment under the 2023 Supply Agreement) has been made prior to the amendment, an additional payment will be made to account for the increase in submit rates on or before 31 March 2023.

UNAUTHORISED CHINA GOLD3 PLANTINGS UPDATE

Zespri has been continuing its efforts to assess the extent of unauthorised Gold3 plantings in China following the latest grafting window.

Our most recent assessment indicates that there are now around 7,850 total hectares of unauthorised Gold3 plantings in China. New plantings in the Sichuan Province appear to have slowed with less successful local growers switching to other varieties or land uses, although overall production is increasing as more of the plantings reach maturity.

Our previous estimate last August indicated there were around 7,000 total hectares of unauthorised Gold3 plantings in total.

Zespri will continue to monitor the situation closely as we consider our next steps, including potential local legal action, and keep the industry updated.

NEW DATES FOR HI-CANE HEARINGS

The EPA this month announced the public hearings on its proposal to ban hydrogen cyanamide (often known by the brand name, Hi-Cane), will now be held from 3 to 7 July 2023.

NZKGI has requested the EPA move the hearing from the busy time in July to November which will allow for experts to be available and additional evidence to be provided to support retaining Hi-Cane. We'll keep industry updated through all the usual channels.

The hearings were postponed from 6 to 10 March last month because of the EPA's concern that Cyclone Gabrielle would mean some submitters may not be able to take part in the hearings.

The new deadline for submitters to file their responses to the EPA's updated documents is 12 June.

Zespri's position is that we oppose the EPA's proposed Hi-Cane ban on the grounds that it has overstated the risks of its use and significantly understated the benefits.

We support maintaining Hi-Cane use with amended controls and we're preparing a strong case to argue this on behalf of the industry, working closely with our industry partners. We'll keep industry updated through all the usual channels.

MKGI COLLABORATIVE PARTNERSHIP LAUNCHED



Māori Kiwifruit Growers Incorporated (MKGI) recently celebrated the launch of a new Collaborative Marketing partnership to take Zespri branded kiwifruit to Hawaii.

Collaborative marketing is overseen by the industry regulator Kiwifruit New Zealand (KNZ) as a means of helping the New Zealand kiwifruit industry develop new markets. Under industry regulations, as part of its review process, KNZ considers whether proposed collaborative marketing initiatives will increase the wealth of all New Zealand kiwifruit producers.

To date, Hawaii has been a relatively underdeveloped market, with sales of around 80,000 trays of Zespri Green and Zespri SunGold Kiwifruit a year.

"MKGI is excited to partner with Zespri and utilise Collaborative Marketing as a mechanism to enter the export sector providing benefits to all growers and to explore the end-to-end Māori provenance story," says MKGI chairman, Anaru Timutimu.

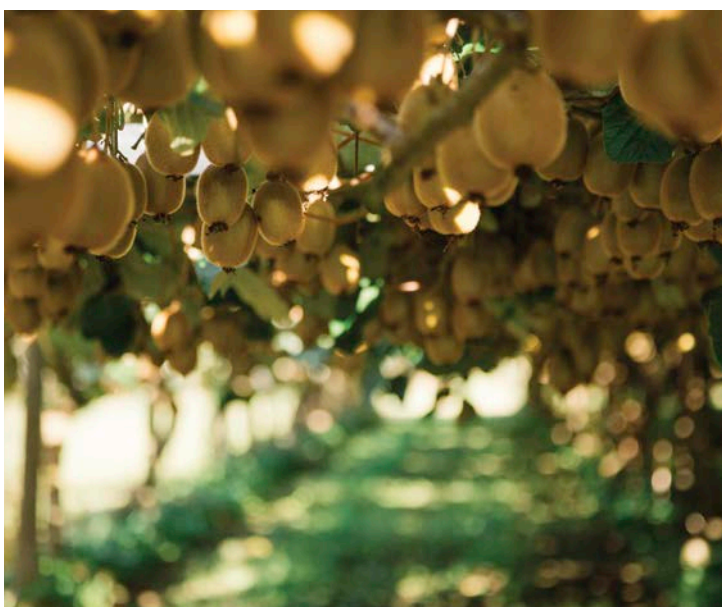
To mark the new partnership, MKGI held an event at Zespri's headquarters in Mount Maunganui which was attended by growers, Zespri representatives - including Board Grower Director Craig Thompson, CEO Dan Mathieson (online), and Head of Māori Alliances Kiriwaitangi Rei, NZKGI's Colin Bond, and Kiwifruit New Zealand's CEO Geoff Morgan.

The 2023 season transitional pilot programme will see MKGI supply kiwifruit directly to Zespri's longstanding distribution partner Fresh Aloha Direct. It reflects the effort being undertaken within Zespri to support Māori grower aspirations and to build a more successful, resilient, connected, innovative and diverse industry for all growers.

Zespri is currently involved in around 23 collaborative marketing programmes, working with 15 other companies to export New Zealand grown kiwifruit to a range of markets around the world. The MKGI programme will be reviewed by KNZ annually.



The MKGI Collaborative Marketing partnership launch at Zespri.





ZESPRI IN THE COMMUNITY

Showing appreciation in Parliament

In March, representatives from the kiwifruit industry travelled to Wellington to meet with senior Ministers, Members of Parliament, ambassadors and government officials.

The focus of discussions were the challenges the industry is facing, including the labour shortage, rapid regulatory change, cost inflation and the weather, including the impact of Cyclone Gabrielle.

We also talked about the opportunity in the market if we can overcome those challenges, as well as ways the government can support growers and the industry's ability to grow to meet that demand. The government acknowledged the challenges and noted the industry's resilience and approach to addressing issues and creating value for New Zealand.

We then hosted our annual Parliament Function, where we took the opportunity to thank those in Wellington who continue to support our industry. Around 300 people joined us including Agriculture Minister Damien O'Connor and Prime Minister Chris Hipkins as well as MPs from across Parliament and officials from a range of government departments as well as other key stakeholders.

It has been a challenging period for the industry and Chairman Bruce Cameron called out the huge amount

of work that is being undertaken across the industry to collaborate in a way that allows us to take consistently high-quality Zespri Kiwifruit to the world to maximise the value that's returned to our growers and our communities.



Prime Minister Chris Hipkins, and Minister of Agriculture, Damien O'Connor with representatives from Zespri.



Left to right: Zespri, Head of Global Public Affairs, Michael Fox, Zespri Chairman, Bruce Cameron; Zespri CEO, Dan Mathieson; and Zespri Chief Grower, Sustainability and Industry Officer, Carol Ward.



Left to right: MPs Anahila Kanongata'a-Suisuiki and Tamati Coffey; Minister Damien O'Connor, Kura Benton, Prime Minister Chris Hipkins, Turi Ngatai, and Dan Mathieson.

Launch of Zespri School Fund

Zespri is delighted to open its first-ever dedicated school fund for all school-related sponsorship requests for 2023.

The Zespri School Fund (the Fund) came out of existing community funding and offers a total of \$15,000 worth of uncapped grants to schools and early childhood centres. The Fund has been created with the purpose of giving back to our valued schools, Te Kura and early childhood education providers.

Zespri's purpose is to help people, communities and the environment thrive through the goodness of kiwifruit and the Fund is one way in which we live our purpose.

A significant number of high-quality applications have been received and the Fund has been well over-subscribed. Applications have been assessed based on their alignment with Zespri's three community investment pillars – a happy and healthy community, a skilled and connected industry and a sustainable environment – quality of application and diversity of cause.

We are really happy to announce that 12 grants have been gifted to a wide range of recipients including playcentres, kindergartens, primary schools, intermediate schools and high schools. The diversity of applications was fantastic and causes selected vary from funding a breakfast club for primary-aged tamariki who would otherwise start their day with an empty puku, supporting students heading to the World Robotics Champs and providing wet weather gear for pre-school kids to stop rain being a barrier to their learning.

Congratulations to all successful applicants - we look forward to sharing their stories over the year to come.

2023 Industry Governance Development Programme candidates announced

We're pleased to announce the selection of four exceptional candidates to the 2023 Zespri Industry Governance Development Programme (IGDP). Campbell Wood, Darshan Singh, Moerangi Vercoe, and Monica Roach have all been selected to participate in this year's programme, which is part-funded by Zespri.

The IGDP is designed to give candidates a solid introduction to governance and leadership possibilities, as well as allow them to gain an appreciation of their capacity and potential for future engagement in governance within the industry.

Darshan Singh is Head of Business Development at Seeka, with previous roles at Hume Pack-N-Cool Ltd and Apata.

Campbell Wood has been involved in the kiwifruit industry for over 15 years and is currently Owner-Director of Pivot Horticulture Ltd. Campbell has previously held roles as committee member of BOP Young Fruit Grower of the Year and Chairman of Future Leaders.

Moerangi Vercoe is General Manager at Orea Trust and holds a number of governance positions including Associate Director for Ngāti Whakaue Tribal Lands and Executive Committee Member for Māori Kiwifruit Growers Inc

Monica Roach was recently named as Managing Director of Kiwi Pollen and previously was legal counsel for a number of organisations in both New Zealand and the UK.

The programme will see the four candidates complete a number of components designed to further their governance experience and knowledge. This includes completing the Institute of Directors Company Directors Course, receiving media and leadership training, attending business leader forums and participating in networking opportunities. Participants will also be part of a domestic governance tour, which will see them visiting organisations across New Zealand and gaining access to some of the top leaders within the primary industries.

Michelle Dyer, Zespri Director Remuneration Committee representative, would like to congratulate the four successful applicants.

"We were blown away by the number of applications we received this year, all of which were of an extremely high calibre. The four candidates should be very proud of their selection as it wasn't an easy decision. They come from a diverse range of backgrounds and will bring a breadth of knowledge and experience to the programme. The DRC are looking forward to seeing them progress through the programme over the next 12 months."

Zespri also took the opportunity to host the inaugural IGDP Handover and Alumni Event which was an evening of celebration for both the graduating and incoming cohorts as well as a chance to get the IGDP alumni together for the first time.

Attendees heard from Andre Hickson, Zespri Director Remuneration Committee Chair, Paul Jones, Zespri Deputy Chair and guest speaker Lain Jager on the value of the programme and the importance of good governance for the future of the kiwifruit industry.

The 2022 cohort presented their report findings and reflected on their key takeaways from their time on the programme. The evening was a great success, bringing together IGDP alumni, industry leaders, and supporters of the programme to celebrate the future of governance within kiwifruit.



2023 Industry Governance Development Programme candidates, Campbell Wood; Monica Roach; Moerangi Vercoe; and Darshan Singh.



ZESPRI GLOBAL SUPPLY UPDATE

FOCUS ON PRODUCTIVITY

The development of Zespri SunGold Kiwifruit in Zespri Global Supply (ZGS) regions started in 2011 in Europe and 2014 in Asia, and has taken some time to gain momentum. It has grown from 1,000 hectares in production in 2016, to more than 3,500 hectares last season. All 5,000 approved hectares are expected to be in production by 2026.

As a consequence, many of the orchards are still young. Yields have been increasing, but are unlikely to reach the

levels achieved in New Zealand. With the 2022 Producer Vote decision not to expand hectares planted, the focus on productivity is even more important as ZGS works towards achieving 12-month supply.

The ZGS teams across the four growing countries are working hard to help growers learn how best to grow Zespri SunGold Kiwifruit and to lift productivity.

"Each country has its own unique challenges, which requires unique responses from Zespri to help understand issues and build knowledge," says Nick Kirton, Zespri Executive Officer, Northern Hemisphere Supply.

In future issues of *Kiwiflier*, we will be updating you on the outcomes from these programmes in Europe and Asia.

FRANCE

In France, the Orchard Productivity Centre (OPC) team has set up the "40 tonne club" (equivalent to 11,000 trays/ha) with eight growers and all technicians of Zespri SunGold Kiwifruit suppliers.

The objective is to develop strong connections with influencer growers and get them spreading best orchard practice to other growers.

Growers were chosen either because one of their blocks is already producing around 40 tonnes per hectare or because one of their blocks is really promising (for example, still under establishment).

Since spring 2022, the club has met four times to discuss yield and productivity, impact of the soil, nutrition, and pollination. Between meetings, growers and technicians are continuing the discussions with three separate working groups and reporting back their ideas to the whole team at the following meeting.



ITALY

In Italy, with the support of the four suppliers, the OPC team chose a group of focus growers to support around thinning time last season. In Italy, budbreak is naturally extremely high – from 72 percent in Calabria, to 96 percent in Emilia, Romagna. The work for thinning is huge as the flower load could be up to 150 flower bud/m².

With the help of technicians, growers with low productivity were visited and advised how to reduce the crop load. The suggestion was to start with right number of canes, then, due to labour pressures, the best option is to do shoot thinning. After that, the objective is to get close to the target before flowering by removing lateral flowers and some more extra flower per shoot.

The counting done by the team showed that 74 percent of those growers achieved the target crop load in the weeks after flowering. The remaining blocks had some labour issues and had to delay the work.

This strong support to growers with some issues is effective, especially in order to develop good connection and be able to better understand their challenges. This is helpful to build the best extension programme to deliver high quality fruit to consumers. However, the most important part is to build the trust between growers, supplier orchard technicians and Zespri teams in order to be all engaged in the same direction.



KOREA

The Yield Project in Korea was initially established in 2021 to pinpoint the causes of plateauing and decreasing yields from orchards with more than three years of production.

The team selected five orchards across Jeju where investigation was needed to understand productivity. Being able to work with all the packhouse technicians was also an objective so orchards were chosen from all three packhouses.

During 2022, these orchards were closely monitored and information collected on their fertiliser programme, cropload and canopy management across spring, summer, harvest and winter pruning.

Each visit to the orchard is done with the grower and neighbouring growers to create opportunity for discussion and engagement. Then the team is able to share information and feedback to other growers in Field Days. The purpose of this project is not to be prescriptive to growers on what they should be doing, but to be able to tell the story of potential productivity by showing concrete examples from their neighbours and working together to achieve their objectives.



JAPAN

In Japan, the project works in the same way as in Korea. There are five growers with different levels of experience, orchard sizes, environmental conditions and orchard management practices.

The ZGS team is monitoring the orchards and collecting detailed information about orchard practices. Based on their objectives and own challenges, the team works with the growers to define the plan for the season. As in New Zealand, labour is a key constraint for Japan growers and there is a

focus on how to reduce labour requirements. One suggestion is to focus on simple rules like "keep four flowers per shoot" instead of adapting to shoot sizes, or using dry pollen with a blower instead of wet pollen with cambrium sprayers to save working hours.

The focus orchards have also shown that investment into the setup and the establishment of the orchard is key to improving productivity. With high rainfall in summer, orchards with good drainage and high quality Bounty rootstock plants are showing very good first crops and the future of the orchards is really promising.



2022/23 PROGRESS PAYMENTS FOR APRIL

CLASS 1 - PROGRESS PAYMENT 14 APRIL 2023	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.00	No payment	No payment	No payment	No payment	No payment	No payment
Zespri Organic Green	\$0.00	No payment	No payment	No payment	No payment	No payment	No payment
Zespri Gold3	\$0.07	\$0.10	\$0.05	\$0.05	\$0.10	No supply	No supply
Zespri Organic Gold3	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	No supply	No supply
Zespri Red19	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
Zespri Green14	\$0.09	No payment	No payment	\$0.10	\$0.10	\$0.10	\$0.10

1. Progress payments for Class 1 are paid on submitted trays and reversed for onshore fruit loss.
2. Net Submit trays = gross submitted trays less onshore fruit loss trays.

FINANCIAL COMMENTARY

Progress payments

Progress payments have been calculated to ensure cash is returned to the grower as quickly as possible and fairly across all sizes. Payments have been set so that the percentage of total fruit and service payments across the sizes are equal where possible. Consideration is given to current season sales, cashflow, prior season percentage of total fruit and service payments paid at the same time of the season, other current season risk factors and also taking into account the latest information available.

April 2023 approved progress payments on Net Submit trays

Approved per tray progress payments for 14 April 2023:

Class 1	
Zespri Green	\$0.00
Zespri Organic Green	\$0.00
Zespri Gold3	\$0.07
Zespri Organic Gold3	\$0.10
Zespri Red19	\$0.10
Zespri Green14	\$0.09



SHARE BRIEFS

As at 24 March 2023 the last Zespri share price trade was \$6.35 traded on 16 March 2023. There were three buyers at \$6.25, \$6.20 and \$6.15. There were five sellers at \$6.34, \$6.35, \$6.45, \$6.50 and \$6.55.

To trade Zespri shares please contact one of the registered USX brokers – See <https://canopy.zespri.com/EN/grow/zespri/Shares> for more information.

For all other general shareholder enquiries, please contact Zespri Grower Support Services on 0800 155 355.

NOTE: On a monthly basis, we will now be reporting on the number of shares becoming dry for the following month and those excess shares requiring to be sold for the following month.

As per Clause 22 of the Constitution, shareholders who no longer supply fruit to Zespri (Dry Shareholders) will cease to receive dividend payments three years after becoming dry. For the month of March, there are 6,600 dry shares as of 24 March 2023 that will cease to be eligible for dividends.

Clause 21.4 of the constitution requires shareholders who are over their share cap (overshared) to sell their excess shares three years

after the date they exceeded their share cap. For the month of March there are no excess shares that are required to be sold as of 24 March 2023.

The graph below shows the price per share that has been traded with USX and the corresponding number of shares for each trade.

Want to see current buyers and sellers?

To get a list of the price for current buyers and sellers and the associated shares go to <http://www.usx.co.nz>. The Zespri Group Limited listing code is 'ZGL'. The USX website shows:

- Latest prices
- Market depth – to see the parcels of shares for sale and the parcels and price that buyers are seeking
- Last 10 trades
- Market announcements

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Below is the current Market Depth information as at 24 March 2023.

Quote Line at Friday 24 March 2023 as at 09:45 am						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	6.25	6.34	6.35	0.00	0.00	0

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	3,000	6.25	6.34	5,000	1
1	3,000	6.20	6.35	17,000	1
1	3,000	6.15	6.45	5,000	1
			6.50	4,000	1
			6.55	3,000	1

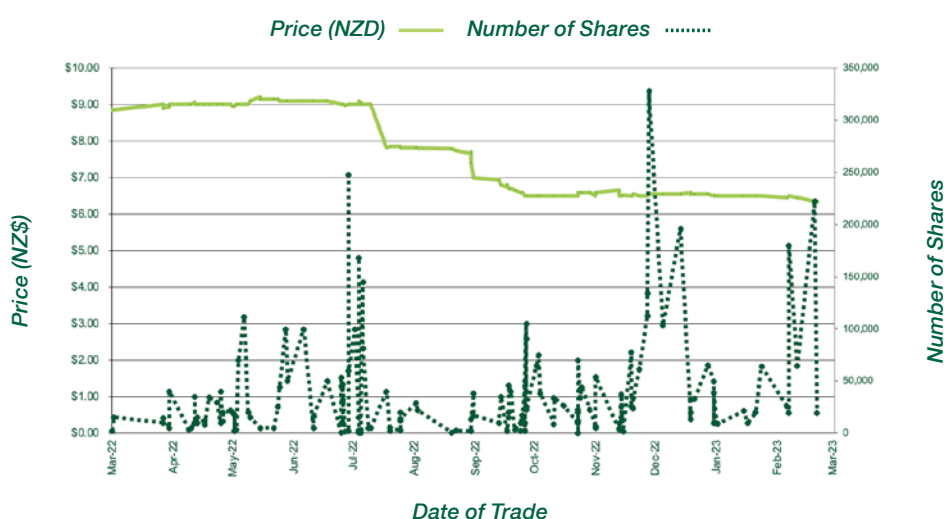
Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
07/02/2023	21,500	\$6.50	139,750.00
09/02/2023	10,000	\$6.50	65,000.00
13/02/2023	20,000	\$6.50	130,000.00
16/02/2023	64,197	\$6.50	417,280.50
01/03/2023	25,800	\$6.45	166,410.00
02/03/2023	19,500	\$6.50	126,750.00
02/03/2023	179,400	\$6.50	1,166,100.00
06/03/2023	64,500	\$6.45	416,025.00
15/03/2023	222,250	\$6.35	1,411,287.50
16/03/2023	19,050	\$6.35	120,967.50

Director share trading

For the month of March (as at 24 March 2023), there were no shares traded by entities associated with Zespri Directors. See the Canopy for details: Canopy > Growing Zespri Kiwifruit > Working with Zespri > Shares. Alternatively search for 'Director Shares' using the search function.

Please note that at any time that content for the *Kiwiflier* is finalised for publication, there may be some trades associated with director entities which have been matched and transacted, but the paperwork has not yet been received by Zespri or Computershare. As such, there may be some lags in reporting trading by entities associated with directors. Zespri will however ensure that as at the end of each month, the Director Share Holdings and Transfers document on the Zespri Canopy will always provide the most up to date information held by Zespri.

ZESPRI GROUP LIMITED SHARE TRADES 24 MARCH 2022 TO 24 MARCH 2023



CLASS 1 FRUIT AND SERVICE PAYMENTS AND TIMINGS

(INCLUDING LOYALTY PREMIUM)

- The following charts show when Fruit and Service Payments (including Loyalty) are made throughout the season (to two decimal points).
- Actual payments made YTD are above the dotted line with the average amount paid.
- Payments yet to be made are indicated below the dotted line.
- Submit is paid in the early months when fruit is submitted into inventory.
- Pack and Time, KiwiStart and Taste Zespri is paid on FOBS, i.e. when fruit is shipped. Some of the Supplier Accountability payments are subject to SLA terms.

- Progress will be paid in the remaining months at levels subject to Zespri Management approval.
- KiwiGreen is a new payment for the 2022/23 season, incentivising on orchard pest management practices. The incentive is paid in December at \$0.25/TE on qualifying gross submit.
- Average payments per TE are based on the 2022/23 February Forecast trays and actual payments to date.
- YTD amounts for Pack and Time may move from previous *Kiwiflifers* due to SLAs being paid late in a month.

ZESPRI GOLD3 MARCH									
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	KiwiGreen	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-22	\$3.30	\$0.05						\$3.35	22%
May-22		\$0.08						\$3.43	22%
Jun-22		\$0.09						\$3.53	23%
Jul-22		\$0.09		\$1.11		\$1.59		\$6.30	41%
Aug-22		\$0.18	\$0.52	\$1.48		\$0.13		\$8.62	56%
Sep-22		\$0.17	\$0.00	\$1.04		\$0.42		\$10.25	66%
Oct-22		\$0.29	\$0.58	\$0.27		\$0.30		\$11.69	76%
Nov-22		\$0.33	\$0.01	\$1.20		\$0.41		\$13.64	88%
Dec-22		\$0.11	\$0.01	\$0.05	\$0.26	\$0.35		\$14.42	93%
Jan-23		\$0.00					\$0.10	\$14.52	94%
Feb-23		\$0.01	\$0.01	\$0.00		\$0.38	\$0.10	\$15.01	97%
Mar-23			\$0.01			\$0.14	\$0.10	\$15.27	99%
Apr-23						\$0.07		\$15.34	99%
May-23									
Jun-23									100%
Paid YTD	\$3.30	\$1.40	\$1.14	\$5.15	\$0.26	\$3.72	\$0.30	\$15.27	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.19	\$0.00	\$0.19	
Total fruit and service payments - 2022/23 Forecast \$15.46									

ZESPRI ORGANIC GOLD3 MARCH									
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	KiwiGreen	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-22	\$3.30	\$0.04						\$3.34	20%
May-22		\$0.17						\$3.51	21%
Jun-22		\$0.09						\$3.60	22%
Jul-22		\$0.08		\$1.30		\$0.53		\$5.50	33%
Aug-22		\$0.28	\$0.54	\$1.87		\$0.33		\$8.51	51%
Sep-22		\$0.33		\$1.70		\$0.93		\$11.48	69%
Oct-22		\$0.10	\$0.67	\$0.11		\$0.64		\$13.00	78%
Nov-22		\$0.01		\$1.25		\$0.71		\$14.98	90%
Dec-22		\$0.05	\$0.00	\$0.00	\$0.26	\$0.16		\$15.44	92%
Jan-23							\$0.10	\$15.54	93%
Feb-23			-\$0.01			\$0.44	\$0.10	\$16.07	96%
Mar-23			-\$0.01			\$0.23	\$0.10	\$16.39	98%
Apr-23						\$0.10		\$16.49	99%
May-23									
Jun-23									100%
Paid YTD	\$3.30	\$1.14	\$1.21	\$6.23	\$0.26	\$3.97	\$0.30	\$16.39	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.30	\$0.00	\$0.30	
Total fruit and service payments - 2022/23 Forecast \$16.70									

ZESPRI RED19 MARCH									
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	KiwiGreen	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-22	\$3.30							\$3.30	15%
May-22		\$0.08						\$3.30	15%
Jun-22		\$0.09						\$3.30	15%
Jul-22		\$0.09		\$1.11		\$1.59		\$9.96	46%
Aug-22		\$0.18	\$0.52	\$1.48		\$0.13		\$12.40	57%
Sep-22		\$0.17	\$0.00	\$1.04		\$0.42		\$13.42	61%
Oct-22		\$0.29	\$0.58	\$0.27		\$0.30		\$15.42	70%
Nov-22		\$0.33	\$0.01	\$1.20		\$0.41		\$17.44	80%
Dec-22		\$0.11	\$0.01	\$0.05	\$0.26	\$0.35		\$18.50	85%
Jan-23		\$0.00					\$0.10	\$18.60	85%
Feb-23		\$0.01	\$0.01	\$0.00		\$0.38	\$0.10	\$19.42	89%
Mar-23			\$0.01			\$0.14	\$0.10	\$20.78	95%
Apr-23						\$0.07		\$20.88	95%
May-23									
Jun-23									100%
Paid YTD	\$3.30	\$0.00	-\$0.06	\$0.00	\$0.25	\$16.99	\$0.30	\$20.78	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1.10	\$0.00	\$1.10	
Total fruit and service payments - 2022/23 Forecast \$21.88									

ZESPRI GREEN MARCH									
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	KiwiGreen	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-22	\$2.45	\$0.00						\$2.45	25%
May-22		\$0.07						\$2.52	26%
Jun-22		\$0.10						\$2.62	27%
Jul-22		\$0.03	\$0.00	\$0.47		\$0.68		\$3.80	39%
Aug-22		\$0.11	\$0.49	\$0.67		\$0.05		\$5.13	52%
Sep-22		\$0.21		\$0.67		\$0.20		\$6.21	63%
Oct-22		\$0.31	\$0.43	\$0.34		\$0.11		\$7.39	75%
Nov-22		\$0.25	\$0.01	\$0.69		\$0.27		\$8.62	87%
Dec-22		\$0.30	\$0.05	\$0.09	\$0.26	\$0.09		\$9.41	95%
Jan-23							\$0.10	\$9.51	96%
Feb-23		\$0.02	\$0.01	\$0.01		\$0.00	\$0.10	\$9.65	98%
Mar-23			\$0.01			\$0.03	\$0.10	\$9.79	99%
Apr-23						\$0.00		\$9.79	99%
May-23									
Jun-23									100%
Paid YTD	\$2.45	\$1.42	\$1.00	\$2.94	\$0.26	\$1.43	\$0.30	\$9.79	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.07	\$0.00	\$0.07	
Total fruit and service payments - 2022/23 Forecast \$9.86									

ZESPRI ORGANIC GREEN MARCH									
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	KiwiGreen	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-22	\$2.45							\$2.45	20%
May-22		\$0.05						\$2.50	21%
Jun-22		\$0.03						\$2.53	21%
Jul-22		\$0.02		\$0.53		\$1.65		\$4.73	39%
Aug-22		\$0.11	\$0.37	\$0.97		\$0.05		\$6.22	52%
Sep-22		\$0.17		\$0.99		\$0.44		\$7.82	65%
Oct-22		\$0.41	\$0.36	\$0.72		\$0.07		\$9.39	78%
Nov-22		\$0.16		\$0.95		\$0.39		\$10.89	90%
Dec-22		\$0.07	\$0.00	\$0.04	\$0.26	\$0.38		\$11.65	97%
Jan-23							\$0.10	\$11.75	97%
Feb-23		\$0.00	\$0.01	\$0.00		\$0.00	\$0.10	\$11.85	98%
Mar-23			\$0.01			\$0.04	\$0.10	\$12.00	100%
Apr-23						\$0.00		\$12.00	100%
May-23									
Jun-23									100%
Paid YTD	\$2.45	\$1.03	\$0.74	\$4.20	\$0.26	\$3.02	\$0.30	\$12.00	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.05	\$0.00	\$0.05	
Total fruit and service payments - 2022/23 Forecast \$12.05									

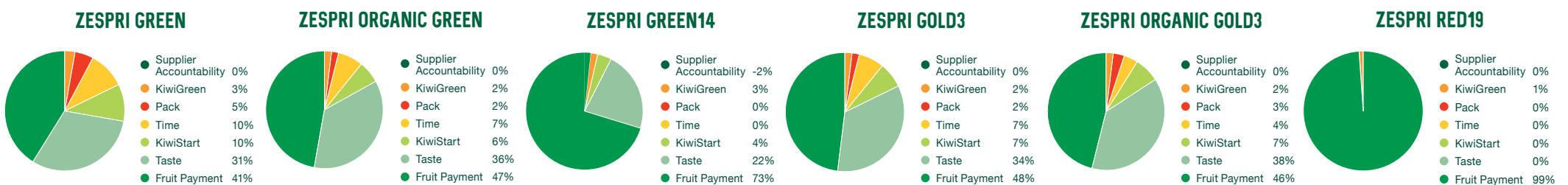
ZESPRI GREEN14 MARCH									
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	KiwiGreen	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-22	\$2.80							\$2.80	27%
May-22		\$0.00						\$2.80	27%
Jun-22								\$2.80	27%
Jul-22				\$0.81		\$0.55		\$4.16	39%
Aug-22			\$0.02	\$0.82		\$0.02		\$5.02	47%
Sep-22				\$0.20		\$0.90		\$6.12	58%
Oct-22			\$0.21			\$0.52		\$6.85	65%
Nov-22				\$0.46		\$1.18		\$8.48	80%
Dec-22			\$0.00		\$0.25	\$0.59		\$9.33	88%
Jan-23							\$0.10	\$9.43	89%
Feb-23			\$0.00			\$0.42	\$0.10	\$9.94	94%
Mar-23			\$0.00			\$0.29	\$0.10	\$10.33	98%
Apr-23						\$0.09		\$10.42	99%
May-23									
Jun-23									100%
Paid YTD	\$2.80	\$0.00	\$0.24	\$2.29	\$0.25	\$4.45	\$0.30	\$10.33	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.23	\$0.00	\$0.23	
Total fruit and service payments - 2022/23 Forecast \$10.56									

Note 1: The submit and progress payments detailed in the tables are based on net submit trays.
 Note 2: Rates per TE of \$0.00 have values of less than \$0.005.

Amounts above are not rounded to two decimal places, therefore rounding differences may apply.

2022/23 SEASON GROWER PAYMENT PORTIONS – TOTAL FRUIT AND SERVICE PAYMENTS

2022/23 FEBRUARY FORECAST





Updates from our Pre-harvest Team



EVERYDAY CONTINUOUS IMPROVEMENT ACTIONS GET THE SPOTLIGHT

Last month, we started to introduce some of the changes coming to Zespri GAP for the 2023/24 season as we adapt to the new versions of GLOBALG.A.P. (version 6) and GRASP (version 2). This month, we introduce a new element to GLOBALG.A.P.: continuous improvement plans.

In the year ahead, continuous improvement plans are being introduced to GLOBALG.A.P. as a major (mandatory) requirement – this is happening for all farmers and growers around the world who are adapting to GLOBALG.A.P. v6. While it's new for GLOBALG.A.P., it's not new for our industry – the New Zealand Kiwifruit industry has been built with the spirit of innovation. Every day, growers and orchard managers are making adjustments to how they manage their vines, communicate to their staff and organise their records. Some of these actions are big, while others are just subtle changes to the way we do things, but over time they can add up to mean we are more time efficient, more resource efficient, walking more lightly on the land, or just operating more smoothly. The only "new" requirement really is asking for these actions to be documented.

"The continuous improvement plan has the potential to be a really useful tool for growers," says Zespri Extension manager, Christina Robinson who is heading up the training and support programmes for growers and industry under the GAP Refresh project.

"It means growers will have a simple method for prioritising, tracking and showcasing all those improvements you make."

"Tracking continuous improvements can help you move steadily towards the goals you have for your business, but also gives you a record so you can more clearly see what actions are contributing to the results you are achieving," says Christina.

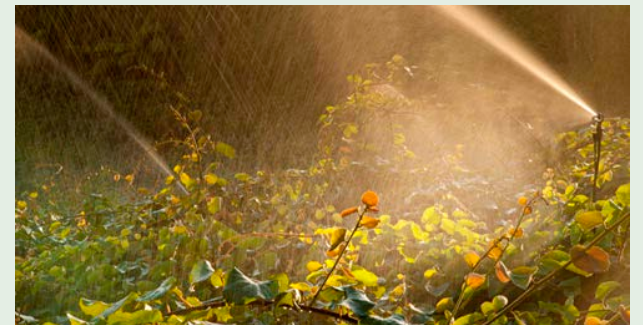
"At the same time, it demonstrates to our customers and neighbours that our industry is evolving as the world around us also changes."

With this addition to GLOBALG.A.P. version 6, growers select a few key actions that are designated as continuous improvements. These actions are documented, and progress is ideally recorded through the year.

For example, this year, many growers are thinking about frost protection after sustaining damage last spring. Actions taken to improve frost protection could be added to the continuous improvement plan. If your plan means installing an irrigation system, adding in actions that outline how you will set up your system for successful, efficient irrigation could also be noted.

Continuous improvements can be selected based on the grower's priorities for their orchard, but also take into account time and resources available. There is also a recognition that sometimes plans need to change due to a change in circumstances, or new priorities coming in. The continuous improvement plan will have the flexibility to record adjustments, and reflect changed plans as the season unfolds.

As continuous improvement plans are introduced to Zespri GAP, we are working to make them useful and easy. The Global Extension team is currently out talking to many different people across the industry to get input on continuous improvement plans, as well as many other aspects of the changes coming to Zespri GAP. This input will help us shape the templates, guidance and support that will accompany the roll-out of GLOBALG.A.P. v6 and GRASPv2. Next month, we'll share a snapshot of the conversations we've had about GAP, what we've learned and the high level plan for resources and support.



SPRAY DIARY UPDATE



Pool Distribution Policy for Hail Damage: Covered Canopy Reduction

A reminder that orchards that have blocks with solid cover or hail netting may be eligible for a reduction under the Zespri 2023 Pool Distribution Policy for Hail Damage.

The Distribution Deduction for all TEs produced in covered blocks will be 20 percent of the Distribution Deduction applied to TEs produced in uncovered blocks.

Growers with covered canopies and who receive the reduction are still covered by the Pool Distribution Policy for Hail Damage.

To be eligible for the Zespri Pool Distribution Policy for Hail Damage Covered Canopy Reduction, growers must ensure their covered canopy status (of waterproof or hail netting) is communicated to their packhouse or Zespri and entered in their spray diary by 31 March 2023.

Spray Diary requirements

To be eligible for the rebate growers with covered canopies must:

- Have had covered canopy erected by 1 October 2022
- Have a minimum of 0.20 hectares covered, or an entire variety on orchard covered
- Have volume from the area with hail netting or waterproof cover submitted into Zespri inventory in 2023 harvest season
- Have indicated in spray diary, blocks with hail netting or waterproof cover before **31 March 2023**
- Zespri will review and audit cover status before paying the reduction
- The Covered Canopy Reduction amount must be more than \$100 at KPIN variety level for the reduction to be processed.



For more information, contact the Zespri Grower Contact Centre on 0800 155 355.

MCS AND RESIDUE SAMPLING OVER EASTER AND PUBLIC HOLIDAYS

Clearances

Please be advised that as in 2022, maturity clearance sampling will continue through public holidays with *no additional surcharge to growers*.

Please therefore continue to request clearances according to harvest need, rather than by day of the week.

Residues

The situation is different for residue samples due to courier constraints over public holidays and access to residue testing labs.

With respect to residue sample collections in the lead up to and during Easter, in order to prevent any disruptions or backlog of samples over this time, please only request samples that are required.

No residue samples will be able to be delivered to any labs on Easter Monday, therefore please do not request residue samples for collection on the Saturday or Sunday over Easter weekend. To prevent overloading our sampling providers for Monday or Tuesday following Easter, please only request residue samples for collection on Monday and Tuesday if necessary.

If you need a residue sample collected over Easter weekend, wherever possible request that the sample be collected during the week leading up to Easter.

You can expect any residue samples collected prior to Easter weekend, as well as any collected over Easter weekend to still be reported within the usual 14 day turn-around time.

POST-HARVEST SPRAYING

If you are thinking about applying a post-harvest spray, consider the risk of spray drift to unharvested producing blocks on your orchard and your neighbours.

Check the current Crop Protection Standard and Allowed Other Compounds list to see whether you need a Justified Approval (JA) for a spray you are planning to apply. You can contact spraydiary@zespri.com with any questions.

An automatic post-harvest Movento JA will be entered into Spray Diary for all Conventional (CK) KPINs that have at least one block with a scale result of more than four percent in the 2023 season monitoring. If all blocks on your orchard were below the four percent threshold, please justify the spray application via a JA form or by clicking on the "Request Justified Approval" button in Spray Diary.

You can find more post-harvest spray tips on Canopy.



ORCHARD QUALITY SERVICES CONTACTS

- For spray or *Spray Diary* test/main audit-related queries, contact Jemma Hughes: spraydiary@zespri.com / 027 464 8770.
- For KiwiGreen or CN/TH hold-related queries, contact Ashlei McMahon: kiwigreen@zespri.com / 022 361 1707.
- For residue testing or residue market restriction-related queries, contact Stephanie Hart: residues@zespri.com / 027 250 1251.

GLOBAL EXTENSION TEAM *Updates*

THE MONTH AHEAD: APRIL

PREPARING FOR HARVEST

HARVEST

AFTER HARVEST

MANAGING STRESSED VINES AT HARVEST AND BEYOND



PREPARING FOR HARVEST

- ✓ Make sure all your signage is up to date with current contact details, and visible signage for toilets and parking.
- ✓ Eliminate hazards that you can. Note those remaining on a hazard or risk register in your Health & Safety programme and in the Maturity Clearance System (MCS). Include measures to minimise risk of injury.
- ✓ Check harvest machinery is in full working order and is safe – check brakes. You want them to work when you need it to avoid delays.
- ✓ Mow grass to expose any hidden hazards. Samplers won't continue if grass is 30cm or longer.
- ✓ Check adjacent blocks (yours or others) aren't being sprayed when you want samples collected – maturity samplers will not sample if spraying is in progress or fruit is still wet from sprays.
- ✓ Mark stressed vines to ensure fruit samples are not taken from these vines. Ensure fruit is removed before harvest as they will likely compromise storage of the whole line.
- ✓ Assess reject fruit on vines and thin appropriately to improve harvest efficiency and reduce packing costs. If they are a hazard for samplers or harvest staff, mulch them.
- ✓ Ensure your maturity areas are appropriate. The purpose of maturity areas is to reduce variability which can compromise storability. Regular monitoring samples allows more accurate maturity areas to be set.
- ✓ **Tie up low-hanging fruit that is in the way of sprayers and harvest equipment. Significant fruit damage can occur during clean-up sprays and harvesting increasing reject rates and fruit loss in storage.**



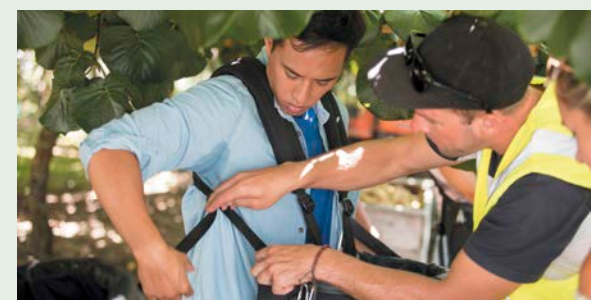
HARVEST

- ✓ Discuss maturity testing results with your post-harvest operator. It is their job to ensure as much fruit as possible is picked at optimal maturity and to do the right thing for the packhouse pool for the benefit of all.
- ✓ Selective picking is an option when there are considerable differences in maturity/dry matter by size. It allows for mature fruit to be picked and sub optimal or low dry matter fruit to be left on the vine. Monitor pressures closely.
- ✓ There is little point delaying harvest to attempt to accumulate higher dry matter if it also increases losses from soft fruit.
- ✓ Communicate with your harvesting contractor to decide the best approach to harvesting your orchard and ensure agreed industry good harvesting practices will occur or Gold3 growers, it's important to look out for exploding softs. If softs are a problem:
 - ✓ Shake vines by grabbing the centre wire in the bay or the leaders (like a grape harvesting machine does) to try and drop the soft fruit off.
 - ✓ Brief pickers at the start of each day to drop soft fruit. Good supervision is important.
 - ✓ If necessary, pick on hourly rates rather than on contract – it might be more expensive, but the cost of repacking and storage losses can easily outweigh this.
- ✓ **Pick gently, ensure stalks are removed.**
- ✓ **Keep juice off fruit, and keep gloves hands and picking bags clean.**
- ✓ Have supervisors on every bin trailer, to ensure no softs are placed in bins. Ensure auditors are made aware of problem areas.
- ✓ It is much easier to maintain high quality picking if paying pickers on hourly rate. This allows extra care to be taken on lines which will damage more easily thus reducing packing and storage losses.



AFTER HARVEST

- ✓ Cold wet autumns make for a longer time for Psa infection. If new infections are observed before harvest, apply Aureo Gold or copper when there's good drying conditions. Both have a seven-day pre-harvest interval.
- ✓ Protect fruit scars after with a Psa spray before a significant rain event.
- ✓ Be particularly cautious when using sprayers to spray both harvested and non-harvested vines. Traces of non-approved products in the tank or from spray drift could result in unacceptable fruit residues.
- ✓ You can track your orchard's performance (TZG, yield etc.) down to a maturity area using Zespri's Industry Portal (industryportal.zespri.com). You can even check out what you have in onshore inventory and where in the world your fruit has been shipped to!



MANAGING STRESSED VINES AT HARVEST AND BEYOND

Stressed vines can create significant problems in kiwifruit orchards. They produce lower yields and can create considerable variability in fruit lines compromising maturity clearance and storage.

Stressed vines with fruit will be identified when fruit stop growing and drop, leaves yellow and wilt. Fruit from badly stressed vines have been shown to have advanced maturity and should not be harvested so fruit quality for other fruit in the line from stressed blocks is optimised.

Ideally, remove the fruit from severely stressed vines and mulch it so that they are not picked at harvest by mistake. If unsure, contact your post-harvest facility to discuss the options. Mark stressed vines with tape to make management of them next season easier.



PUSH NOTIFICATIONS NOW AVAILABLE ON REAP



Reap is a mobile IR platform that allows users to follow companies they are interested in, including Zespri. We encourage our shareholders or interested growers to follow Zespri on Reap as it is important to stay up to date and stay informed on your investment.

Zespri's Reap page is updated with our latest publications, industry updates, Annual Report, and other communications. Users can also view Zespri's financials, including our dividend history and share price.

Reap is easily available to download on your smart device through the App Store and Google Play.

Reap has released a new feature that enables growers to receive push notifications when shares are available to purchase and growers are wanting to buy. This will help ensure our growers stay in the loop on the latest trades. These notifications should have been automatically turned on, but just in case, below are instructions on how you can follow us and change your notification settings.

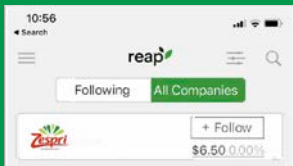
STEP 1

Download the Reap App by visiting the App Store or Google Play depending on your device.



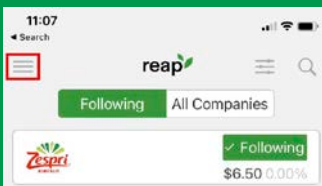
STEP 2

Select Zespri from the list of 'All Companies', then select '+ Follow'.



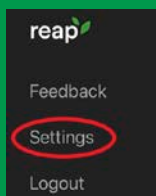
STEP 3

Click on the 'Menu' icon, highlighted in red below.



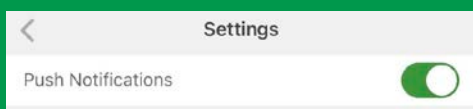
STEP 4

Click on 'Settings' from the list.



STEP 5

Turn 'push notifications' on by setting the toggle button to green. This will allow you to receive notifications from the app when there is a Zespri-related update.



Growers wanted FOR NEW VARIETIES TRIALS



Zespri is calling for skilled and enthusiastic growers to be part of new variety pre-commercial trials in 2023.

If for any reason this is not possible, please contact casie.rudnicki@zespri.com to request approval to submit a hard copy.

REMINDER: REGISTRATIONS OPEN 1 APRIL

The application window is open from 1–21 April. Interested growers must complete and submit the Expressions of Interest application form, available on Canopy Website, or by using the QR code to the right, by 5.00pm on 21 April 2023.

i For more information, visit [Canopy > Growing Kiwifruit > Innovation > Pre-commercial Trials](#)

You can also check out our article in the February issue of *Kiwiflier* for more detail on the new variety pre-commercial trials.



KEY DATES

1 APR	Grower Expressions of Interest open	END OF MAY	Zespri Board decides on cultivar/s to go into pre-commercial trials
21 APR	Grower Expressions of Interest close	TBD JUL	Budwood collection and grafting



Zespri's first Sustainability Week, an internal campaign for staff, took place from 19 to 24 February. Under the theme #ConversationsForClimate, the event provided a platform to talk about Zespri's sustainability strategy and climate change initiatives, and to inform and inspire individuals to introduce ways to reduce emissions at work and at home.

Our staff across the world participated in both in-person and virtual activities, including carbon footprint calculations, sustainability training sessions, e-bike safety training, and a presentation by Louise Nash, founder of Circularity, on how we can reduce the emissions generated by our purchases - and impact future of consumption.

Zespri sustainability leaders including Chief Grower, Industry and Sustainability Officer, Carol Ward; Executive Officer for Sustainability, Rachel Depree; and Head of Core & Resilience Innovation, Juliet Ansell also shared their own thoughts and experiences on sustainability with attendees.

The week was very well received, as can be seen in individuals' feedback and the levels of participation in online and in-person activities. There was a significant increase in engagement through our Yammer channel during the week, with a 489 percent increase in posted messages month on month. The sustainability training sessions attracted 275 participants, resulting in requests for follow-up sessions to train specific teams.

KVH CHAIR TO STEP DOWN



KVH Board Chair Dr David Tanner has announced that he will step down from the role and KVH Board in August 2023.

“I have been honoured to have served on the KVH Board for the past six years, including five as Board Chair, and I am thankful for the support received from across the industry,” says David.

“Biosecurity is integral to the ongoing success and sustainability of our industry, and I will continue to support both the KVH Board and team.”

Well known throughout the kiwifruit growing community and with a wealth of experience across the industry, David brought to the role a career steeped in horticultural science and innovation leadership. David’s involvement in the formation of KVH, and biosecurity incursion leadership has been invaluable when applied to leading the KVH Board and guiding the organisation’s strategic direction.

David looks forward to leading a seamless transition of the Chair role in the time leading up to the AGM in August.

“I believe that the organisation and Board are well resourced, with the necessary skills, to continue to provide biosecurity leadership to our industry” says David.

“With with Simon Cook as Vice Chair, and a stable and capable board, the organisation is well prepared for this transition”.

The Board and management of KVH thanks David for his time and immense commitment during his tenure as Chair since April 2018 and as a Director since September 2016, and looks forward to his continued involvement in the industry, helping ensure continued biosecurity resilience. With David’s resignation comes the opportunity for another grower to stand for the KVH Board.

“I encourage growers to consider themselves for election in the vacancy that this change creates, as it is an important role for our industry,” says David.

The KVH Director nomination process will commence in May and will be advised via the KVH website and grower *Bulletin* newsletter.



KIWIFRUIT’S ‘MOST UNWANTED PEST’ POSTER



You will see that included in this issue of *Kiwiflier* is a big poster of the most unwanted biosecurity threats to the kiwifruit industry.

KVH regularly talks about fruit flies and stink bugs being our biggest and most unwanted threats, but which ones make the cut and how are these rankings assigned?

We have a risk matrix to provide a structured method of prioritising threat organisms into a shorter list for the purpose of readiness and response planning. See here: www.kvh.org.nz/assets/documents/Biosecurity-tab/Kiwifruits-Most-Unwanted-Risk-Matrix-Feb-2023.pdf

The top eight organisms that are considered the highest risk – based on the likelihood of them entering and establishing in New Zealand, and the potential production and market access impacts should this occur – become our ‘Most Unwanted’.

We’ve just updated the list, and many of the pests and pathogens that feature will look familiar – Brown Marmorated

Stink Bug (BMSB) and Spotted Lanternfly (SLF) for example. However, we do have a new addition – the Yellow Spotted Stink Bug (YSSB).

The YSSB has entered the top eight because it is considered a pest of kiwifruit in China, border detections of YSSB have increased, and it has recently been detected invading countries outside its current native range.

Like other stink bugs, it’s a hitchhiker that could get here any number of ways – on machinery and cargo, cars, containers, or even in luggage.

Significant efforts are put into readiness planning for these threats, essentially involving working with others in our industry, Biosecurity New Zealand, and affected sectors to agree how we would respond to an incursion.



The new *Most Unwanted* foldout flyer and poster are on our website now: www.kvh.org.nz. Please get in touch by emailing info@kvh.org.nz if you’d like us to post you extras.



Q&A FROM THE FIELD

KEY CONTACTS:

Grower Engagement Manager:
Sue Groenewald 027 493 1987

Grower Liaison Managers:
Sylvia Warren 022 101 8550
Brad Ririnui 021 757 843
Richard Jones 027 255 6497
Malkit Singh 027 665 0121

Organic Supply Specialist:
Teresa Whitehead 027 257 7135

When there are changes to KiwiStart rates, who makes these decision and how are they communicated to growers?

Decisions are approved by the Industry Supply Group (ISG) and Industry Advisory Council (IAC), being made up of post-harvest, Zespri, and NZKGI. Once approved, decisions are communicated via the KGI update email and via your post-harvest representative. These are also communicated on Canopy.

I have sold my orchard with the crop on, but I am unsure whether the sale will be completed prior to harvest. What do I do?

If the crop proceeds are part of the Sale and Purchase agreement, we can add the new grower as the Kiwifruit Titleholder. They can then submit fruit under a new Schedule 5. If you believe your orchard sale will be close to harvest, please contact Zespri Support Services to ensure a smooth start to the season.

How long does it take once my residue samples are taken to get the results, and how long does that residue result last for?

You can expect a residue test result to be returned within 14 days of sample collection. A residue sample is valid for 42 days, meaning that fruit must be harvested within this timeframe. If it is not, a new residue sample must be requested, which will null and void the original sample.

Do I need a Justified Approval (JA) for a post-harvest Movento?

If you have one block over 4 percent for scale in the 2023 monitoring, the KPIN will receive an automatic Justified Approval (JA). If all blocks are below 4 percent, you'll need to justify the use via a JA request.

Can I cancel residue samples if they are no longer required?

A residue sample may only be cancelled up until the point where it reaches the laboratory, and must be cancelled by Stephanie Hart, Zespri Technical Specialist - Residues. If a residue sample has arrived at the laboratory, it cannot be cancelled and will replace any previous residue sample already in the system (even if it has not expired).

Where can I buy plants for replacements and/or development?

Zespri has a Nursery Plant Trading Board on Canopy where nurseries have listed their current available stock: [Canopy > Growing Kiwifruit > Zespri™ Variety Licences > Licence Management > Nursery Plant Trading Board](#)

I have submitted an application to bid in the 2023 Licence auction. What happens next?

Cooney Lees Morgan is validating all applications over the next two weeks. On 6 April, the Evaluation Panel will consider any validity issues. You will then receive a communication from Cooney Lees Morgan confirming your ability to bid, and instructions on how to access the auction software. Zespri will be in contact regarding dates and times in which you can participate in a practice auction.

INTERNATIONAL WOMEN'S DAY 2023: *Celebrating Equity*

On Wednesday 8 March, Women in Kiwifruit held our annual International Women's Day celebration at the Pāpāmoa Surf Club. International Women's Day (IWD) is about celebrating women, connecting and sharing our experiences and stories. The theme for IWD2023 was 'Embracing equity' with our series of three talented speakers all talking about what this year's theme meant to them.

The event was emceed by 2022 Bay of Plenty Young Grower of the Year, Laura Shultz from Trevelyans. Yvette Jones of Plant and Food Research presented results from her Kellogg Rural Leadership Programme which focused on completing a health check of female representation in the Kiwifruit workplace.

Zespri Head of Māori Alliances, Kiriwaitangi Rei spoke about her experiences in governance and her ambitions for her new role at Zespri. She emphasised how important it has been to have a great team and great mentors around her, helping to create an equitable environment where differences are valued and celebrated.

Stacey Michelsen, former captain of the Vantage Black Sticks, then shared her experiences as a professional athlete and the juggle of pursuing a corporate law career simultaneously. Stacey's experiences through stepping up to be a leader during challenging times was something our group could relate to as we enter another challenging harvest season.

Thank you to everyone who attended. Women in Kiwifruit could not host this event without the support of Zespri, and the ongoing participation of our group members and supporters. You can keep up to date with Women in Kiwifruit through our social media channels.



UPCOMING event

ZESPRI RUBYRED KIWIFRUIT GROWER MEETING

APR
21

1pm-2.30pm, Zespri Head Office
(Online option to join will also be available)

Come along to our Zespri RubyRed Kiwifruit Grower Meeting!

Register here: <https://events.zespri.com/rubyred-grower-meeting/registration/Site/Register>

For more information, contact Rachel Knowlson:
rachel.knowlson@zespri.com



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FOR FURTHER INFORMATION OR FEEDBACK PLEASE CONTACT: THE ZESPRI GROWER SUPPORT CENTRE (0800 155 355) P.O. BOX 4043, MOUNT MAUNGANUI. TEL. 07-572 7600, FAX 07-572 7646 www.zespri.com contact.canopy@zespri.com EMAIL: contact.canopy@zespri.com

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