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JUNE INDICATIVE 2023/24 OGR FORECASTS

The Zespri Board has updated its indicative forecast OGR guidance with the ranges narrowed from the previous guidance provided to growers on 23 March 2023.

Forecast per tray ranges are up across all pools compared to the final 2022/23 season results, with the latest forecast Green per tray returns reflecting our highest June OGR range (see the May 2023 issue of *Kiwiflier* for the final 2022/23 OGR per tray figures across all pools).

Zespri Chairman Bruce Cameron says the improved range reflects an easing in some of the headwinds we have faced recently, including improved fruit quality, strong early season pricing and reduced freight costs.

"These have been offset by ongoing inflationary pressures, including in the post-harvest sector," says Bruce.

This season's lower yields are expected to see per hectare forecast returns remain subdued this season, particularly for Green growers given the historically low volume of Green fruit we have in 2023/24.

Our focus will continue to be on maximising the value we can return to growers, with the industry's ongoing focus on improving quality and reducing quality-related costs remaining pivotal.

"Optimising our size profiles and our market mix will also be a focus, particularly as we look to finish the season as early as possible to manage late season fruit quality," says Bruce.

2023/24 Forecast Total Fruit and Services Payment Range

The Total Fruit and Service Payment range (excluding loyalty premium) for the 2023/24 season is forecast at between of \$1.975 billion to \$2.175 billion.

2023/24 Forecast Corporate Profit and Dividend Range

The forecast range of corporate net profit after tax for 2023/24 is \$155 million to \$175 million, including licence release income, down from last year. This is largely due to lower licence income this season and lower supply volumes impacting the New Zealand Supply business segment.

The forecast net dividend per share range for the year ending 31 March 2024 is \$0.76 to \$0.86 (the gross dividend per share is \$0.97 - \$1.09). This is based on a dividend pay-out ratio of 90 percent of the available distributable profit, and imputation credits attached at a level of 70 percent of the maximum allowable.

The first interim dividend for 2023/24 is expected to be confirmed later in July ahead of the first payment in August 2023.



POOLS [FRUIT CATEGORIES]	2023/24 INDICATIVE PER TRAY RANGE - JUNE FORECAST	2023/24 INDICATIVE PER HECTARE RANGE - JUNE FORECAST	2023/24 INDICATIVE PER TRAY RANGE - 23 MARCH GUIDANCE	2023/24 INDICATIVE PER HECTARE RANGE - 23 MARCH GUIDANCE
Zespri Green	\$7.25 - \$8.50	\$50,000 to \$60,000	\$6.50 - \$8.50	\$52,000 to \$68,000
Zespri Organic Green	\$9.50 - \$11.00	\$44,000 to \$51,000	\$9.00 - \$11.00	\$51,000 to \$63,000
Zespri SunGold Kiwifruit*	\$10.50 - \$12.00	\$116,000 to \$133,000	\$10.50 - \$12.50	\$124,000 to \$148,000
Zespri Organic SunGold Kiwifruit	\$11.50 - \$13.50	\$87,000 to \$102,000	\$11.00 - \$13.50	\$94,000 to \$116,000
Zespri Green14	\$8.50 - \$10.50	\$39,000 to \$49,000	\$7.50 - \$10.00	\$34,000 to \$46,000
Zespri RubyRed Kiwifruit**	\$20.50 - \$22.50	\$32,000 to \$35,000	\$17.00 - \$20.00	\$27,000 to \$31,000

* The revision to tighter OGR ranges for Zespri SunGold Kiwifruit with a lower top end reflects more progressed market allocations and in-market pricing levels following the start of sales, while allowing for quality risk present this season due to a larger size profile, together with the impact of wet growing conditions. Zespri will continue to monitor the impact of these factors as the season progresses.

** Zespri RubyRed Kiwifruit is in its second year as a commercial pool. Forecast per hectare returns have been influenced by a high proportion of productive hectares returning low yields including newer orchards yet to reach full production. Based on average yields, average per hectare returns for orchards producing for two years or less are forecast at between \$28,000 and \$31,000 per hectare. Based on average yields, average per hectare returns for orchards producing for more than two years are forecast at between \$108,000 and \$118,000 per hectare.

ZESPRI BOARD UPDATE

The Zespri Board has announced that after six years as an Independent Director at Zespri, Peter Springford will not be seeking re-election at this year's Annual Meeting.

Chairman Bruce Cameron says Peter has made a tremendous contribution in his time on the Board.

"We have benefited significantly from his business leadership and corporate governance experience and together we have delivered some outstanding results since he joined in 2017".

In seeking a replacement independent director, the Board has conducted an externally facilitated search for potential candidates, and will be recommending that shareholders elect Michael Ahie as an independent director at this year's Annual Meeting.

Michael is an agri-business expert with international business and governance experience in sales, marketing, global strategy and business management.

"He has until recently served as the Independent Chairman of the Kiwifruit Breeding Centre, and I have no doubt that he'll make a strong contribution to Zespri and support the work we do to help realise more value for Zespri and the wider kiwifruit industry," says Bruce.



Outgoing Independent Director, Peter Springford.



Michael Ahie.

COME ALONG TO THE ZESPRI ANNUAL MEETING



WHERE & WHEN:
Mercury Baypark, Mount Maunganui
Wednesday 23 August

We're looking forward to seeing growers there in person. However, if you can't make it, shareholders may also attend online and will be able to ask questions and vote remotely.

The Annual Report 2022/23 and the formal Notice of Meeting, as well as Proxy Forms will be made available to shareholders in July. If you wish to receive a hard copy of the Annual Report, please complete the request form on Canopy.

Shareholders may vote at the meeting in person, appoint a proxy to attend and vote on their behalf, or vote in advance. Advance voting (online or by post) and proxy appointments close at 1pm on 21 August. Companies and other incorporated entities must appoint a representative as a proxy if they plan to attend the Annual Meeting.

NOMINATION FORMS

Nomination forms for Zespri Directors and Shareholder Members of the Director Remuneration Committee are currently available on Canopy.

Growers will note this is a June/July edition of *Kiwiflier*. This is part of a change we're making following grower feedback about the timing of *Kiwiflier*. The next August edition will be published at the beginning of August.



CHECK OUT OUR NEW LOOK SHARES BRIEF ON PAGE 7!



DAN'S VIEW

Update from the CEO

Hi everyone,

The 2023/24 harvest is now complete and I want to pass on my thanks for the huge effort you've all put in to ensure we could have the best possible harvest despite the challenging and significant weather conditions.

This season's lower yields and reduced crop volume have reinforced the importance of doing everything we can to maximise the value we can return to growers. A key aspect to this has been lifting quality and the positive steps we've made together as an industry should give us a real sense of confidence that we're addressing that challenge despite a very tough growing season, with customer feedback remaining positive and our latest forecast indicative OGR ranges up from our final 2022/23 returns.

Lifting value was a key topic of conversation at Mystery Creek Fielddays, particularly for Green growers who we know are under pressure at the moment, and we've valued the thoughts you've shared with us at Fielddays and in some of our other engagement such as the recent Shed Talks.

With demand for our fruit remaining strong, we're continuing to make good progress in selling this season's crop as we look to maintain strong sales rates every week to support an earlier season finish.

As of late June, we'd delivered over 52 million trays of fruit which is almost 40 percent of this season's crop. Despite the later start to the season, sales of SunGold Kiwifruit are pretty much at the same point as we were at this time last year – around 43 percent sold through, while we're further ahead with this season's Green crop – around 30 percent delivered – given the reduced Green volumes we have this year.

The focus of our market teams is working through larger size profiles which we're selling quickly, and with our Green fruit being well received by customers in Asia and Europe we're well placed as we head into the usual slower period through the summer fruit season. Some of our key campaigns have also commenced in North America where quality has been tracking well in our initial shipments, and we've also seen some good results in our Asian markets.

As we begin to move into the back end of this season, our preparations for the 2024/25 season will ramp up. We're putting a lot of work as an industry into planning how we manage our expected crop increase from a capacity perspective, ensuring the progress we've made lifting quality this season can extend across larger volume seasons. You'll be hearing more from us on this over the coming months, including at our August Grower Roadshows.

I've spent the last week in China with our Chairman Bruce Cameron, where we've been able to reinforce the importance of maintaining a strong trading relationship between our two countries as part of the New Zealand Government business delegation. We've also signed a sustainable packaging agreement with our key distributors Joy Wing Mau and Goodfarmer, as well as China's largest fruit shop chains Pagoda and Xianfeng, working together on developing more sustainable packaging.

Looking ahead, we're also excited about the arrival of Steven Martina in September who will be joining Zespri as our President of Europe and North America. Steven brings significant commercial, marketing and innovation experience from his time at The Greenery, and I know he'll be well supported by Linda Mills as she transitions to her new role heading up our Integrated Business Partnering.

I also offer my sincere thanks to both Carol Ward, our Chief Grower, Industry and Sustainability Officer who has been with Zespri for more than 20 years, and our Independent Director Peter Springford, who are both departing Zespri. They have made significant contributions to our industry and we wish them well in their next endeavours.

We'll continue to provide further updates on the season over the coming weeks, and I look forward to seeing you at the Annual Meeting in August.

Best regards,

Dan

STEVEN MARTINA APPOINTED ZESPRI PRESIDENT OF EUROPE AND NORTH AMERICA

Zespri is pleased to confirm the appointment of Steven Martina as Zespri's new President of Europe and North America.

Steven will lead our European and North American team's work to create sustainable long term value for kiwifruit growers by offering local consumers the world's leading portfolio of branded kiwifruit.

"We're delighted to have appointed someone with Steven's breadth of experience and who so closely aligns with our purpose and values," says Zespri CEO Dan Mathieson.

Steven is currently CEO of The Greenery, an international fruit and vegetable company based in the Netherlands which has an annual turnover of around one billion Euros. In his 19 years at The Greenery, Steven has established a

proven track record of commercial and strategic management, marketing and innovation across value chains. He has also been a member of the Zespri Sustainability Advisory Board since it was established in 2022.

"With Steven's appointment, I'd like to express my great thanks to Linda Mills for her contribution as Acting President for Europe-North America," says Dan.

"Steven will work closely with Linda when he commences his role on 1 September and as Linda transitions to her Head of Integrated Business Planning role.

"I look forward to welcoming Steven to the Zespri team as we continue our work to maximise the value we can return to growers and our communities in this season and beyond," says Dan.

A word from Steven

"I am excited to join the incredible Zespri family! I am honoured to be part of this renowned organisation, to contribute to making Zespri the world's most loved brand, and to work together with the Zespri team to have a positive impact and increase value for growers and shareholders."

"What motivates me is the opportunity to be involved in addressing the challenges we face and seizing the opportunities to place the growing volume of Zespri Kiwifruit in the market in the coming years. I am inspired by Zespri's commitment to excellence, innovation, and sustainability, and it will be a privilege to work with such amazing products, growers and employees."

"I am confident that by collaborating, fostering innovation, and maintaining our pursuit of excellence, we will continue to captivate consumers with our exceptional products."

"Thank you for the opportunity to be part of this remarkable journey."



New President of Europe and North America, Steven Martina.



FRUIT QUALITY UPDATE

This season's fruit quality results remain positive, reflecting the considerable effort that's been put in across the industry.

Both onshore and in-market fruit inspections have shown improvements on the 2022 season. This is a huge credit to all parties involved throughout the supply chain.

Results to date indicate that packing-related defect levels such as fruit missing from boxes or labelling issues are comparable to what we've seen over the last five years, and storage related defect levels are significantly lower than 2022 and are comparable to similar other recent years.

A small number of growers have experienced higher levels of NPFQ, however generally speaking, NPFQ levels are much lower at this point of the season, compared to last season. NPFQ is caused by harvest and handling damage and excessively soft fruit at packing causing juice contamination at harvest and packing.

It is important that lines that may be at higher risk of NPFQ, such as lines that experienced higher proportions of softer fruit at packing, are checked by post-harvest prior to export to avoid in-market issues.

The year-to-date onshore audit pass rate for Zespri SunGold Kiwifruit is 76.9 percent, up from 66.7 percent at the same time last year. There have been similar improvements in the current onshore audit pass rate for Green which is 75.7 percent, up from 68.4 percent at the same time last year. Both Zespri SunGold and Green Kiwifruit have also had fewer coolstore holds than at the same time last year.

In-market fruit has continued to perform well, with the current levels of overall defects at lower levels than at the same time last season. A small number of

grower lines have recorded elevated levels of NPFQ. The new major quality product incident notification that was introduced as part of the 2023 Quality Action Plan has supported the follow-up of these isolated issues.

Zespri has appreciated grower feedback on potential improvements being considered to lift grower visibility of fruit quality at the Shed Talk events taking place around the country. Grower feedback will help determine the format and content of new fruit quality related reports for the Industry Portal, and these are expected to be available in late 2023. More detail on this season's fruit quality performance can also be found on the Canopy.

As the 2023 season unfolds, we'll continue to keep growers and industry updated on fruit quality — stay tuned for further updates in the August 2023 issue of *Kiwiflier*.



2023 KIWIFRUIT HARVEST COMPLETE



The 2023 harvest of Zespri Kiwifruit is complete with the crop now being shipped to overseas markets.

This was a challenging season, with quality issues in late 2022, and poor pollination, wind, flooding, hail, and cyclones over 2023 contributing to the reduced crop size of under 140 million trays. On average, each tray has around 30 pieces of kiwifruit.

Despite the challenges, the industry continues to work hard, collaboratively, to reduce quality issues, and the 2024 season is forecast to be one of the largest ever.



2023 Zespri RubyRed Kiwifruit harvest.



2023 Zespri SunGold Kiwifruit harvest.

ZESPRI FAREWELLS CAROL WARD

After two decades with Zespri, this month we are farewelling our Chief Grower, Industry and Sustainability Officer Carol Ward.

Since joining in 2002, Carol has held a number of senior roles within our business, spanning marketing, innovation, our global supply chain, and most recently, sustainability and grower and stakeholder engagement.

Starting with us as our Global Marketing Manager for Gold, Carol has been our Planning and Supply Manager and Grower Services Director, before spending five years abroad in Belgium, Taiwan and Singapore as our General Manager of Marketing.

A move home to New Zealand saw Carol lead our Innovation function up until December 2020 where she shifted into her current Chief Grower, Industry and Sustainability role.

CEO Dan Mathieson says Carol's contribution to Zespri and the wider kiwifruit industry has been immense and she will be missed.

"Carol has an unwavering commitment to the industry and a passion for supporting Zespri's purpose to bring

long term-prosperity and sustainability to our growers and communities.

"She's been pivotal in commencing the globalisation of our marketing programme, establishing the Kiwifruit Breeding Centre joint venture partnership with Plant & Food Research, and driving Zespri's sustainability programme, including developing the long-term targets we continue to work towards," says Dan.

"Her infectious energy to share our healthy products with the world while caring for our environment and supporting our communities has led and empowered teams and will leave a lasting legacy."

Carol says: "It has been an amazing experience to work for Zespri and to be able to contribute across so many areas of the business, through major challenges and also successes.

"I have valued the relationships built with wonderful Zespri colleagues, growers and networks.

"Through our family orchard I will keep strong links with the kiwifruit industry and will be exploring other ways to continue to contribute in NZ's primary sector, which has been a passion through my career."



Zespri Chief Grower, Industry and Sustainability Officer, Carol Ward.

HI-CANE HEARINGS MOVED TO FEBRUARY 2024

The Decision-Making Committee (DMC) announced on 2 June that the public hearings for the Hi-Cane reassessment will now be held from 26 February to 1 March, 2024.

This was in response to feedback from submitters including Zespri and NZKGI that the previously scheduled date in July 2023 and the DMC's first proposed reschedule date of January 2024 were unfeasible.

The Environmental Protection Authority's updated position (December 2022)

Last month Zespri submitted a formal response to the EPA's updated Science Memo and Update Report published in December 2022.

The EPA's original position in December 2020 was to ban Hi-Cane in five years' time due to risks to worker health which it claimed couldn't be mitigated by PPE. The worker health studies from Zespri and NZKGI over the 2021 application season gave the EPA expert evidence to conclusively show people can safely and effectively apply hydrogen cyanamide with appropriate controls. Our expert advice also led to the EPA changing its position and concluding that Hi-Cane shouldn't be classified as a potential carcinogen, as it had originally proposed.

The EPA's December 2022 position changed to proposing a ban in 10 years' time due to risk which it claims can't be mitigated to soil-dwelling organisms (on-field) and birds.

It also maintains its 2020 conclusion that the benefits of a ban finely outweigh the risks for Māori, despite this

being driven largely by human health carcinogenicity concerns which have now been dropped.

Zespri's updated position (May 2023)

We disagree with the EPA and our response provides independent expert evidence to show risks to soil-dwellers are negligible to low at worst and risks to birds should be assessed as negligible-to-low. Our response includes feedback on a raft of issues raised in the EPA's December 2022 documents.

Zespri asked again for the EPA to include shelter in its drift modelling, using the quantitative data we provided in 2021. We also asked the EPA to redo its Māori impact assessment given the new health findings and independent economic estimates of industry value up 41 percent since the December 2020 report.

Zespri and NZKGI oppose the proposed ban. The EPA is obliged under the Hazardous Substances & New Organisms Act to weigh up the risks of a product against the benefits it provides New Zealand: we consider the EPA has overstated the risks of using Hi-Cane and significantly understated the benefits.

More on the hearings

The hearings will be held in Tauranga, with the venue still to be confirmed. Anyone can attend the hearings but only those who have submitted in the reassessment process can present to the Decision Making Committee.

You can find documents from the EPA, the DMC, and some submitters including Zespri on the EPA's website here: <https://www.epa.govt.nz/database-search/hsno-application-register/view/APP203974>

PRE-COMMERCIAL TRIALS UPDATE

The Zespri Board has approved limited pre-commercial trials of a new red cultivar which are expected to commence later this winter.

Zespri Chairman Bruce Cameron notes that since commercialising the Red19 cultivar in late 2019, we have seen strong market demand for Zespri RubyRed Kiwifruit in our Asia Pacific markets.

"With more orchards reaching maturity, this year Zespri RubyRed Kiwifruit supply volumes increased to 330,000 trays and we expect to supply around 6.9 million trays of Zespri RubyRed Kiwifruit by 2027/28," says Bruce.

"The decision to progress another red variety to pre-commercial trials is part of our effort to explore how to extend our supply of Zespri RubyRed Kiwifruit throughout the season and return more value to growers."

The new cultivar that will enter pre-commercial trials is expected to have different seasonal timing to Red19 making it a complementary variety, and if commercialised, it is expected the new variety, along with Red19, will help us meet growing demand for a red kiwifruit for a longer period of time.

Any varieties entering pre-commercial trials must meet specific performance targets and are thoroughly evaluated before being considered for commercialisation. This process usually takes around five years to complete, although the knowledge we have gained in developing and commercialising Red19 may allow us to move through the evaluation process more quickly, using a limited number of orchards for the trial.



FROM THE MARKETS

MARKET UPDATE

Sales across our markets have been tracking well in recent weeks, putting Zespri in a strong position as we move into the summer fruit period across our markets.

Contributing to this position was Zespri's highest ever delivery week in Week 22 of 7.7 million TE, led by Japan achieving their first ever sales week over the two million TE mark and the commencement across all European markets of Green sales.

Sales across all varieties have commenced in all of our markets with only a few exceptions on smaller longer transit markets, leading to 52.8 million TE, or 38 percent

of the crop, having been delivered as of the end of Week 25, compared to 35 percent at the same time in 2022.

Despite the delayed start to the season, across Class 1 Zespri SunGold Kiwifruit we are now proportionally in a similar position to 2022 with 43 percent of the crop (39 million trays) delivered. Zespri Organic SunGold Kiwifruit is 37 percent delivered, compared to 34 percent at the same time in 2022.

Zespri Class 1 Green Kiwifruit season is tracking well with sales now approaching 30 percent through at 12.1 million TE delivered as of Week 25. This is around the same volume as this time last year, but given the significantly reduced crop,

this will result in a much shorter year to go sales season with under 30 million TE remaining to deliver for the season, compared to just under 49 million TE last year.

Our market teams remain focused on maximising value and helping ensure we can minimise quality costs this season.

Zespri Organic Green Kiwifruit sales are only just commencing in markets other than Japan following the constrained start to the season. Sales to date are eight percent through, compared to 12 percent last season, through with 800,000 TE less remaining to deliver, compared to 2022.

"SO HEALTHY, SO TASTY... GOTTA BE ZESPRI!"

It's "Lights, Camera and Action" for our Kiwi Brothers. They're the superstars of the exciting 'So Healthy, So Tasty... Gotta Be Zespri' marketing campaign now making waves in Malaysia, Indonesia, India, and Thailand.

This marks the first time the Kiwi Brothers are stepping into these markets, and they're here to promote the incredible health benefits and superior quality of Zespri SunGold and Green Kiwifruit.

Our charismatic Kiwi Brothers are featured in videos across popular platforms like Facebook, Instagram, YouTube, and TikTok. Consumers can also spot the Kiwi Brothers on vibrant in-store displays and catchy floor decals.



Japan

DIGITAL CAMPAIGN 'SIMPLY THE BEST'

Zespri Japan's digital marketing campaign was recently shortlisted by prestigious advertising programmes ONE SHOW and ADC for multiple awards.

ONE SHOW is a global advertising, design, and digital marketing award programme. The ADC Annual Awards recognise excellence in design. Zespri Japan was thrilled to be shortlisted alongside renowned brands such as Netflix, M&Ms, Burger King, Nike, McDonald's, and YouTube. The nominations included experiential and immersive innovation, virtual experience, and augmented/mixed reality categories.

This success highlights the expertise of the Zespri Japan Marketing team in creating immersive experiences.



China

LAUNCH OF NEW ECO-PACK

Zespri China proudly showcased the launch of their eco-pack this season, demonstrating Zespri's commitment to environmental protection and reducing carbon dioxide emissions.

The team is embarking on a collective journey towards a greener world with their valued customers and distributors. The team organised 23 roadshows to celebrate this occasion, including four captivating opening ceremonies with partners Ole, Hema, Yonghui, and Pagoda.



Singapore

"START SMALL. MIGHTY RESULTS"

Our "Start Small. Mighty Results" campaign was launched in Singapore recently, bringing together our teams in Japan, Korea and Singapore in a joint effort to celebrate small healthy actions in the fresh food category.

The campaign inspires and encourages consumers to take small steps towards a healthier lifestyle. By adding or swapping a kiwifruit in their meals, they can experience mighty results in their overall wellbeing. It's all about the power of small actions leading to significant outcomes.



The campaign will be featured across multiple channels, including Facebook, Instagram, YouTube, and various websites.

You can view the English version of the ad here: <https://www.youtube.com/watch?v=B9wQFTNMEOY>

Australia

CRAZY TASTY INSPIRATION

We were delighted that the Australian 'Crazy Tasty' marketing campaign was a finalist for the prestigious Marketer of the Year (MOYA) award for 2023.

Sally Burtonwood, Zespri Brand Manager for Australia, was invited to showcase the campaign with the industry at this week's Hort Connections in Adelaide.

The Crazy Tasty campaign was recently launched in Australia and focused on promoting the unique taste profile of Zespri SunGold Kiwifruit to encourage consumers to give it a try.

The campaign was omni-channel and was brought to life through activations in major supermarkets and independent stores. MOYA judges were impressed with the integrated approach. Evidence submitted as part of the entry revealed that Australian households' penetration for Zespri SunGold Kiwifruit increased by 7.3 percent in 2022 compared to 2021, while overall volume sales increased by 2 percent.



Janice Byrnes (left) and Sally Burtonwood pictured at the awards this week in Adelaide Australia.

Spain

ON THE LEADER BOARD!

Zespri has ranked second in Kantar's 'Brand Footprint 2023' report in Spain for the fruit and vegetable sector, surpassing well-known brands like Florette and Marlene.

Only Plátano de Canarias, a local brand with a rich history and strong connection to Spanish consumers, ranked higher.

Kantar's "Brand Footprint 2023" report in Spain highlights the top brands in various FMCG sectors. To determine the ranking, Kantar considers a brand's penetration and the number of times it is chosen annually by households in Spain, creating an index of successful brands that resonate with consumers.



ZESPRI IN THE COMMUNITY

Mystery Creek Fielddays 2023

Thanks to those of you who attended this year's Mystery Creek Fielddays.

It was a great opportunity to catch up with growers and our industry colleagues at the end of the 2023 harvest to acknowledge this challenging time for our industry, while also sharing the positive feedback we've been hearing from customers on improved fruit quality and the strong demand we're seeing for our fruit.

Growers who visited the the Growers Lounge and registered went into a daily draw to win a Zespri Grower puffer vest and a top prize of a \$500 travel voucher.

This year's Zespri Grower puffer vest winners are:

- Barry Jones, of Crusader Orchard
- Deborah Holmes, of Neeworra Trust
- Colleen Pye, of Pye Investment Trust
- Billy Singh, of Sandhu Family Trust

Our Travel Voucher winner is Helen Scott of Whiritoa Orchard.

Congratulations!



WOMEN IN KIWIFRUIT AND INTERNATIONAL TRADE

Outgoing Special Agricultural Trade Envoy (and farmer) Mel Poulton's take on developments in international trade was a big hit with growers these Fielddays. Women in Kiwifruit invited Mel to share her thoughts on what she's been seeing around the world and how this relates to New Zealand and our future as we strategically reposition ourselves on the global stage.

The Special Agricultural Trade Envoy is a unique position set up in New Zealand to work alongside government and provide a farmer's perspective to international trade in food and agriculture, and partner with primary producer organisations offshore. Mel has been making up for lost time from the Covid border closures and shared some insights from

recent trips to India, Sri Lanka and Europe, stressing that times are tough for farmers everywhere, not just here, but that we're well placed to ride them out.

Humility, respect and relationships were key themes – "to successfully lead, we need to make sure that when we step forward, we do so with humility". Mel noted how there are many things we do really well in New Zealand which we can be proud of, and there's a lot for us to learn from others as well.

Mel is standing down from her role and Canterbury arable farmer Hamish Marr takes over from July 1. We wish her all the best and thank her for her service to New Zealand's primary producers.

Wi Pere Trust takes out the Ahuwhenua Trophy

Wi Pere Trust was named the winner of this year's Ahuwhenua Trophy at an awards evening held in Tauranga at the start of June.

The trophy, which was first awarded 90 years ago in 1933, is the most prestigious award for excellence in Māori farming and horticulture. The objective is to encourage Māori farmers to improve their land and overall farming position with an emphasis on sustainability. The competition runs on a three-year rotational basis, between the dairy, sheep and beef and horticulture sectors.

The awards were attended by more than 900 people, including representatives from Zespri, which is proud to be a silver sponsor of the Ahuwhenua Trophy Excellence in Māori Horticulture Award. Other attendees included the Minister for Māori Development Willie Jackson, Hon Jo Luxton, Sir Tumu and Lady Susan Te Heuheu, representatives of the Kiingitanga, along with diplomats, central and local government representatives, leaders in agribusiness and whānau of all the finalists – Wi Pere Trust, which is based in Tairāwhiti Gisborne; Ngāi Tukairangi Trust; and Māori Investments Limited (MIL) – Whiritoa Orchards.

Ahuwhenua Trophy Management Committee Chair, Nukuhia Hadfield says it's been a difficult year for most growers and farmers in the primary sector, but especially hard for all the finalists in the competition.

"A combination and accumulation of events such as frosts, floods and other unseasonal conditions created major problems for all the entrants.

"Despite this adversity, all the finalists remained in the competition and put together exceptionally good field days to showcase their respective orchards," says Nukuhia.

"I would not liked to have been a judge in these circumstances, but certainly full praise to Wi Pere Trust for being judged the winner – I have seen their property



2023 Ahuwhenua Trophy winners, Wi Pere Trust.

and they are very worthy winners. But having said that, all the finalists have once again demonstrated the strength and excellence of Māori horticulture."

Zespri Head of Māori Alliances Kiriwaitangi Rei-Russell says Zespri is incredibly supportive of the Ahuwhenua Trophy, and it's been fantastic to see horticulture become part of it in recent years.

"We were particularly proud to see the resilience of the three finalists this year, and their field days showcased their commitment to the land, their kaimahi, and forward planning for future generations.

"Congratulations to Wi Pere Trust for taking out the trophy in what was a very close competition – and congratulations to Ngāi Tukairangi Trust and Māori Investments Limited for making it through to the finals of this prestigious competition," says Kiriwaitangi.

This is the second year in a row that Wi Pere Trust has won the prestigious award. In 2022 they were awarded the Ahuwhenua Trophy for the top sheep and beef farm.

2023 New Zealand Kiwifruit Innovation Awards: nominations open

Established in 2015 by former Chairman of Kiwifruit New Zealand, Sir Brian Elwood, the New Zealand Kiwifruit Innovation Award recognises people who have solved a problem or created value for the kiwifruit industry through great innovation.

The deadline for this year's nominations is Friday 28 July 2023, and we encourage our industry to nominate those who have made innovative contributions.

Nominees must be individuals, not groups, with the criteria being an applied idea to solve problems and create improvements.

Nomination forms can be found on Canopy.



2023 was the first year of Zespri implementing a new process for our annual licence release, shifting from the closed-tender bid process, to ascending price-open auctions.

Changes to this process followed feedback that growers wanted more visibility of hectares being bid for, the strong desire to all pay the same price, and that it had to be an easy process if any new software was introduced.

After many years of growers participating in a closed tender bid process, the Board announced in December 2022 that the 2023 licence release would be done via an online ascending price-open auction mechanism. An education campaign started soon after the announcement, in the lead up to the May auctions.

Overall, Zespri is pleased with how the online ascending price-open auctions went, with some clear ideas for improvements in the future. Before making any changes, however, we also wanted to hear from those growers using it for the first time to get a thorough understanding on how they felt the process worked for them.

Thank you to all bidders who took the time to complete the survey. We appreciate your feedback and will be back in touch later this year with a further update on next year's licence release process.

492 BIDDING ENTITIES SURVEYED

127 BIDDERS COMPLETED THE SURVEY

SHARING 179 ADDITIONAL COMMENTS

82% felt we met our criteria objectives of being transparent and equitable.

80% said the software auction platform, was easier to use, or the same when comparing it and their experience using it to other online auctions software.

96% thought the ascending price-open auction was an improvement on the closed tender bid process.

60% were happy with the current timing.

Of the 96% who thought the new process was an improvement to the closed tender bid process:

29% of those thought it was an easy-to-follow process, and the system was simple to use

36% thought it was a fairer process where all successful bidders paid the same price

34% thought it was transparent and could see the total hectares bid for each round.

1% 'other'

FEEDBACK RECEIVED

"It allowed time to process what you were comfortable to commit to."

"It was an easy-to-follow process, and the system was simple to use. It was a fairer process where all successful bidders paid the same price. It was transparent and I could see what total hectares bid for each round."

"The outcome is known on the day rather than having to wait to see if the tender was successful."

"Still not convinced this is the best/fairer system. It could be argued that the system assists Zespri to maximise the total value of the licenses. A falling value (descending) live auction might be better and create a spread of values. Buyers looking for small license parcels or must have buyers might pay more. Others (larger) parcels might pay less. Low ballers would miss out."

"I do like the auto bid function on Trademe. A text message when you have been outbid would be cool."

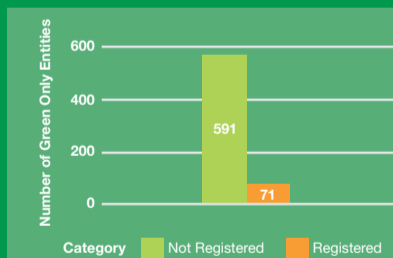
"Congratulations, a vast improvement on the previous process. I found the process & the system simple, easy to use and navigate and didn't experience any technical challenges at all, however it was ridiculously time consuming (Green cutover auction)."

"The timeline between rounds could be shorter, e.g. 10 min."

This year we introduced a Restricted SunGold (Hayward/Green14 Cutover) Licence Pool to reach a more optimal future green volume to support grower profitability, and as a means of assisting Green growers who may want to purchase Zespri SunGold Kiwifruit licence.

Analysis of the data reveals that only a small percentage of Green-only growers registered to participate in the 2023 licence release, and that few were successful in securing Zespri SunGold Kiwifruit licence.

Green remains an incredibly important category to the future of our industry and we are continuing to explore how we can best support those Green growers wanting to access Zespri SunGold Kiwifruit licence in the future.



Only 11% of Green-only growers registered to bid.
Note: There are 662 green-only landowners and 117 green-only lessee entities.

GREEN-ONLY ENTITIES

NUMBER OF GREEN-ONLY KPINS REGISTERED FOR THE 2023 LICENCE AUCTIONS



NUMBER OF GREEN-ONLY HECATRES: SUCCESSFUL VS. UNSUCCESSFUL



WORKING TOGETHER TO SOLVE OUR ENVIRONMENTAL CHALLENGES

This August, the kiwifruit industry is partnering with the 'X Labs: Future of Foods' circular economy programme. Three teams from our sector will take part, with participants from across the supply chain including growers, packhouse representatives and Zespri staff.

The X Labs: Future of Food programme offers a unique opportunity to work with the New Zealand food sector, the Ministry for the Environment, NZ Trade and Enterprise, and circular economy experts to find solutions to address environmental challenges facing the food sector.

Each team will focus on a specific challenge, with our kiwifruit industry representatives looking at how to accelerate uptake and implementation of emission reduction solutions on orchard and

in post-harvest. People taking part will focus on a specific area aligned to their skills and expertise, namely food waste, electricity use and refrigerant losses in post-harvest, and compost and fertiliser use on orchard.

Zespri has ambitious targets to reduce emissions across the industry, and collaboration with partners in programmes like this are an important part of achieving our goals.

We're excited to see the solutions the teams design throughout this process, and we'll update you on outputs in the October issue of *Kiwiflier*. If you're interested in finding out more, or would like to participate in future programmes like this, please contact Alice Rackham, Climate Change Business Partner, at alice.rackham@zespri.com.





SHARES UPDATE: JUNE

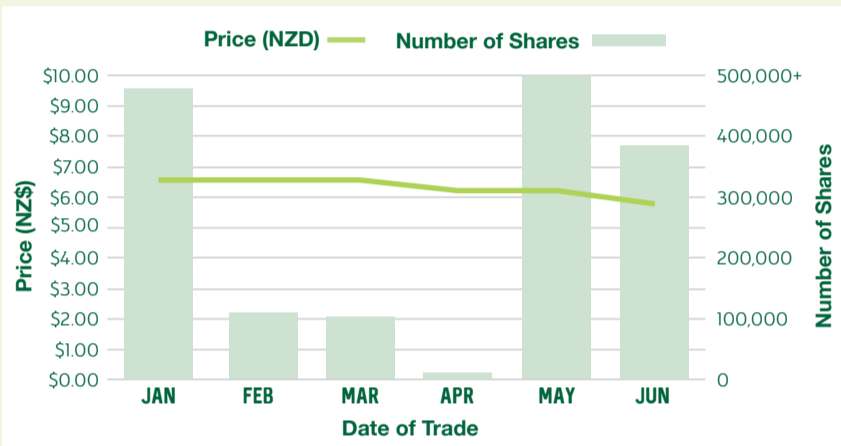
WHAT'S HAPPENING IN THE MARKET

BIDS [BUYERS]		
Orders	Quantity	Price (\$)
1	5,000	5.80
1	5,000	5.78
1	5,000	5.75

LAST 10 TRADES			
Date	Quantity	Price (\$)	Value (\$)
23/06/2023	2,965	\$5.80	\$17,197.00
23/06/2023	15,635	\$5.80	\$90,683.00
22/06/2023	3,000	\$5.85	\$17,550.00
22/06/2023	3,000	\$5.88	\$17,640.00
21/06/2023	10,000	\$5.90	\$59,000.00
20/06/2023	3,000	\$5.90	\$17,700.00
14/06/2023	20,000	\$5.90	\$118,000.00
14/06/2023	280,000	\$5.90	\$1,652,000.00
09/06/2023	10,000	\$5.90	\$59,000.00
08/06/2023	3,000	\$5.94	\$17,820.00

OFFERS [SELLERS]		
Orders	Quantity	Price (\$)
1	7,000	5.90
1	23,000	5.94
1	3,000	6.40
1	3,000	6.45

ZESPRI GROUP LIMITED SHARE TRADES: 26 JANUARY 2023 - 26 JUNE 2023



The graph above shows the price per share that has been traded with USX and the total number of shares traded.

WANT TO DISCOVER MORE?

To get a list of the price for current buyers and sellers, Market depth, last 10 trades, and market announcements go to <http://www.usx.co.nz>. The Zespri Group Limited listing code is 'ZGL'.

Follow us on **reap** for our mobile IR experience

Got to www.reapapp.io to download the app.

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 website will always provide the most up to date information held by Zespri.

SHARES AT A GLANCE AS AT 26 JUNE 2023

OVERSHARED SHARES REQUIRED TO BE SOLD THIS MONTH



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.

DRY SHARES CONVERTING TO B CLASS THIS MONTH



The Constitution states that Dry Shareholders (growers who no longer supply Fruit to Zespri) will cease to receive dividend payments three years after becoming Dry and will be converted to B class shares.

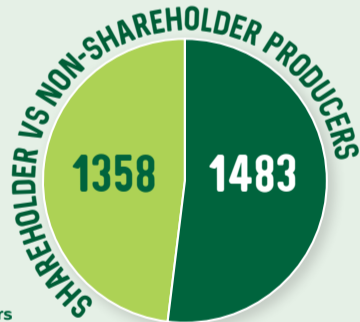
DIRECTOR SHARE TRADING SINCE LAST ISSUE



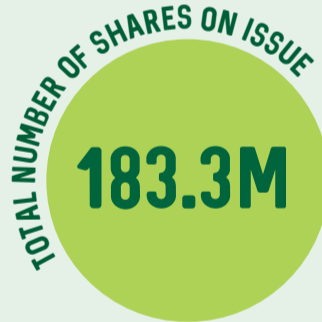
*Shares traded by entities associated with Zespri Directors.



OUR SHAREHOLDERS



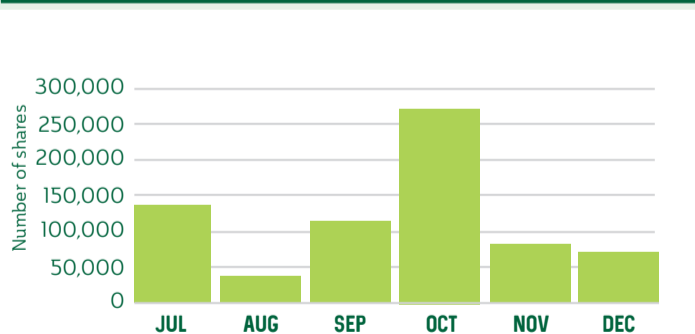
Shareholder Producers
Non-shareholder Producers



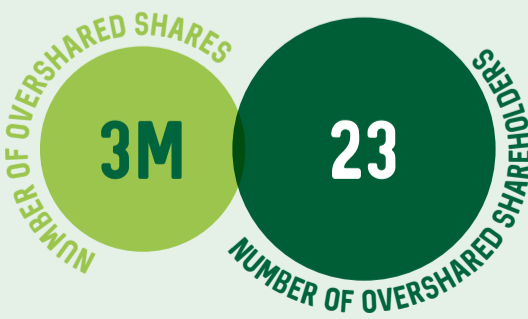
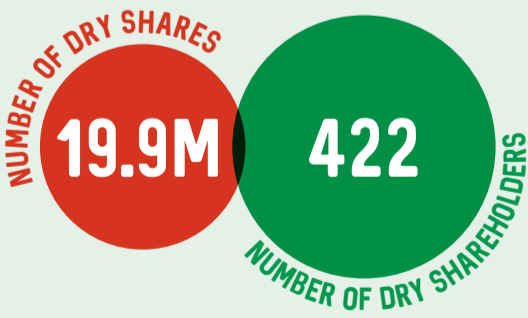
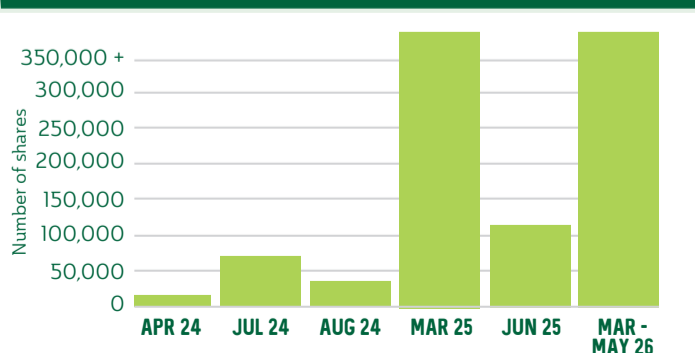
DRY AND OVERSHARED SHARES

DRY SHARES CONVERTING TO B CLASS BY MONTH

B CLASS SHARES ARE NOT ELIGIBLE FOR DIVIDENDS



OVERSHARED SHARES REQUIRED TO BE SOLD



LOOKING TO BUY ZESPRI SHARES?

WHO CAN PURCHASE SHARES?

Our current producers are eligible to purchase shares in Zespri. The share entitlement for each landowner and lessee of a current producing orchard is calculated based on the historical production of the orchard(s). Contact us if you would like more information about your share entitlement.

OFF-MARKET TRADING

This is a share trade that does not involve a broker. The buyer and seller will agree on a price, complete an Off-Market Transfer form and return this to Zespri for processing.

ON-MARKET SHARE TRADING

Your broker will assist you to register your account with them and trade on your behalf through the Unlisted Securities Exchange (USX) platform. Once you are registered, they take care of most of the paperwork for you.

CHOOSE A USX-APPROVED BROKER



2023/24 PROGRESS PAYMENTS FOR JULY AND AUGUST

CLASS 1 - APPROVED PROGRESS PAYMENT 13 JULY 2023	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.97	\$1.10	\$1.15	\$0.95	\$0.80	\$0.80	\$0.40
Zespri Organic Green	\$2.19	\$2.50	\$2.20	\$2.30	\$2.10	\$2.10	\$1.90
Zespri Gold3	\$2.36	\$2.55	\$2.55	\$1.85	\$1.05	No supply	No supply
Zespri Organic Gold3	\$2.83	\$2.55	\$3.20	\$2.90	\$2.45	No supply	No supply
Zespri Red19	\$8.20	\$7.50	\$9.90	\$10.20	\$8.20	\$8.20	\$7.90
Zespri Green14	\$3.22	\$4.00	\$3.70	\$3.50	\$3.00	\$3.00	\$3.00

CLASS 1 - INDICATIVE PROGRESS PAYMENT 15 AUGUST 2023	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.15
Zespri Organic Green	\$0.30	\$0.05	\$0.30	\$0.30	\$0.30	\$0.30	\$0.40
Zespri Gold3	\$0.14	\$0.05	\$0.10	\$0.35	\$0.50	No supply	No supply
Zespri Organic Gold3	\$0.14	\$0.05	\$0.05	\$0.35	\$0.65	No supply	No supply
Zespri Red19	\$2.39	\$2.00	\$2.50	\$4.50	\$2.30	\$2.30	\$2.20
Zespri Green14	\$1.00	\$1.30	\$1.00	\$1.00	\$1.00	\$1.00	\$1.00

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.

July 2023 approved progress payments on Net Submit trays

Approved per tray progress payments for 13 July 2023:

Class 1	
Zespri Green	\$0.97
Zespri Organic Green	\$2.19
Zespri Gold3	\$2.36
Zespri Organic Gold3	\$2.83
Zespri Red19	\$8.20
Zespri Green14	\$3.22

August 2023 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 15 August 2023:

Class 1	
Zespri Green	\$0.05
Zespri Organic Green	\$0.30
Zespri Gold3	\$0.14
Zespri Organic Gold3	\$0.14
Zespri Red19	\$2.39
Zespri Green14	\$1.00





Updates from our Pre-harvest Team



Gearing UP FOR GAP

This year, Zespri GAP has some significant changes taking place due to the introduction of GLOBALG.A.P. v6 and GRASP v2 updates, and we are here to support you.

This month, we are gearing up to bring growers and Management System Owners (MSO) up to speed with workshops on the upcoming changes so that you:

- understand the changes and how to implement them
- have the opportunity to learn from each other
- can ask questions
- take a step towards completing some forms for your inspection; and
- feel confident to prepare for your inspection.

“We’re excited to start to work with growers and industry and have developed some great workshops, support, and resources that we hope growers will find useful as they complete their Zespri GAP inspection requirements this year,” says Zespri Extension Manager Christina Robinson.

“We’ve focused on providing workshops to help you manage the highest impact changes coming with the new versions.

“We’ll use multiple learning pathways to ensure everyone can access support over the coming months,” says Christina.

These will include face-to-face interactive workshops for growers and MSOs in our growing regions, alongside online workshops, as well as self-serve resources available on Canopy.

In March, we engaged with many different people across our industry who look after Zespri GAP and they gave us invaluable insight into the support preferences and needs of our industry. This feedback has guided the changes made and how we have shaped workshop training to ensure it’s valuable to growers and the kiwifruit industry.

JOIN US AT ONE OF OUR WORKSHOPS!

The workshops kick off in mid-July and run through to the end of August to ensure everyone has a chance to digest and implement the changes, before the 2023/2024 inspections take place.

We are running workshops in all North Island growing regions. In the Western Bay of Plenty, these are being run in conjunction with your post-harvest facility. See the list of workshop dates below for this region.

The workshop will start with sessions that cover GLOBALG.A.P. v6 changes, followed by a session in the late afternoon for GRASP v2 changes. GRASP is the GLOBALG.A.P. risk assessment on social practice and is a requirement for any growers/MSOs that have employees.

We encourage growers/MSOs who don’t have employees to still attend the GRASP workshop, as it is expected that you have an awareness of the GRASP requirements and that you ensure all contractors working on your orchard/s are CAV compliant. Since GRASP is a part of CAV requirements, contractors are welcome to attend the GRASP workshops in the regions, as well as the contractor workshops planned in the Bay of Plenty.

Other regional workshops

We will be holding regional workshops from Kerikeri, down to Whanganui.

To see dates and register, visit: [Canopy > Growing Kiwifruit > Global Extension Team > GET Events & Webinars > Zespri GAP Update Training](#)

The venue location will be emailed to you nearer to date of workshop.

Other training options

We highly recommend you come along to in-person workshops. However, we recognise that some people may not be able to attend. To cater for this, we will be running online workshops (with the workshops split over three sessions) in July and in September, and Q&A sessions. If you decide to attend the online workshops, we recommend that you attend all as there is an on flow from workshop 1 to workshop 2. There will also be self-study resources available on Canopy that will allow you to pick up the workshops at the time that best suits you, or to refresh yourself closer to your inspection.

To come along to any of the online workshops, click here to register: <https://forms.office.com/r/X3XhnLeEUH>

Contractor training

We are also running workshops specifically for contractors in the Bay of Plenty. Those in the regions are invited to come along to the GRASP v2 section of the regional workshops. This will focus on GRASP v2 changes and will include a summary of other GLOBALG.A.P. v6 changes they need to be aware of.

Contractors will be sent a communication directly, but if any of your contractors haven’t yet heard about the workshops, please send them the following link so they can register:

<https://forms.office.com/r/MbsxQk2BXW>



MAKE SURE YOU REGISTER

Check out dates and registration links for a workshop at a venue near you in the schedule below.

Workshops will run:

- 9.30am (with registration from 9.15) - 2.50pm: GLOBALG.A.P. v6
- 3-4pm – GRASP v2 (contractors are welcome to join these sessions in the regions)

If you are a Grower, MSO or Orchard Manager, please make sure you register.

Each MSO (i.e. you are responsible for completing GAP compliance) that registers and attends a workshop will be eligible to receive an updated Zespri Grower Manual in hard copy or electronic format. The Zespri Grower Manual can also be downloaded from Canopy.

Post-harvest, grower support services, and inspectors are welcome to join the grower workshops to better understand changes to help you to support your growers/MSOs. Register via the same registration link below and select your role when asked.

WESTERN BAY OF PLENTY WORKSHOP SCHEDULE

(Tauranga, Katikati, and Te Puke)

POST-HARVEST PROVIDER [A-Z]	DATE	REGISTER HERE:
Apata	22 August	https://forms.office.com/r/xYeyDhAzzn
Birchwood	31 August	https://forms.office.com/r/KmnZMLfK2p
DMS	8 August	https://forms.office.com/r/0MXMFaa8sJ
Eastpack	10 August	https://forms.office.com/r/1qUYAfdXka
Hume Pack and Cool	15 August	https://forms.office.com/r/tf6evYCN86
MPAC	1 August	https://forms.office.com/r/VW8W6ANf4G
Seeka	28 July	https://forms.office.com/r/nSeaYhXPu1
Trevelyan	3 August	https://forms.office.com/r/FF1MND8mwW

ARE YOUR ORCHARD MAPS UP-TO-DATE?

Your orchard map is a tool to clearly identify and communicate all areas of your property, from your growing blocks and waterways, through to any risks and hazardous areas.

Maps have long been a requirement under GLOBALG.A.P. With the implementation of GLOBALG.A.P. v6 changes to Zespri GAP, there are a few things you need to ensure are checked off on your map before your next inspection.

The Zespri GAP principle that relates to mapping is **1.1.2 Map is maintained for property**. This is a major requirement and must be met.

The map must clearly identify the following items listed below. The majority of the required items have remained the same, but we have highlighted the changes and/or additions in bold, with further clarification in italics.

- KPIN(s) production blocks
- **All water sources, storage and infrastructure**
 - Water sources include all water sources servicing your orchard such as bores or surface water takes
 - Water storage is any water tank, pond, or dam
 - Water infrastructure includes your pump station. Note, there is no need to include irrigation lines on your map for Zespri GAP.
- Storage facilities including agrichemical, fertiliser & **fuel**
 - For fuel, ensure any fuel tanks on your property are noted on your map
- **Product handling areas**
 - Product handling areas are typically load out areas on orchard
- Features that pose health and safety risks
- **Features that pose food safety risks**
- **Features that pose environmental risks**
 - Mapping risks is something you've already had to do for Health and Safety, but new requirements have been added for Food Safety and environmental risks. To complete this mapping, you should ideally start by completing your risk assessment. For any risks related to a physical feature on your property, ensure this is identified on your orchard map.

There are many options available to you to prepare your orchard maps, but maps can take time, and so it might pay to get started early.

- We understand many growers work with their post-harvest facility to prepare their orchard map(s) for the year. Connect with your representative early to request any changes and have a plan B if they are unable to make the updates in time.

If you are updating maps yourself, here are a few tips to help you:

- Not all features need to be on a single map. If your map is getting too busy to read clearly, we suggest making multiple copies of your base map, and adding features to individual maps. For instance, having a separate Health and Safety map and Food Safety map in your records.
- When mapping risks, you can create a numbered list of the hazards/risks that you attach to the map and place the corresponding number in the appropriate location on the map.
- If you run short on time this year to update your digital map, handwrite any new requirements on your map, then initial and date the map. Be sure to send your updates when you next update your digital map.

More information on mapping will be available as part of the Zespri GAP training taking place throughout July and August.



ENSURING ON-ORCHARD HEALTH AND SAFETY FOR MATURITY CLEARANCE SAMPLERS

In the past month, Maturity Clearance samplers have encountered some dangerous incidents with unsecured dogs on orchard.

While the samplers were able to remove themselves from these situations without serious injury, the outcome of these incidents could have been much worse.

Incidents like these highlight the importance of ensuring the following:

- Orchard owners or persons in control of the orchard must so far as is reasonably practicable, ensure that persons are not put at risk when entering the property. Practical steps include the regular review of MCS System hazards, on orchard hazard notification entry boards, and notification through a third party app.
- Packhouses and orchard owners should ensure their Orchard Primary Contact (OPC) status within the MCS is current and relevant to ensure correct sampling notifications.
- OPC holds the duty of care to share sampler attendance information with relevant people to ensure safety of all persons.
- MCS hazard information to be current and updated, particularly if new hazards are introduced.
- Should a high risk hazard be identified (for example, aggressive dogs), please notify the Zespri MCS team directly who will assist you to ensure the hazard has been flagged correctly within the system, including recording updated access instructions.



If you have any questions, or concerns, the MCS Team are available on 0800 874 515 or maturity.support@zespri.com

INTRODUCING THE IMPACT ORCHARD NETWORK

Bridging the gap between theory and practical reality is essential to finding win-wins for sustainable kiwifruit production.

The Impact Orchard Network (ION) is a new initiative from the Grower Extension Team (GET) that will allow us to work with kiwifruit growers to lead the way in testing and demonstrating effective practices that will help develop the sustainability and resilience of our kiwifruit industry.

The ION is an evolution of the Focus Orchard Network, aiming to bring attention to sustainable orchard practices while maintaining productivity. Regular updates and grower events will begin later this year to share what is being trialed and learnt.

We are looking forward to connecting with growers, industry experts and innovators to build an understanding of what it really means to be 'sustainable' and applying it to kiwifruit orchards.

If you are a grower who would like to get involved, or to find out more, contact Michael Kramer via email: michael.kramer@zespri.com

GLOBAL EXTENSION TEAM *updates*

THE MONTH AHEAD: JULY

WINTER PRUNING

MANAGING STRESSED VINES

WINTER BUD NUMBERS

RESOURCES



WINTER PRUNING

Winter pruning lays the foundation for the season ahead and future years. It's about removing the fruiting canopy and laying down the right amounts of the best wood to kick off next season successfully.

Focus should be on two critical factors:

- consistent canopy fill across all bays in the orchard
- the appropriate number of high quality winter buds

Of course, 2023 winter pruning has another consideration, and that is the management of stressed vines.



MANAGING WATERLOGGED VINES

Vines that suffered waterlogging can create significant problems in kiwifruit orchards, and given the season we've had, there are many orchards experiencing this. Not only do they produce lower yields, they can also create considerable variability in fruit lines, compromising maturity clearance and storage next season.

If your vines have suffered stress, here are some things you could do right now to assist with vine recovery:

- Mark affected vines and manage separately to avoid excessive crop load
- Where practical, improve soil drainage
- Avoid running machinery over wet/waterlogged soils. The compaction reduces air in the soil, further compromising root health and recovery.



WINTER BUD NUMBERS

Estimating the level of flower buds we will see in spring is a topical issue, and key to understanding the number of winter buds to be tied down. While the level of winter chill received over the coming months is the most critical factor, it is not that simple.

Vines experienced lower light levels last summer when flower evocation in replacement wood and spurs was happening. This will have an influence — especially if summer canopy management was not up to scratch — as will the levels of stress vines were subjected to from water logging. Experience suggests the levels of water logging will not significantly affect numbers — at least initially. Experiences from frosted orchards suggests replacement wood will be very fruitful.

If Hayward growers were unable to get a summer girdle on, lower flower numbers can be expected. Gold3 flower numbers have not historically been affected by summer girdling. Where lower crop loads were experienced, improved return bloom on all varieties could be expected — all other factors being equal.

So understanding what spring florance will look like will be very orchard dependent. If vines have been exposed to waterlogging, a conservative approach to winter bud numbers seems sensible. This will assist the shoot to root ratio to re-balance. If you're considering putting in extra winter buds as "insurance", ensure it is high quality wood, and have a plan to address excessive flower numbers early in spring should it occur. This will prevent vines stalling, and potentially setting the orchard up, or a low dry matter crop.



RESOURCES

For more information, check out the following resources on Canopy:

- [Canopy > Growing Kiwifruit > Orchard Management > Canopy Management & Pruning > Winter Canopies](#)
- [Canopy > Zespri & the Kiwifruit Industry > KiwiTech Bulletins > All Bulletins > N101 – Stressed Vines](#)
- [Canopy > Growing Kiwifruit > Budbreak](#)

FRESH LOOK AT FERTILISER RECOMMENDATIONS

It's been an unusually wet and weather-disrupted season, so it's more important than ever that this year's fertiliser recommendations are based on fresh test results and a thoughtful assessment of current soil and vine health.

Some roots or vines may have died back due to water-logged soils or canopy damage that reduced carbohydrate reserves. As a result, a more tailored approach than usual to fertiliser and crop load management this year will help to optimise vine health, production, and return on your fertiliser investment.

Consider whether any blocks will need to be managed differently this season e.g. to replace or recover weather-impacted vines. Soil tests are recommended for every block that has different characteristics or management needs and it can be useful to add extra tests such as available nitrogen and organic matter or the more comprehensive 'organic soil profile' to your basic soil test package.

Talk to your fertiliser advisor ahead of soil tests or confirming recommendations, to:

- identify block variations and realistic crop load target(s), considering wood quality, vine health status, and any fruit clearance challenges last season;
- discuss any soil health issues (e.g., compaction, poor drainage) and options for improving water, oxygen and nutrient uptake function of the roots;
- factor in other nutrient contributions into your fertiliser budget (especially nitrogen) that come from leaf fall, compost, fertigation, foliars, and any other non-fertiliser sources;

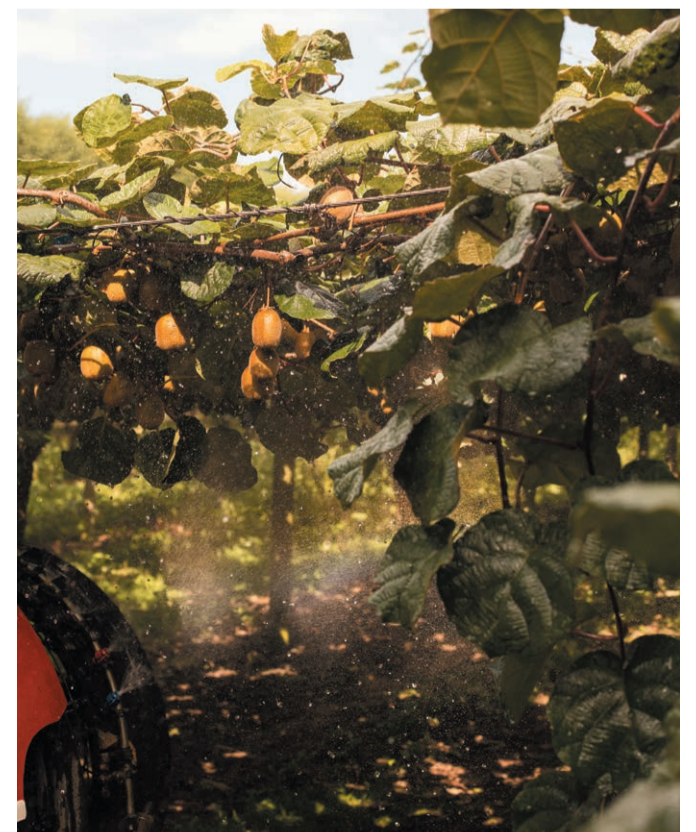
- explore "if, then" scenarios so you can build flexibility into your nutrient management plan based on weather conditions and vine responses as the season progresses, and;
- look back on leaf test results from last spring/summer if you have them; these can also help identify if there's opportunities to improve on last year's recommendations.

Excess or poorly timed fertiliser and compost is a waste of money and an environmental risk. Ask your fertiliser advisor to help you identify the nutrient loss risk factors for your orchard(s) and find ways to manage them, such as by adjusting the Four Rs of fertiliser use (right type, rate, place, and timing).

MORE INFORMATION

Find out more here: [Canopy > Growing Kiwifruit > Orchard Management > Nutrition, Soil & Water](#)

Check out the Canopy 'Soil Management' and 'Plant Nutrition & Nitrogen' pages for a soil test quick tips video, soil test report template, and Need to Knows on 'Smart fertiliser use', 'Tests for informing nitrogen decisions', 'Sense-checking your nitrogen recommendations', and 'Estimating your nitrogen balance'.



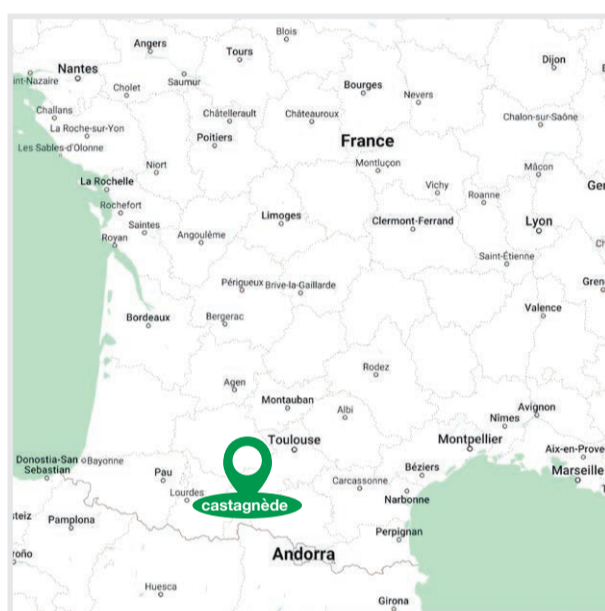


ZESPRI GLOBAL SUPPLY UPDATE

GROWING HIGH YIELD ZESPRI SUNGOLD KIWIFRUIT IN FRANCE ON T-BAR

Marilyn and Lionel Cazemajor live in the village of Castagnède, bordering the Gave d'Oloron river, in the South West of France with their three daughters Malory (21), Elsa (18), and Valentine (9).

Initially, Marilyn and Lionel were producing maize and raising cattle on the farm, but following her agricultural studies in 1998, Marilyn looked at the opportunity to plant kiwifruit on the family farm. They planted their first orchard in 2000, while kiwifruit was becoming a very popular crop in the area.



In 2008, they grafted 1.5 hectares of their Hayward blocks into Hort16A that they had to cut back due to Psa not long after it had started producing.

However, convinced of the value of a yellow fleshed kiwifruit, they decided to regraft a part of their orchard to Zespri SunGold Kiwifruit in 2013, and have now expanded to a total of 3.7 hectares of Zespri SunGold Kiwifruit established on a T-bar structure. Today this is their main crop and it is driving the farm's results.

All of Marilyn and Lionel's blocks are established on T-bar, as are most of the orchards in France. This enables them to retract their overhead nets in winter in case it snows. The blocks also have netted sides because Brown Marmorated Stink Bug (BMSB) can be a challenge in the area.

Following their most recent trip to New Zealand in 2019, where they really appreciated the opportunity to meet with their grower counterparts, Marilyn and Lionel have changed their vigour management practices.



Kiwifruit growers, Lionel and Marilyn Cazemajor.

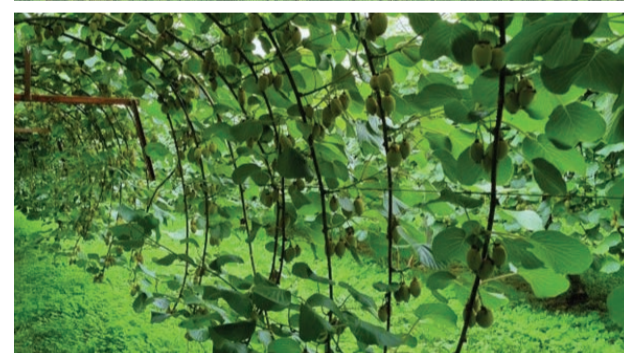
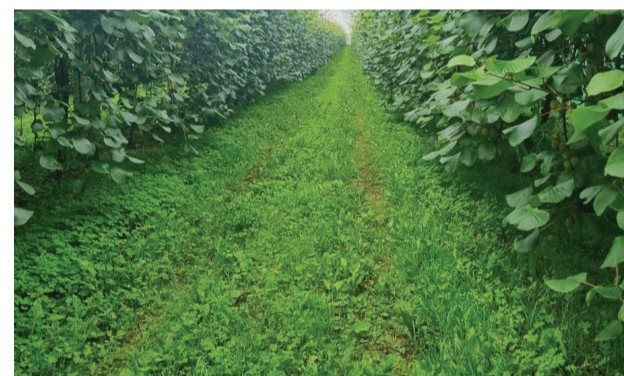
Confirmed by trials set up on their orchards, they are now consistently implementing tip squeezing and zero leafing early in spring, and reducing nitrogen fertilization concentrating it pre-flowering. Two girdles are applied each season.

The couple is very focused on the details, counting canes at winter pruning, and flower buds to ensure they have the right cropload pre flowering. In a completely enclosed orchard, they use bumble bee hives for pollination. They are very satisfied of the quality of pollination, and insist that the bumble bee hives have to be ordered enough in advance so they can be of great quality when they get to the orchard.

Marilyn and Lionel are also continuously thinking about what they can improve next, and are now focusing on accuracy of their irrigation, which is especially important in an environment where strong rainfalls in a short time alternate with droughts. Having a healthy orchard with 100 percent of plants producing is key to productivity.

All this work brings its rewards – in the past three years, their average Class 1 production has been 13,600te/ha, with a record crop in 2021 of 14,500te/ha Class 1, Size 26.1. Thanks to a good start to the season to date, and provided summer doesn't bring heat waves similar to that experienced in 2022, the couple are currently on track to do as well as 2021, if not better.

As Marilyn likes to say: "we need to bring the maximum of energy to the fruit, and find the right balance between productivity and plant health."



Kiwifruit vines growing on a T-bar structure on Marilyn and Lionel's orchard in France.



BAY OF PLENTY YOUNG GROWER COMPETITION

The Bay of Plenty Young Grower competition is an extraordinary event that not only aims to inspire and acknowledge the talents of young individuals employed in the fruit and vegetable sectors in the Bay of Plenty, but also serves as a testament to the region's reputation for producing some of the finest produce in the country.

In 2023, the eagerly anticipated Bay of Plenty Young Grower competition will take place on the morning of 12 July. This dynamic event brings together the region's most promising young growers, providing them with a platform to showcase their skills, knowledge, and innovation. Participants engage in a series of challenges that put their horticultural expertise to the test.

The competition is an opportunity for participants to demonstrate their talents, learn from industry experts and connect with like-minded individuals. Networking plays a crucial role, as contestants build relationships with mentors, sponsors, and fellow growers.

The peak of the Bay of Plenty Young Grower competition is the highly anticipated awards and gala dinner, held in the evening following the event. This glamorous occasion serves as a celebration of the participants' achievements and provides an opportunity for industry professionals, supporters, and community members to come together and acknowledge their remarkable accomplishments. It is an evening filled with inspiration, laughter, and recognition, as the industry's rising stars are honoured for their hard work and dedication.

To be a part of this unforgettable evening and show your support for the Bay of Plenty Young Grower competition, visit bopyounggrower.co.nz. By attending, you not only contribute to the success of this remarkable event but also contribute to the growth and prosperity of the horticulture industry in the Bay of Plenty.



Young Grower
of the year

2023 CONTESTANTS:

1. **Ashdon Reid – 23.**
Orchard Manager, Southern Cross Horticulture.
2. **Damian Clark – 27.**
Orchard Manager, Prospa.
3. **Dylan Wadsworth – 25.**
Orchard Manager, Bay Gold.
4. **Jack Tortoiseshell – 21.**
Orchard Manager, DMS.
5. **Josh Collier – 25.**
Orchard Manager, Seeka.
6. **Justin Shirtcliffe – 25.**
Grower Services Representative, Apata.
7. **Katherine Smith – 29.**
Grower Services Representative, Trevelyans.
8. **Sydney Hines – 24.**
Orchard manager and Technical Support, Sybton Horticulture.

For more information, visit
<http://www.bopyounggrower.co.nz/>



MPI CHIEF SCIENCE ADVISER TO SPEAK AT AGM

Dr John Roche, Chief Science Adviser at MPI will speak on the future of food and policy changes between the KVH and NZKGI AGMs this year. John was appointed Chief Science Adviser in June 2018 to provide an independent science perspective to MPI.

NZKGI's AGM will be held at 11am on Wednesday 23 August at Mercury Baypark Stadium, 81 Truman Lane, Mount Maunganui. The NZKGI AGM will be preceded by the KVH AGM at 9am and followed by the Zespri AGM at 1.00pm at the same venue. A bagged lunch will be available to growers between the AGMs.

COME ALONG TO THE KVH AGM



KVH's Annual General Meeting (AGM) will take place at 9am, Wednesday 23 August 2023, at Mercury Baypark in Mount Maunganui.

Growers will receive their AGM packs by email during the last week of July (or by post if email is not available). This will include the Chairman's Report, 2022 KVH audited financial statements, the proposed budget for the 2024/25 financial year, and voting information.

Special guest Ruth Underwood from Fruition will be speaking at the meeting. Ruth will discuss the findings of a project recently completed for KVH and Zespri, assessing the potential financial impact of a fruit fly response in the Bay of Plenty.

TALK ABOUT EXPENSIVE APPLES...



A few years back, American actress Hilary Swank made international headlines when she forgot to declare an apple at Auckland Airport.

She is not alone, according to stats recently pulled together by Biosecurity New Zealand. Between 1 January 2018 and 28 April 2023, officers have issued 7,966 infringement notices to travellers for failing to declare apples. The travellers were each fined \$400.

The busiest year for apple-related fines in this period was 2018 with 3105 infringement notices. There were only 79 fines in 2021 when international borders were largely closed.

The fines, alongside public awareness activities, send a strong biosecurity message to international travellers about the importance of fruit being disposed or declared. They are a particular fruit fly risk – one of the most unwanted threats to the kiwifruit industry.

EBAY TO BLOCK PLANT SALES



KVH is pleased with recent news that eBay has informed Biosecurity New Zealand it will no longer allow the sale of plants, seeds, and bulbs to New Zealand-based customers – blocking a significant entry pathway for biosecurity threats.

Initially, the e-commerce giant considered imposing restrictions on 10 to 20 items, but after obtaining more information, decided to restrict New Zealand-based customers from purchasing any plants, seeds, or bulbs.

eBay has established similar restrictions for its Australian customers and says it is committed to biosecurity and is eager to continue collaborating with officials, including sharing data on trends and insights.

The move is the result of recent engagement between Biosecurity New Zealand and e-commerce providers under a project to address the biosecurity risk from imported goods purchased online.



A key focus has been to work with the various platforms to stop the supply of non-compliant goods. This has involved building relationships with platforms to develop a better understanding of requirements. There is already a strong relationship with Trade Me and recently officials rekindled relationships with the Alibaba group and other large international platforms, including eBay, Amazon, Wish, and Etsy.

As kiwifruit growers know, seeds and plants purchased online pose significant biosecurity risk. They are often incorrectly declared, may not be what the website claims them to be, or arrive with insufficient information to meet entry requirements.

KVH always recommends purchasing seeds and plants from reputable companies rather than buying online from unknown suppliers who may not be aware of, or are unable to meet, New Zealand's strict biosecurity requirements.

KNZ BOARD ELECTION



The Kiwifruit New Zealand Board consists of six directors, of which three are elected by producers for a three-year term. This means every year one producer-elected director is due for re-election.

Andrew Fenton will step down as he will complete his three terms on 30 September 2023.

The election timetable is:

2023 KNZ DIRECTOR ELECTION TIMETABLE

Nominations open for Director Election	Monday 24 July
Nominations close	Monday 7 August
Voting Poll opens	Friday 25 August
Voting Poll closes	Monday 11 September

KNZ has posted a letter to all producers detailing the process, but for nomination forms or additional information, please contact KNZ on (07) 572 3685 or admin@knz.co.nz.

Q&A FROM THE FIELD

KEY CONTACTS:

Grower Engagement Manager:
Sue Groenewald 027 493 1987

Grower Relations Manager
Malkit Singh 027 665 0121

Organic Supply Specialist:
Teresa Whitehead 027 257

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

When do the Plant Variety Rights (PVR) for Gold3 (Zespri SunGold Kiwifruit) and Red19 (Zespri RubyRed Kiwifruit) expire in New Zealand?

The New Zealand PVR expires on 6 September 2039 for Zespri SunGold Kiwifruit, and 19 March 2043 for Zespri RubyRed Kiwifruit.

When is the settlement due for licence I purchased in the 2023 licence release?

The settlement of any monies owing for the 2023 licence release is due no later than 5.00pm on 20 July 2022. This is to be paid to the Zespri bank account found on the bottom of your invoice. A friendly reminder email will be sent in July.

Why does my residue test need to expire and who pays for the residue testing?

A residue can have massive consequences for the Zespri brand. All orchards are residue tested and additional tests are taken through random and targeted testing, both pre and post harvest. Because there are risks happening on and around orchards, an expiry is one way of managing that risk.

Residue detection is a risk to the pool and residue testing is funded by the pool.

Can I purchase/sell Zespri Variety licences privately?

Yes. Growers who want to sell or purchase licence can advertise on the [Zespri Licence trading board](#) on the Canopy website: Canopy > Growing Kiwifruit > Zespri™ Variety Licences > Licence Trading > Licence Trading Board.

Growers can list their intention to buy or sell licence or view any current listings.

If you have any questions or would like additional information please contact Grower Support Services: new.cultivars@zespri.com or 0800 155 355).

How do I check that a contractor has a current CAV (Compliance Assessment Verification)?

Contractors are required to hold a valid CAV to supply labour, harvest fruit, maintain vines, apply sprays/fertiliser on kiwifruit orchards that supply Zespri. Growers must ensure a contractor has a valid CAV before they carry out any work on their orchard.

Zespri lists all contractors who hold a current CAV in a Contractors List on the Industry website: industry.zespri.com. This lists their name, GAP number, GAP CAV expiration date, contractor type, and the inspection scope.

STONE CREEK GROWER CLOTHING OFFER AVAILABLE NOW



Back in 2020, Zespri teamed up with Stoney Creek to provide our staff with good quality, functional, comfortable, and smart corporate clothing. We are delighted to offer the Zespri Grower Range again.

There are a selected number of items on offer at a discounted price branded with the Zespri Grower logo, including polos, shirts, vests, and jackets. To order your Zespri Grower items from the online Stoney Creek Grower Shop, login to www.stoneycreek.co.nz and enter the below Zespri Account details:

Login: growershop@zespri.com
Password: STCZespr1

Full instructions are in the Zespri Grower Purchase Guide here: <https://canopy.zespri.com/EN/industry/news/Documents/Zespri-Grower-Purchase-Guide.pdf>

For help and support, please email info@stoneycreek.co.nz or phone 0800 786 639 8.30am – 4.30pm Monday to Friday.



CONGRATULATIONS, MALKIT! NEW GROWER RELATIONS MANAGER

Malkit (Mal) Singh has recently been appointed to the role of **Grower Relations Manager, leading the combined Grower Liaison and Grower Support Services team.**

Following a rigorous recruitment process, Mal stood out with his strategic vision, experience working under pressure and team leadership roles.

Mal came to Zespri from the Police where he had progressed to Sergeant and Detective Sergeant. He grew up in the kiwifruit industry, working in family orchards. In recent years, he became a grower himself, purchasing and running his own kiwifruit orchard.



New Grower Relations Manager, Malkit Singh.

SHED TALKS AN OPPORTUNITY TO CONNECT AND SHARE FEEDBACK

Zespri's Shed Talks are finishing up as grower and industry feedback is sought on a range of important initiatives including fruit quality reporting, grower engagement and communications, Zespri shares and production alignment, and grower sentiment.

"The concept was first trialled in September 2022 where early thinking on new initiatives is shared with growers and industry to capture input and shape final outcomes," says Glen Arrowsmith, Head of Grower Relations and Communications.

"For Zespri, this is an important listening exercise and what we heard and captured from growers has helped shape the changes in the 2023 licence release, the harvest education focus within the quality action plan, and the work that's being undertaken to redevelop the Canopy website."

Turnout throughout the regional growing areas has been strong and the response from attending growers and industry members has been very positive. In addition to rotating around the 30-minute sessions, many have really enjoyed the connection with other growers and the chance to talk through current issues.

In the first week of July, Shed Talks move back to the Bay of Plenty with sessions in Te Puke, Tauranga, and Katikati which you can register for on Canopy.

We encourage you to come along and talk to the Zespri team about whats on your mind. Outcomes from the Shed Talks will be summarised in an upcoming issue of *Kiwiflier*.



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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 canopy.zespri.com EMAIL: contact.canopy@zespri.com

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