

BOARD APPROVES FORECAST FOR 2023/24 SEASON

The Zespri Board of Directors has approved the August forecast for the 2023/24 season. This is the first full forecast of the season, following the indicative ranges released in June. As well as providing specific per tray and per hectare results, this forecast includes ranges for each variety. This additional guidance reflects both the upside and downside opportunities and risks for the remainder of the season.

Forecast average per tray returns are now positioned towards the top half of our June range guidance, with Zespri Organic Green and RubyRed Kiwifruit returns above the range. This reflects this season's strong pricing and the improvements we've seen in quality management, which is now tracking largely in line with our 2021 season and significantly better than last season. Despite this season's stronger pricing, our per-hectare returns are down across all fruit groups other than Green14, reflecting this season's lower yields and the pressures some growers are facing.

The total fruit and service payment, across all pools and excluding the loyalty premium, is forecast at \$2.077 billion, with the current expected range of \$2.025 - \$2.125 billion.

Zespri's corporate net profit after tax is still expected to be between \$155 million and \$175 million, including licence release income, consistent with our June guidance. We continue to maintain a strong focus on identifying savings opportunities across Zespri's corporate overheads to support and maintain profitability in a challenging season while making sure we have resources in place to manage the expected lift in volumes next season.

The forecast dividend range for the year ending March 2024 also remains consistent with our June guidance at \$0.76 to \$0.86 cents per share (and/or a Gross dividend per share range including imputation credits of \$0.97 to \$1.09). This range is inclusive of the \$0.66 cents per share interim

dividend (and/or a Gross interim dividend of \$0.84 cents per share) paid in August 2023, which included the \$0.10 cent dividend payment that was brought forward from December 2023 to August 2023 to assist with grower cashflow.

Pools (Fruit Categories)	2023/24 August Forecast Per Tray	2023/24 August Indicative Range Forecast Per Tray	2023/24 June Indicative Range Forecast Per Tray	2023/24 August Forecast Per Hectare	2023/24 August Indicative Range Forecast Per Hectare	2023/24 June Indicative Range Forecast Per Hectare
Zespri Green Kiwifruit	\$8.10	\$7.80-\$8.60	\$7.25-\$8.50	\$55,683	\$54,000-\$60,000	\$50,000-\$60,000
Zespri Organic Green Kiwifruit	\$11.20	\$10.70-\$11.70	\$9.50-\$11.00	\$49,956	\$48,000-\$52,000	\$44,000-\$51,000
Zespri SunGold Kiwifruit	\$11.50	\$11.00-\$12.00	\$10.50-\$12.00	\$130,908	\$125,000-\$137,000	\$116,000-\$133,000
Zespri Organic SunGold Kiwifruit	\$13.10	\$12.60-\$13.60	\$11.50-\$13.50	\$101,076	\$97,000-\$105,000	\$87,000-\$102,000
Zespri Green14	\$9.80	\$9.30-\$10.30	\$8.50-\$10.50	\$45,947	\$44,000-\$48,000	\$39,000-\$49,000
Zespri RubyRed Kiwifruit*	\$23.30	\$22.80-\$23.80	\$20.50-\$22.50	\$36,044	\$35,000-\$38,000	\$32,000-\$35,000

*Note: Zespri RubyRed Kiwifruit forecast per hectare return, in its second year as a commercial pool, has been influenced by a high proportion of productive hectares returning low yields impacted by vine age. The age profile of per hectare returns across the pool is provided below:

Vine Age	Productive Hectares	Gross Submitted Volume	Yield	2023/24 August Forecast Per Hectare	2023/24 August Indicative Range Forecast Per Hectare
< 2 years	149	206,722	1,385	\$32,266	\$32,000-\$33,000
> 2 years	4	20,684	5,263	\$122,625	\$120,000-\$125,000
Mixed	6	18,833	3,155	\$73,497	\$72,000-\$75,000
Total	159	246,239	1,547	\$36,044	\$35,000-\$38,000

ANNUAL MEETING 2023: *Building Back Stronger*



This year's Annual Meeting was an important day for engagement with shareholders and growers, with around 550 attendees joining the event in person and online.

LOOKING BACK ON ONE OF OUR TOUGHEST YEARS

In his Chairman's Address, Bruce Cameron reflected on the challenging environment the industry had to operate in during the 2022/23 season, including dealing with the ongoing impacts of COVID-19 such as labour shortages and fruit quality issues; and severe weather events leading to reduced crop volumes. Added to the mix has been heightened geopolitical uncertainty, more red tape, increasing barriers to trade, and rising costs.

"Each of these issues on their own are challenging enough, but together, they presented an extraordinary test of our industry's resilience," says Bruce.

"While I know it's little comfort when so many growers are under pressure, we have been able to mitigate the impact of these challenges better than many other primary industries - that should give us a sense of confidence moving forward."

In his CEO address, Dan highlighted how these challenges had meant we experienced reduced grower returns and corporate results that had moved back from the record highs of recent years. He also reconfirmed Zespri's commitment

to making sure we operate efficiently during this challenging period, and the measures we have implemented to help reduce costs across the business.

A FOCUS ON DELIVERY

Bruce and Dan also acknowledged that as a business, Zespri didn't get everything right, and that this had led to frustration amongst some growers and within the industry.

"Some things were out of our control but as a collective, we need to recognise we made mistakes, including here at Zespri - we have taken lessons from these to ensure we don't repeat them," says Bruce.

Dan also noted the pressure people were under last year right across the industry.

"We will learn from last year, knowing there are things we could have done better, and systems we can improve.

As a global business operating in an increasingly complex environment, that will continue to be our focus - learning from any mistakes we make, and responding quickly to address these so that we don't repeat them" says Dan.

RISING TO THE CHALLENGE

Dan and Bruce spoke about why the industry should have confidence moving forward.

The significant investment in our brand and in helping build demand has meant we have been able to secure record pricing; our global hedging programme meant we could counter foreign exchange volatility; our shipping partnerships and our own charter vessels protected us from severe

disruption to global shipping schedules; and our longstanding and trusted relationships with our customers helped soften frustration over last season's poorer fruit quality.

"One thing which should give us immense confidence, is that any fruit we get to market in the right condition, will sell and sell well," says Dan.

Bruce also acknowledged the immense work underway across the industry to respond to challenges with fruit quality, and that while we still have some way to go to return these costs to a more appropriate level, we've made some good progress.

STRONGER TOGETHER

In looking ahead, Dan and Bruce both emphasised the need to work better together to meet the challenges ahead, build an industry fit for the future, and maximise the value returned to growers.

"We need to listen to new ideas and add them to the foundational approaches we've built our success on, and we need to ensure we create equal opportunity for all growers to engage, and feel empowered over the direction of our industry," says Bruce.

The focus on industry alignment is noted as a long-term approach - getting closer together so we can address our challenges and unlock our potential.

"By doing that, we'll ensure we're in the best position to maximise value, strengthen the returns we provide to growers and our industry for generations to come, and make greater contributions to our communities," says Dan.

PRELIMINARY RESULTS

Resolution	% Votes For
1 Approval of the Company's 2022/23 Annual Report	99.8%
2 Election of Director - Vacancy 1 (Nathan Flowerday)	98.2%
3 Election of Independent Director - Vacancy 2 (Michael Ahie)	89.4%
4 Election of shareholder member of the Director Remuneration Committee - Vacancy 1 (Andre Hickson)	99.7%
5 Appointment of Auditors (KPMG)	99.8%

WATCH ONLINE

A full recording of the Annual Meeting is available on Canopy: [Canopy > Zespri & The Kiwifruit Industry > About Zespri > Zespri Annual Meeting.](#)



DAN'S VIEW

Update from the CEO

Hi everyone,

It's been a busy month in which we released our latest forecast, held our Annual Meeting and started our latest round of Grower Roadshows.

A central theme through these discussions has been the focus from industry leaders on strengthening our industry alignment.

It's been a challenging last couple of seasons. As an industry we haven't got everything right and it's important to acknowledge that.

But we now have an opportunity to really work closely together to identify our key priorities and map out a path that allows us to address the short and long-term challenges and opportunities in front of us in a way that maximises the value we're returning to industry.

In the short-term, that includes considering the tactical responses we are implementing now to maximise grower returns and designing a supply chain which maximises efficiency and returns and provides the agility, transparency and insights we need to respond to challenges quickly.

And in the longer-term, it's considering how we invest in innovation to create new sources of value and respond to the challenges we're seeing today, including responding to the changing climate, so that we can build a sustainable industry for the future.

Industry alignment will be critical to this and you can read more about the focus we're putting on this in this issue of *Kiwiflier*, with Zespri continuing to seek your thoughts on this over the coming months.

Certainly the conversations I've had with growers over the last couple of weeks have focussed on how incredibly tough it's been for so many growers in the last two years, and that they want Zespri working closely with them to strengthen the industry settings so we deliver great tasting, high quality kiwifruit to our customers and consumers, protect and grow our brand, and maximise returns back to them and the industry. Looking to the future, growers want to make sure our industry has developed the best possible supply chain so we can improve transparency, efficiency and agility, and that we keep investing strongly in innovation so we can bring faster solutions to the table in response to a changing climate and the challenges that brings to current and future varieties.

We've already seen a great example of the progress we can make when we work well together in this season's improved fruit quality and I want to again thank you for your continued focus on this.

The lift in quality and the strong pricing we've secured this season is reflected in our latest forecast. It's really pleasing to see per tray returns towards the top end of our June forecast range and even above the range in the case of Organic Green and Zespri RubyRed Kiwifruit, although we note the season's lower yields and the pressure some growers are facing from more challenging per-hectare returns.

As we enter the final third of the season, our focus is very much on making sure we can continue to sell fruit through quickly so that we can wrap the season as early as possible. This is aimed at minimising late season quality issues.

We're expecting our final charter vessel to depart in a few weeks signalling the final stages of what I know has been another challenging season.

I hope the more settled weather we're now experiencing is allowing you to prepare for a better 2024 growing season where we're expecting a significant uplift in crop volumes.

All the best for your season preparations, and we look forward to continuing to connect with you in the months ahead.

Best regards,

Dan

INDUSTRY ALIGNMENT KEY TO BEING FIT FOR FUTURE



Prioritising the important challenges and opportunities for the industry, and having a plan to maximise value for the industry, together, from orchard through to market, was a key theme at this year's Annual Meeting.

Zespri CEO Dan Mathieson says achieving industry alignment will be critical to the industry's success into the future.

"We need to ensure growers can agree on and buy into a shared vision for the industry, which they see themselves reflected in," says Dan.

"It's about putting growers more clearly in the centre, showing that while it remains critical to be led by the market to grow value, we remain grounded in the New Zealand grower base." - Dan Mathieson.

REALISING THE OPPORTUNITIES IN FRONT OF US, TOGETHER

"If we get our priorities right as an industry, we have a huge opportunity in front of us and for those who enter our industry after us," says Dan.

"As tough as we're finding things at the moment, the world won't stand still waiting for us - if we don't innovate and invest and adapt to meet the demand, someone else will.

"Ultimately, we have to choose whether we want to meet that demand and agree on an ambition and strategy to realise it, and we need to find a way to work better together to make more constructive decisions and see the industry for the whole that it is.

"All the parts need to work together for us to succeed, and that's why we're putting such a focus on industry alignment - getting closer together so we can address our challenges and unlock our potential," says Dan.

Zespri has been seeking feedback from growers on how we can collaboratively achieve industry alignment.

Grower focus groups, surveys, Shed Talks and through NZKGI and the Industry Advisory Council (IAC), as well as our general grower engagement have been key tools to get a better understanding of what growers see as the priority issues facing them, and the industry as a whole.

"Everyone should have the opportunity to take part in ongoing, transparent conversations on the things that matter most to growers, to make sure we land in the best possible place," says Dan.

The top themes which have come through most strongly from these conversations include:

- 1. IMPROVED FINANCIALS:** strengthening returns across all varieties, but particularly for Green growers and reducing fruit waste so we maximise the amount of fruit we sell
- 2. IMPROVED INCENTIVES:** aligning commercial incentives to our growing environment and customer expectations
- 3. GREATER OWNERSHIP:** Lifting grower shareholding of Zespri and increasing the number of growers owning a licensed variety
- 4. ENHANCED SUPPLY CHAIN TRANSPARENCY:** Including better reporting, more clarity and flexibility in supply agreements, and a clear strategy for supply chain infrastructure development
- 5. FUTURE ISSUES MANAGEMENT:** How we respond to the expansion of unauthorised Gold3 plantings in China, protect industry workers from exploitation, respond to climate change, and ensure offshore production supports our domestic industry too.

A CLEAR FRAMEWORK TO TAKE US INTO THE FUTURE

Zespri is working with NZKGI and the IAC to introduce an Industry Alignment Framework guided by key principles targeted at maximising performance and value for our growers and ensuring we continue to lead the market in providing great-tasting kiwifruit to our customers.

"We need to address these issues in a well-structured way, with the industry having a strong voice in how we do so," says Dan.

"This includes an absolute focus on orchard gate returns, as well as on transparency and confidence in market and product quality data, building overall trust, confidence, and being accountable, and focusing on all our growers, and the supply settings and commercial drivers that reflect the practical realities of growing kiwifruit."

Stay tuned for further details on the industry alignment workstream in upcoming issues of *Kiwiflier*.

DIRECTOR APPOINTMENTS

Congratulations to Nathan Flowerday who has been re-elected as Board Director at this year's Annual Meeting; to Michael Ahie who has been elected independent director, succeeding Peter Springford, who has chosen to retire this year; and to Andre Hickson who has been re-elected shareholder member of the Director Remuneration Committee.

WELCOME MICHAEL AHIE

The Board's newest Director, Michael Ahie (Taranaki, Ngā Ruahine, Ngāti Ruanui) is Chancellor of Massey University and Chair of Spring Sheep Milk Co and the New Zealand Plant Market Access Council. He also spent 12 years as an FMG director, nine years as Chair of Plant & Food Research, three years as Chair of He Waka Eke Noa and 2.5 years as Chair of the Kiwifruit Breeding Centre.

"I see amazing opportunities for Zespri in the future. I acknowledge the recent difficulties and challenges in both yields and financial return, and we should not shy from them. I am excited about the opportunities ahead in innovation in product, on orchard, in pack house, and all the way through the supply chain. We have just one percent of the fruit bowl after all and the world really wants our product - there is much to look forward to." - Michael Ahie.



Zespri's new Independent Director, Michael Ahie.



Peter Springford, who retires from Zespri after six years on the Board.

THANK YOU PETER SPRINGFORD

We thank Peter Springford for his significant contribution since joining the Board in 2017 as an independent director and member of the Audit and Risk Management Committee.

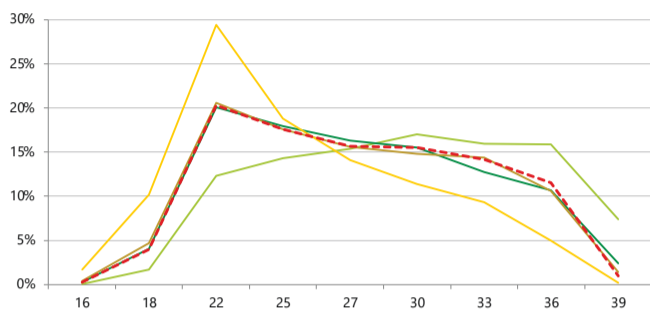
"The Board has undeniably benefitted from Peter's business leadership and governance experience and we wish him well," says Zespri Chairman, Bruce Cameron.

2024 SEASON PREFERRED FRUIT SIZE:

SIZE PROFILE SIMILAR TO 2022 IS BEST FOR VALUE AND PROVIDING A VARIETY OF PRODUCT OFFERINGS FOR CONSUMERS IN MARKETS

A crop profile similar to the 2022 season is preferred for most fruit groups heading into the 2024 season. This helps balance value from larger fruit as well as providing a wider product offering to appeal to different customer and consumer needs, driving brand visibility and run rates. These aspects are very important looking at the 2024 season ahead with a significant increase in volumes to be sold in our markets next year.

ZESPRI SUNGOLD KIWIFRUIT

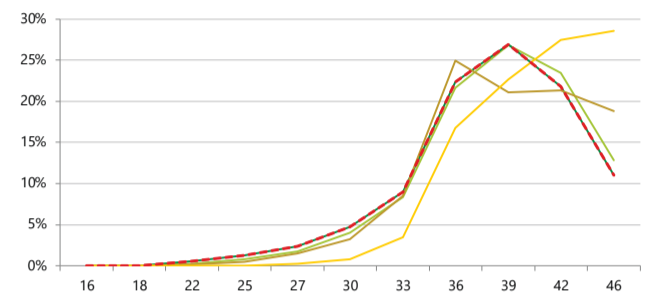


A slightly smaller size profile compared to conventional works better for Zespri SunGold Organic Kiwifruit. A preferred size profile of 28.9, somewhere between a 2020 size profile and the 2022 size profile is desired to suit our key major organic markets - Japan, Europe and the US - which represent more than 80 percent of the crop. Returns by size at this preferred profile also drive a stronger overall average per tray return, with the smaller sizes generating good value in Japan due to (per piece) pricing structures, and the mid to smaller sizes in the Europe and US markets earning strong value per tray.

A mix of clean market access, high taste and a more moderate size profile will provide the pool with a strong foundation for success in 2024. Size 39 fruit will continue to be non-standard supply in the 2024 season, and demand in this size will be assessed in the lead up to the season to meet any demand gaps depending on the overall supply and size profile of the crop. Similar to conventional Zespri SunGold Kiwifruit, if a significant increase in the crop eventuates, demand will be limited in this size to ensure as much of the pricing value captured in 2023 can be retained across standard supply sizes.

The larger size profile in 2023 combined with the high level of pest free clean market access fruit allowed for a high share of this season's crop into Japan, which has been invaluable to support returns and mitigate the impact of low yields off orchards this season. Maintaining this focus will help provide good supply options to our Asia markets next season.

ZESPRI RUBYRED KIWIFRUIT

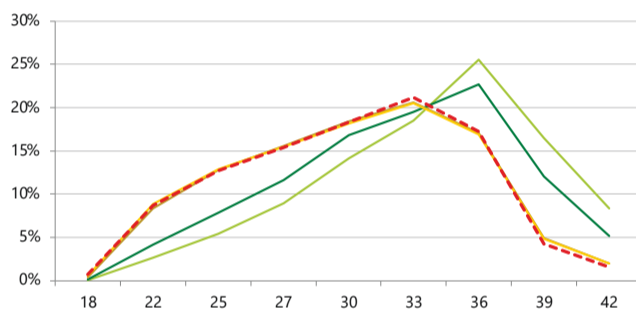


The preferred profile for markets for Zespri RubyRed Kiwifruit in 2024 is 38.2 (including size 46) shown in the chart above. This profile is equivalent to the 2021 profile, being the largest of the four previous seasons (including precommercial programmes in 2021 and 2020). Zespri RubyRed Kiwifruit is a naturally smaller variety and Zespri's market teams continue to develop understanding of the different offerings we can provide to consumers to maximise value and consumer offerings across the size distribution. While the 'preferred' profile above is set at the 2021 season's profile, bigger is better and markets do have a preference for a size profile larger than seen in 2021. Typically stronger returns per tray are achieved in sizes 27-36 compared to the value achieved from smaller sizes.

As noted in the article on page 4, Zespri has confirmed that Size 46 Zespri RubyRed Kiwifruit will be Standard Supply for the 2024 and 2025 harvest seasons.

While a larger fruit size is preferred, as emphasised in previous years, market access, quality, and delivery of firm fruit to market to support shelf life are critical elements to support returns and the long-term success for this variety which is exclusively sold in Asian markets. As more and more consumers trial this new variety as supply grows, ensuring the first eating experiences for consumers are positive will lead to higher repeat purchases and a stronger willingness to pay for this premium product offering. Quality, robust fruit will support customers' confidence with stocking and selling Zespri RubyRed Kiwifruit, as well as supporting the ability to lengthen its storage life and extend the reach of our in-market supply chains to provide this great product to more and more consumers.

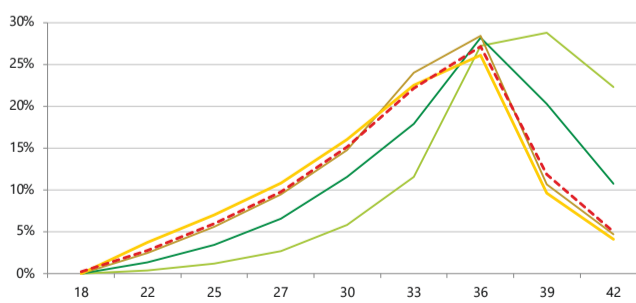
ZESPRI GREEN KIWIFRUIT



For Zespri Green Kiwifruit, more of the same size profile seen over the last two seasons is the key message, with the preferred profile for 2024 at the average Size 30.3 in line with that seen in 2022 and 2023. It is unchanged from the preferred profile shared in the previous few seasons. This profile has been more optimal in the 2022 and 2023 season from a value per tray perspective, limiting the supply of lower value smaller sizes and supporting a better overall yield for growers.

Zespri is anticipating a strong rebound in volumes for next season, much needed for growers and to meet the strong demand in markets. A size distribution consistent with the requested profile will help maintain as much of the value per tray captured through pricing in the 2023 season under the extremely constrained supply environment.

ZESPRI ORGANIC GREEN KIWIFRUIT



The 2023 crop for Zespri Green Organic Kiwifruit had a size profile similar to the 2022 season and very close to the preferred profile of 33.1, which is unchanged from that published last year.

Last year, the importance of maintaining a larger size profile and focusing on scale and pest management was highlighted and continues to be the message for growers for 2024.

The 2024 Preferred profile for Zespri SunGold Kiwifruit at an average size of 27.7 is similar to the 2021 and 2022 crop profiles. This is largely similar to the size profile shared over the last few years, with consistency in size profile year-on-year important as markets are developed. This profile works well for our market mix, providing a good share of the crop in the larger, higher value sizes typically in higher demand in most of our major Asian markets. It also provides sufficiency in the mid to smaller sizes to service specific geography or sales channel needs. For example, in Mainland China these sizes typically flow into hypermarket and supermarket channels, and in the US (a key growth market) where smaller sizes tend to convert well into the 1 and 2 pound consumer pack offerings.

2023 saw an exceptionally large average size profile for the conventional Zespri SunGold Kiwifruit crop which brought a number of challenges for markets. While the larger average size fruit typically has a higher taste profile, a better eating experience and attracts more value, it is important that markets have a good level of supply in the mid to smaller sizes.

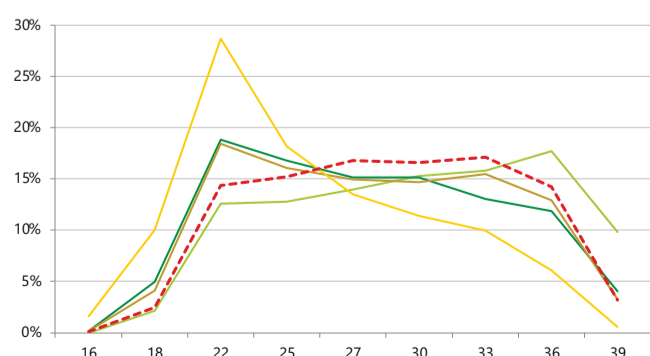
Ichiro Anzai, President of APAC notes that having a variety of sizes helps to capture a wider range of consumers at different price points to maximise overall sales value.

"A good variety of retail offerings in stores, such as loose fruit with larger sizes beside smaller size prepack offerings helps to secure more shelf space and improve brand visibility, which in turn helps to drive sales run rates," says Ichiro.

"This variety of size offerings will be a key need for next season with a significant crop increase expected."

Size 39 fruit will continue to be non-standard supply in 2024 and with the significant increase expected in the crop forecast for next season, some Size 39s may be procured to balance the size profile for some markets, however demand for this size is likely to be constrained. This position will be reviewed against updated crop signals for volume and size profile as the season approaches and will be communicated in further updates.

ZESPRI ORGANIC SUNGOLD KIWIFRUIT



2020 Actual (Avg 30.1) 2021 Actual (Avg 28.1)
2022 Actual (Avg 28.3) 2023 Actual (Avg 25.7)
2024 Preferred (Avg 28.9)



ZESPRI RUBYRED KIWIFRUIT: SIZE 46S TO BECOME STANDARD SUPPLY FROM 2024



Following a review of the 2022/2023 Zespri RubyRed Kiwifruit season, Zespri will be implementing the following changes:

1. Red19 Size 46s will be classed as Standard Supply for the 2024 and 2025 harvest seasons, and then subject to an annual review.

Beyond 2025, Red19 Size 46s' Standard Supply status will be reviewed as the number of mature vines increases and the longer term proportion of Size 46 fruit in the commercial crop is well understood.

2. Zespri will be taking a more cautious approach in relation to Red19 Size 49s and these will not be procured for export by Zespri. They will remain as New Zealand domestic market supply only, via suppliers' own programmes.

However, Zespri will conduct further trials of Size 49s in the 2024 season to test customer and consumer acceptance.

Note: It will be important for growers to set crop loads with consideration to size and achieving the more preferred Sizes 18-42 to moderate the supply of Size 46s and to minimise the supply of Size 49s so that over-supply of that size to the New Zealand domestic market is avoided.

3. Zespri is examining the shape standard for Red19, which is currently consistent with other Zespri varieties.

Zespri will conduct some in-market trials of an altered shape in the 2024 season and will consider any changes to the standard in later seasons, while being mindful of not jeopardising the view of Red19 as a premium product in key Zespri RubyRed Kiwifruit discerning markets in Asia. Note, there is currently no change to the Red19 shape standards for the 2024 season.

In 2022/2023, Red19 growers experienced an extremely challenging growing season; a severe frost, poor weather at flowering which impacted pollination, low sunshine hours in the period where Red19 size growth usually occurs, and rain impacting growers' ability to use key sizing tools. Orchard monitoring data carried out showed Red19 fruit weight was 10 to 15 grams lower than any of the five previous seasons. With Red19, this loss of fruit size impacted yields significantly as it resulted in a large portion of the profile being below the Class 1 size range.

Red19 is naturally a smaller fruit than Hayward. This season, the proportion of Size 46s made up more than 28.6 percent of the total crop. Based on observations from pre-commercial trials, we expect that to return closer to 11 percent once producing orchards are fully mature. Nonetheless, Size 46s will likely be a significant part of the Red19 profile while all of the licensed hectares released come into full production.

Market research conducted from pre-commercial trials and the first years of commercialisation of Red19 suggest that small fruit size is not a key deterrent for shoppers looking to purchase Zespri RubyRed Kiwifruit, particularly while volumes are very limited. There is however evidence of a preference toward larger sizes at the time of consumption, citing some challenges in cutting and scooping smaller sizes.

Zespri's in-market teams anticipate larger sizes will be preferred by customers and consumers, as larger sized fruit tend to be viewed as 'more premium' in Asia. While market teams continue to educate customers and consumers on the smaller sized nature of Zespri RubyRed Kiwifruit, our advice to growers is to continue to recognise size as important in the market context while the red category is being developed, and to continue to drive fruit growth on-orchard to avoid an over-abundance of small sized fruit. For new Red19 growers, the Zespri Global Extension Team's advice for establishing Red19 orchards is to forego cropping in the early years to establish canopy, as first-year crops are vulnerable to small size and poor packout.

Got questions relating to Zespri RubyRed Kiwifruit? Contact Sue Groenewald, Zespri Grower Relations Manager - Red: sue.groenewald@zespri.com

FRUIT QUALITY AND RESPONDING TO THE CHALLENGES

Chief Operating Officer Jason Te Brake provided an update at our recent Annual Meeting on the upcoming season's supply chain challenges, where avoiding harvest delays and compromised fruit quality will be critical for next season's success.

"We have the potential for the largest single year increase in volume, and we need to be able to manage that by removing constraints throughout our supply chain, in New Zealand and offshore, and prioritising and optimising fruit performance and quality," says Jason.

"It'll be critical that we balance these two needs of having fruit that actually gets to market when we need it to, and at the same time ensuring it is good quality fruit.

"We need to have the ability to respond with agility to the ever-changing, and complex market dynamics."

2024 season planning

2024's season planning strategy comprises four key focus areas, with fruit quality as the main priority.

"Continuing to move forward to ensure we have the best quality fruit we can for customers so that we can provide greater returns for our growers, are non-negotiables," says Jason.

An early start and smooth flow of fruit right through the season, from harvest, through to distribution through our markets and to our customers is another area of focus.

"There are some great opportunities early in the season to get fruit to market and that we can capitalise on to get the season off to a really good start – this means securing shelf space, getting positive run rates, and being able to give our markets a tail wind as they move through the season," says Jason.

"We also need to look at how we reduce complexity through our supply chain in New Zealand and offshore – focusing back on the basics of being able to deliver product to customers when they need it, in the right place, at the right time."

"While we're doing all of this, we also need to ensure we're collaborating better as an industry to ensure we are all moving in the same direction together," says Jason.

What is Zespri doing?

-  Process improvements initiated in 2023 for managing fruit quality on arrivals
-  Investment in resourcing and new storage facilities to manage larger crop volumes and optimise fruit performance
-  Improve reporting systems to allow greater transparency
-  Drive better commercial outcomes through our partnerships and optimising inventory decisions in the end-to-end supply chain



FRUIT QUALITY UPDATE

This season's fruit quality results remain positive, reflecting a significant improvement on 2022 quality, with results generally more comparable to 2021 for both onshore and in-market fruit inspections.

Overall, onshore quality based on our export consignment product inspection (ECPI) checks is currently tracking better than in 2022 and 2021 for both Zespri Green and SunGold Kiwifruit. The main packing-related defect for Zespri SunGold Kiwifruit is minor blemish, while for Zespri Green Kiwifruit it is a combination of minor blemish, flats, and misshapen fruit. NPPG is the main storage defect for both Zespri Green and SunGold Kiwifruit, although softs and overripes are also contributing to storage defects in Zespri Green Kiwifruit. Nonetheless, NPPG is currently tracking lower than in 2022 and 2021 for both Zespri Green and SunGold Kiwifruit.

We are finding more pitting in Zespri SunGold Kiwifruit than previous seasons, probably related to the unusual weather events during the 2023 season. Dehydration, superficial skin rub, and softs are all tracking lower than 2022 and 2021 for both Zespri Green and SunGold Kiwifruit. Rots have been increasing in recent weeks for both Zespri SunGold Kiwifruit and Zespri Green Kiwifruit, and this is mostly due to physical damage rots.

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 Zespri Green Kiwifruit, which is 75.7 percent, up from 68.4 percent at the same time last year. Both Zespri Green and SunGold Kiwifruit have also had significantly fewer coolstore holds than at the same time last year.

The markets continue to provide positive feedback on quality. The year-to-date average defect for Zespri SunGold Kiwifruit as at week 33 is 2.8 percent compared to 4.9 percent in 2022 and 3.2 percent in 2021. The year-to-date average defect for Zespri Green Kiwifruit as at week 33 is 2.0 percent compared to 3.0 percent in 2022 and 2.3 percent in 2021.

This positive trend for Zespri SunGold Kiwifruit is seen in all major markets, with the exception being the Europe market, where average defect levels for 2023 are currently lower than 2022 but higher than 2021. We have seen an increase in levels of soft fruit in August, mainly driven by the recent arrival of vessels in the Europe markets. Rots have also been increasing in last few weeks and are currently tracking higher than 2022, however the year-to-date average is still lower than 2022 and comparable to 2021. Zespri Green Kiwifruit quality is tracking better than in 2022 and 2021 in all major markets.

QUALITY RESET UPDATE

One of Zespri's quality improvement projects, the soft fruit tester (SFT), commences an in-market trial in Taiwan and China from early September to the completion of arrivals in-market. The SFT device has the potential to deliver several benefits over the penetrometer in the measurement of soft fruit, with the trial comparing the operational impacts of the intended SFT measurement process against the existing penetrometer soft fruit validation process and quantifying the financial impact that the SFT devices and process are likely to have on the Supplier Accountability programme.

A post-harvest trial of these devices is also being run until the completion of the 2023 shipping season to allow post-harvest operators to become familiar with the devices and explore how the SFT could benefit their operations, for instance in repacking management. Work is progressing steadily on grower fruit quality reports that will give growers visibility of Zespri onshore and in-market quality checks for their fruit as well as of the industry overall. These reports are on track for release to a test group of Industry Portal users in September where we will seek feedback on the format and content. The finalised reports are expected to be released to all growers in late 2023.

Correction to 'Update on 2023 changes to Zespri Quality Assurance Programme' article in last month's Kiwiflier.

In response to observed larger-sized fruit at the start of the season, Size 14 was introduced as Non-Standard Supply (rather than Standard Supply) for Zespri SunGold Kiwifruit on 31 March 2023.



FROM THE MARKETS

MARKET UPDATE

Sales are progressing well as the summer fruit period comes to an end, with an early finish to sales programmes across almost all markets on track and final shipments out of New Zealand only a matter of weeks away. With the supply shortage of Zespri Kiwifruit from New Zealand this season, markets continue to look for further opportunities to maximise value where run rates have been tracking well.

Across all fruit groups, as at the end of Week 34, over 70 percent of the crop have now been delivered, or 98 million trays of the full season plan of 137 million trays. 38 million trays are remaining to be delivered, compared to 59 million trays this time last season.

Across the fruit groups, we have delivered 66.2 million trays of Class 1 conventional Zespri SunGold Kiwifruit, or 74 percent, with 23 million trays remaining to be delivered. The 2022 season at Week 34 was 72 percent through, with 27.9 million trays still to be delivered.

Class 1 Organic Zespri SunGold Kiwifruit is tracking well at 1.9 million trays delivered, with just under 400,000 trays remaining, putting this variety at 83 percent delivered, compared to 71 percent last year, and on track for a tidy finish.

Class 1 Zespri Green Kiwifruit sales continue to track well across markets even with the very strong pricing in place

and are 26.9 million trays delivered, or 69 percent. Just 12.3 million trays remain to be delivered, less than half of the 27.7 million trays to be delivered at this point last year, putting this fruit group in a great position moving out of the summer fruit period where demand tends to lift further, particularly in Europe.

Similarly, Class 1 Organic Zespri Green Kiwifruit is proportionately ahead of last season and tracking according to plan. At one million trays delivered, sales are now 51 percent through with another one million trays to deliver this season compared to being 41 percent through in 2022 with 1.8 million to deliver.

KIWIFRUIT MOVES UP FRUIT BOWL RANKINGS

Zespri is delighted to see kiwifruit continuing to be a rising star in fruit bowls around the world.

Kantar has tracked the rise of kiwifruit's popularity amongst other fruits in 15 of Zespri's core markets during the New Zealand kiwifruit season between 2018 and 2022. In that time, kiwifruit has climbed from an average rank of 9th to 7th. The results solidify how sought after kiwifruit is across Asia, with kiwifruit taking out the number one spot in China in 2022 and 2021, up from 5th place in 2018. It has also been the third favourite in fruit bowls in Japan for the past three years in a row, also up from 5th place in 2018.

Kiwifruit is also moving up the ranks across Europe, increasing in popularity in Belgium, Spain, Germany, and Italy, as well as being a steady favourite in the Netherlands.

In Zespri's growth markets of Vietnam and the USA, kiwifruit is becoming an increasingly preferred fruit, moving from 20th to 12th and 16th to 15th respectively. Zespri's Chief Marketing, Innovation and Sustainability Officer Jiunn Shih says it's

fantastic to see consumers around the world increasingly opting for kiwifruit.

"It's really rewarding to see the increased popularity of kiwifruit in our core markets off the back of our investment in the brand to build demand and value for growers.

"There's been a rebound in how much fruit people are consuming following the COVID-19 pandemic, with consumption expected to continue upward over the next five years.

"At the same time, kiwifruit currently only makes up less than 1 percent of the global fruit bowl - this presents a huge opportunity for Zespri and our growers and we look forward to delivering impactful marketing campaigns across our markets to highlight the benefits of our great-tasting Zespri Kiwifruit and drive demand.

"We look forward to seeing kiwifruit continue its rise as a staple in fruit bowls globally and maximising the value we can return back to our growers and our communities," says Jiunn.



USA: ZESPRI KIWIFRUIT SUPPORTS THRIVING SEASON WITH MARKETING PROGRAMMES DRIVING SHOPPERS TO STORES

Zespri has taken its *Taste the Obsession* consumer campaign to a whole new level by offering consumers in the United States a chance to win a trip to New Zealand to visit kiwifruit orchards and meet our passionate growers who are focussed on growing the best-tasting kiwifruit. The lucky recipients of Zespri's sweepstakes will be able to learn first-hand why Zespri SunGold Kiwifruit was also recently named winner of the *Good Housekeeping Healthy Snack* award for the third year.

"Our *Taste the Obsession* consumer campaign tells our bold, brand story of the passion and care that goes into growing our kiwifruit in an unexpected, playful way, and what better way to show that than offering a chance to experience a trip to where it all starts," explains Jeanne Wilson, Zespri Head of Marketing for North America.

"The lucky winner of the sweepstakes will enjoy an eight-day, seven-night trip including a visit to a Zespri orchard and New Zealand adventures ranging from ziplining to a dolphin cruise."

Zespri's *Taste the Obsession* consumer campaign is an omnichannel approach that includes an extensive digital component with social, email, online video, display advertising and Ibotta, all designed to generate excitement and drive shoppers to stores. To encourage US consumers to participate in the sweepstakes, Zespri is promoting it at sampling events, through meal kits, on social platforms and on its website landing page.

Sampling activations, influencers and paid media advertising are driving new users to stores to search for the #1 fastest-growing kiwi brand. Retailers can increase sales by placing

Zespri's eye-catching merchandising displays prominently so shoppers can easily find Zespri SunGold Kiwifruit. Research has also indicated that by placing Zespri's displays in the produce section, sales can increase by more than 200 percent. Additionally, retailers can increase purchases by promoting the sweepstakes through their website and social channels during the contest period which runs through to 1 October 2023.

Another driver of traffic to retail stores is Zespri's accolade of Zespri SunGold Kiwifruit being recognised in *Good Housekeeping's* 2023 Best Snack Awards.

"Being recognised in the 2023 *Good Housekeeping* Best Snack Awards in the Powerhouse Produce category for the third year in a row supports our position on growing for taste, not just size or yield," says Jeanne.

"We are pleased that our Zespri SunGold Kiwifruit is a healthy snack acknowledged by health professionals and enjoyed by consumers."



For more details on *Good Housekeeping's* 2023 Snack Awards, visit <https://www.goodhousekeeping.com/health/diet-nutrition/a44006529/best-snack-awards-2023/>

MKGI COLLABORATIVE MARKETING PROGRAMME: FIRST CONTAINER LOAD OUT TO HAWAII

In August, we celebrated the first-ever container load out for the Māori Kiwifruit Growers Inc (MKGI) collaborative marketing programme to Hawaii.

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.

The MKGI executive committee was joined by Kiriwaitangi Rei, Zespri's Head of Māori Alliances; Collaborative Marketing (CM) Manager Warren Young; and Collaborative Marketing Demand Planner Donna Clark at EastPack Quarry Road in Te Puke to witness the load out.

This moment held great importance for Zespri and MKGI with kaumātua (elder) Turi Ngatai on hand to provide a traditional blessing for this significant occasion. Two more containers are planned to be exported to Fresh Aloha Direct by MKGI in the coming month. MKGI will continue to work closely with Zespri as they prepare for the upcoming launch into Hawaii in June 2024.

(Editor's note: as we're sharing this news on exports to Hawaii, we also acknowledge the major wildfire disaster that has significantly impacted the state and its people.)





ZESPRI IN THE COMMUNITY

20,000 KIWI KIDS KICK OFF THE FOURTH ZESPRI YOUNG AND HEALTHY VIRTUAL ADVENTURE

20,000 Kiwi kids from 747 classrooms and 261 schools across New Zealand have embarked on the annual five-week Zespri Young and Healthy Virtual Adventure, which inspires and educates kids to make healthy choices for a lifetime of good physical and mental health.

The kids travel virtually around the world with their classmates and earn points as they go for simple healthy habits like drinking plenty of water, eating fruit and vegetables, caring for their mental health and looking after our environment. The programme is designed in a fun and interactive way to help kids understand and notice for themselves what it feels like when they make healthy choices.

We celebrated the first day of the adventure at Te Ākau ki Pāpāmoa with special guest appearances from ASICS Ambassador and Black Caps captain Kane Williamson, who shared his favourite health and wellbeing tips for an inspiring start to the programme, and our world-famous Kiwi Brothers who were a big hit.

Zespri's New Zealand Government and Regulatory Affairs Manager Rachel Lynch says it was great to see all the excitement from the kids taking part.

"We're looking forward to watching them thrive over the action-packed and fun adventure."

This year includes a focus on 'Moving in Nature' to encourage more activity outside during the cooler months which is linked to many health benefits.

"We're so lucky to live in a country surrounded by natural beauty and we're encouraging our kids to get their nature's fix in winter by playing on the school field at lunch, walking or biking after school, or planning a trip to their local beach, lake or mountain in the weekend," says Young and Healthy Charitable Trust and Virtual Adventure Founder Kim Harvey.

"We chose this new focus for some extra encouragement during the cooler months and because we know how important it is for our mental health, that exercising outside magnifies the benefits of movement, and also how noticing nature influences us to take greater care of it."

Zespri is proud to partner with the Young and Healthy Trust for the fourth year running and for the positive difference it brings to so many kids and communities all over New Zealand.

This year's adventure finishes on 19 September 2023.



Black Caps captain Kane Williamson, Zespri's Kiwi Brothers, and students from Tauranga's Te Ākau ki Pāpāmoa celebrate the start of the 2023 Zespri Young & Healthy Virtual Adventure. Photos by Jamie Troughton/Dscribe Media.

Zespri AIMS Games athletes to flock to Tauranga

Zespri AIMS Games is set to be a record-breaker, with 11,733 competitors and 373 schools from across New Zealand, the Cook Islands, Fiji, and Samoa taking part in Tauranga's week-long intermediate-aged sporting showcase.

This year's tournament will run from 2 to 8 September, with Zespri entering the second year as naming-rights partner.

"We're really pleased to partner again and to see the positive impact the event has on the lives of young athletes from across the country and also this year schools from the Pacific," says Zespri Head of Global Public Affairs and Communications Michael Fox.

"This tournament brings so much joy and a real sense of community to so many people and helps promote participation in sports and healthy lifestyles which is why we're such strong supporters."

There are record entries across a range of codes this year, with basketball in particular exploding to 1,583 registered players, including 155 playing the 3x3 version. There are 1,832 players across football and futsal, 1,248 hockey players and a massive increase in mountain biking entries, up to 468.

For the first time, RipRugby entries (588 players) have overtaken boys' rugby sevens (540), with 1,272 players across all grades, while the netball courts will again be heaving, with 1,740 players registered.

The tournament is in its 20th year, after starting with 750 competitors in 2004, although this year will be the 18th edition because of the two years lost to COVID-19.



Sevens Star Jorja Miller teaches AIMS Games athletes Miles, Tom, Eden and Sophie healthy habits at Zespri HQ.

Apply now: 2023 Zespri Horticulture Scholarships

Applications for the 2023 Zespri Horticultural Scholarships are now open. These scholarships are available to university students who have recently completed, or are currently completing their first year of study.

The scholarships are aimed at students who are passionate about horticulture and plan to start a career in the industry.

Applicants could be studying science, management, marketing or business, however

students from all degrees are encouraged to apply. Applications close at 5pm on Friday 6 October 2023 and must be submitted by email to scholarships@zespri.com.

FIND OUT MORE

For more information and to download the application form, visit <https://www.zespri.com/en-NZ/our-communities/scholarships>

7 DEC
2023

2023 ZESPRI INNOVATION SYMPOSIUM: Bringing the Future Forward

Where: The Atrium, 252 Otumoetai Road, Otumoetai, Tauranga

Join us at the Zespri Innovation Symposium!

Be the first to discover the very latest advancements in kiwifruit cultivation thinking, sustainable practices and cutting-edge technology and engage in thought-provoking discussions, workshops and inspiring keynotes from experts who are shaping the future of the industry.

What to expect

- Inspiring keynote from Agritech NZ CEO Brendan O'Connell
- Thought-provoking panels and discussions
- Hands on breakout sessions and demonstrations
- Networking opportunities

Cost: \$25 per person with net proceeds from ticket sales donated to The Daily Charitable Trust – a charity with the dream to see all of Te Puke connected and thriving through initiatives such as providing children with nutritious lunches at school.

To secure your place in crafting the future of our industry, register now, for this year's event via the link below, or by using the QR code here.

<https://events.zespri.com/innovation-day/registration/Site/Register>





ZESPRI GLOBAL SUPPLY UPDATE

ZGS GROWERS IN FINAL PREPARATIONS FOR HARVEST

EUROPE The 2023 season is showing promising improvement on the difficult season of 2022 with Zespri SunGold Kiwifruit volumes expected to increase from 15 million trays last year to 19 million trays this year.

This is due to more orchards coming into production and more favourable growing conditions in both Italy and France. Harvest of Gold3 is expected to commence in late September. It is likely to be a challenging season for Zespri to procure Hayward from Italy given the ongoing impacts of Kiwifruit Vine Decline Syndrome (KVDS). However, total volumes from across Italy and Greece are likely to be similar to last year at nine million trays.

ITALY



Gold3 in Lazio, Italy.

A mild and wet spring with no significant frost events created favourable conditions for fruit growth this season, combined with reinforced focus on timely thinning work.

In mid-July there was a significant period of hot and dry conditions and this was repeated in mid-August. While the number of days above 35°C is less than the extreme heat experienced last summer, some orchards that were already under stress (including from KVDS) are being affected and will experience lower yields and fruit size. Orchards impacted by flooding in Emilia Romagna in May seem to have recovered well due to quick actions taken by the growers to drain the orchards and remove the silt. Fruit size is tracking significantly higher than last year and more equivalent to the 2021 season.

FRANCE



An orchard in France.

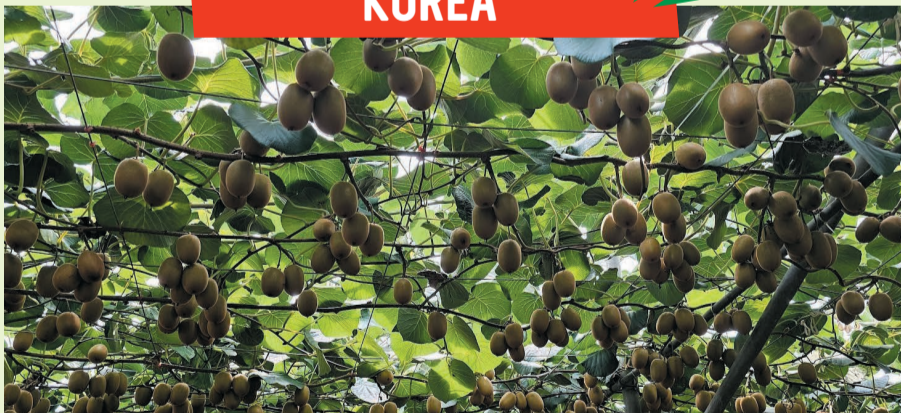
Spring weather in both regions has been favourable with sun and rain days alternating.

Some hail and wind storms were reported, but with no significant effect on volume thanks to hail nets. Fruit size is likely to be an improvement on last season, but current high temperatures could still have an impact. In the last weeks, growers are reporting a growing presence of Brown Marmorated Stink Bug (BMSB), and are ready to spray as required.

ASIA

Zespri SunGold Kiwifruit volumes in Asia hit one million trays last season. With old Hort16a conversion orchards and new developments continuing to come into production and mature, we are expecting volumes from our growing regions in Korea and Japan to be around 1.5 million trays this season with further growth expected in future seasons. Harvest is anticipated to begin around the end of September.

KOREA

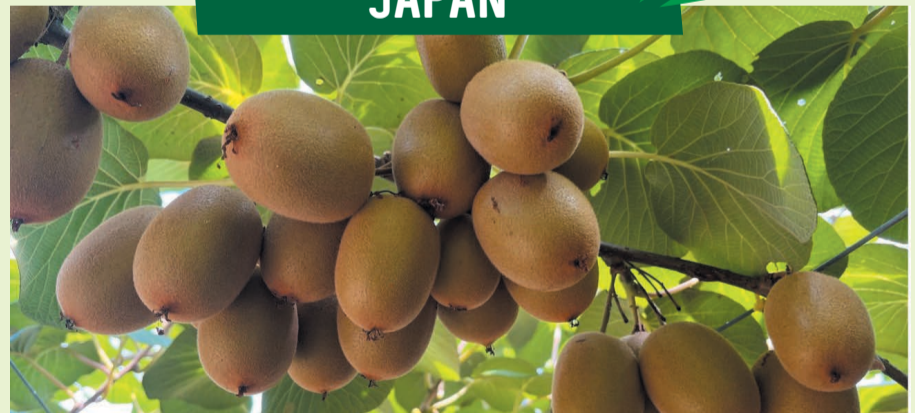


Gold3 in an orchard in Korea.

The first typhoon for the season that came within reach of our growing regions in Korea did not cause any significant direct damage to Zespri orchards. We anticipate development of more typhoons around harvest time in early October, which aligns with the usual schedule.

Plants in some Gold3 orchards, particularly those in poorly drained areas, started showing signs of decline due to heavy rainfall exceeding 200 to 300 mm over the course of a couple of days. Despite these challenging conditions, the fruit size remains consistent with previous years' averages, and overall growth is promising. Pest pressure appears to be higher this season, with an increase in stinkbug activity being observed in numerous orchards, leading to instances of fruit drop.

JAPAN



Gold3 in Japan.

The typhoons that have come within striking distance of growing regions in Japan did not have a serious impact on Gold3 orchards there. The impact of the wind in the Mie area, which was directly hit, was not as severe as expected, but rather the impact of more than 100 mm of rain within 24 hours is a concern for vine vigour.

As a consequence of the typhoon, saltwater damage caused by strong winds was seen in the Yamaguchi area this year as well. This area suffers from salt damage due to typhoons every year, and countermeasures such as sprinkling water are being taken. The ZGS team will monitor future typhoons and signs of declining vigour due to heavy rains in the days ahead before harvest.

This year's fruit size trend shows a slightly smaller fruit profile compared to last season possibly due to increased overall croplod and weather conditions during the key fruit growth periods having an impact. Dry matter trends are similar to last year so far.

COMING UP: SHARE ALIGNMENT WORKSHOPS

In June, we talked to 400 growers at Zespri's Shed Talks about share alignment. While it is not currently top of mind for most growers, there was feedback that a pathway needs to be established which enables more growers to become Zespri shareholders. We heard from growers that better share alignment promotes greater industry unity.

We also clearly heard from these Shed Talks that any solutions must be optional, easy to opt into, not require a cash investment upfront; and be well communicated.

There were some great share alignment initiatives suggested at the Shed Talks and we have grouped these into two categories: front-runner and less disruptive solutions, and more complex and disruptive solutions that may require regulatory, constitutional, or company structure changes.

Front-runners

- The option to convert the Loyalty payment to shares
- Implement a Dividend Re-investment Plan
- Communicate and educate better about share purchase and ownership

- Have the ability for Zespri to stand in the market to purchase shares

More complex and disruptive

- Alternative trading platforms
- Requiring shares to be purchased with new licence allocations
- Payment (buy now/pay later) scheme
- Lowering the share cap from 6:1

Any issuance of shares is a lengthy process. We'd like to start working on the front-runners suggested by growers during Shed Talks and conduct some grower workshops to get feedback on what the underlying rules of these initiatives may look like. We had a great response from Shed Talk participants with around 100 growers interested in attending these additional workshops, and we're keen to extend this offer to other growers who did not attend Shed Talks.

It's important we work together to establish solutions that will benefit all our growers in the long-term. We look forward to seeing you at these workshops later this month.

WORKSHOPS: COMING TO A TOWN NEAR YOU!

DATE	TIME	LOCATION
11 September	10am-12pm	Ōpōtiki
13 September	10am-12pm	Te Puke
18 September	10am-12pm	Kerikeri
20 September	10am-12pm	Katikati

Details on actual locations will be advised closer to the event. Please email shares@zespri.com by Friday 8 September if you wish to attend a session.

PVR AUDITING PROGRAMME KICKS OFF

As part of the wider Zespri PVR Auditing Programme, Zespri is working through scheduling audits of all orchards that participated (whether successful or unsuccessful) in the 2023 Zespri Licence Auctions. In some instances, growers may receive a visit by a Zespri representative as well as a GPS survey audit by Zespri's GPS mapping provider.

Growers will be notified by the PVR Auditing Team to schedule an on-orchard visit to ensure no planting has taken place without the necessary licence. Any plantings to be found without the necessary licence will be subject to the Unauthorised Plantings Policy that can be found on the Canopy website here: [Growing Kiwifruit > Zespri® Variety Licences > GPS Mapping & Audits > Unauthorised Plantings](#).

The PVR Auditing Team will work alongside Zespri's current mapping service providers, GPS-it Limited and Davenport Resources. They will be auditing all orchards that were successful in obtaining licence under the 2023 Licence Release and in addition, a random audit list generated by

Zespri each year with the aim of auditing every licensed orchard every three years. These audits will be by way of GPS measuring the canopy area but may also include a visit from a Zespri representative.

Zespri is committed to the ongoing protection of PVR varieties and ensuring compliance as per the terms and conditions of Zespri Variety Licences, and making sure these are strictly adhered to, for the benefit of all licence holders. Zespri will also be increasing the frequency of random audits being completed. If you are a current Zespri licence holder, you may be contacted by a Zespri representative at any time to review your planted area.

Zespri intends to protect its proprietary varieties and address any unauthorised planting or grafting to protect the interests of all growers, but in particular:

- Protecting growers who have purchased licences for a Zespri proprietary kiwifruit variety
- Protecting those who have complied with the terms of their licences

- To promote the control of volumes of kiwifruit supplied to protect grower returns
- Preserving the value of Zespri's investment in new varieties

Growers should note that Zespri practices a zero-tolerance policy in relation to overplanting.

For a full explanation of the GPS Orchard Surveying procedure, check out the following document on Canopy: <https://canopy.zespri.com/EN/grow/licensing/GPSmapping/Documents/GPS-it-Orchard-survey.pdf>. We encourage growers to understand how their orchard is mapped so that if the orchard configuration requires explanation and direction at the time of the audit, this can be advised to the mapping provider before the audit, or alternatively growers can be present during the audit to outline the points of differentiation.

If you have any questions, please reach out to the Zespri Licence Team on 07 572 6440 or email them at new.cultivars@zespri.com.

KIWIGREEN ON-ORCHARD MONITORING AND DOCUMENTATION REQUIREMENTS

All KiwiGreen on-orchard monitoring and documentation requirements come into full effect as of the 2023/24 pest monitoring season.

WHAT DOES THIS MEAN FOR GROWERS?

As per previous seasons, this means every KPIN/variety is required to complete KiwiGreen on-orchard pest monitoring through a registered Pest Monitoring Centre, and timely Spray Diary entry to support post-harvest in ensuring all market access.

Every KPIN currently has certain market restrictions in place. In the instance of a China market restriction, this will only be removed if all three pests of concern (leafroller, mealybug, and wheat bug) are below the action threshold or have had an action (spray/manual removal) logged into Spray Diary.

Note, scale is not currently a pest of concern for China, however you are still required to monitor for it given its prevalence in industry.

Zespri emphasises the importance of having all information in Spray Diary updated as soon as possible to avoid hold ups with harvest. The importance of ensuring all block changes are done prior to pest monitoring cannot be emphasised enough. If blocks in Spray Diary do not match pest monitoring blocks, a China market restriction will apply. If spray lines are added as a response to monitoring, but then edited to 'fix audit status' a China market restriction will also apply. Removing this restriction is not a quick process as all information in relation to pest monitoring and sprays needs to be verified as correct.

We strongly suggest no block changes throughout the harvest season and that spray lines are kept up to date to avoid hold ups.

A few more examples of incidences that could result in a China hold for your KPIN/variety are outlined here:

- If incorrect monitoring results are entered into the Spray Diary, deleted and then correct results are uploaded;
- If a spray line was entered incorrectly, and then edited;
- If a spray line is deleted.
- The main audit will fail if all three pest results are missing from your Spray Diary, which is why it is so important that you contact your Pest Monitoring Centre to have all pest results uploaded into your Spray Diary. If main audits need to be unlocked due to incorrect monitoring results, this will create a China hold.

If for any reason one or more of these examples eventuate, Zespri will need to investigate the cause, and if traceability is seamless and reasoning is supported, the hold will be removed.

We urge all growers to please ensure all results are in true and correct in the Spray Diary system to ensure China market access.

If you have any questions, please contact kiwigreen@zespri.com.





SHARES UPDATE: AUGUST

WHAT'S HAPPENING IN THE MARKET

BIDS (BUYERS)		
Orders	Quantity	Price (\$)
1	5,000	4.75
1	5,000	4.72

OFFERS (SELLERS)		
Orders	Quantity	Price (\$)
1	5,000	4.87
1	5,000	4.90
1	5,700	5.65
1	10,000	5.83
1	10,000	5.95

LAST 10 TRADES			
Date	Quantity	Price (\$)	Value (\$)
23/08/2023	15,750	\$4.80	\$75,600.00
22/08/2023	60,000	\$4.80	\$288,000.00
22/08/2023	10,000	\$4.80	\$48,000.00
22/08/2023	10,000	\$4.80	\$48,000.00
22/08/2023	7,488	\$4.80	\$35,942.40
21/08/2023	10,000	\$4.80	\$48,000.00
15/08/2023	15,000	\$4.80	\$72,000.00
11/08/2023	5,000	\$4.80	\$24,000.00
08/08/2023	10,000	\$4.80	\$48,000.00
02/08/2023	4,300	\$5.65	\$24,295.00

SHARES AT A GLANCE AS AT 24 AUGUST 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



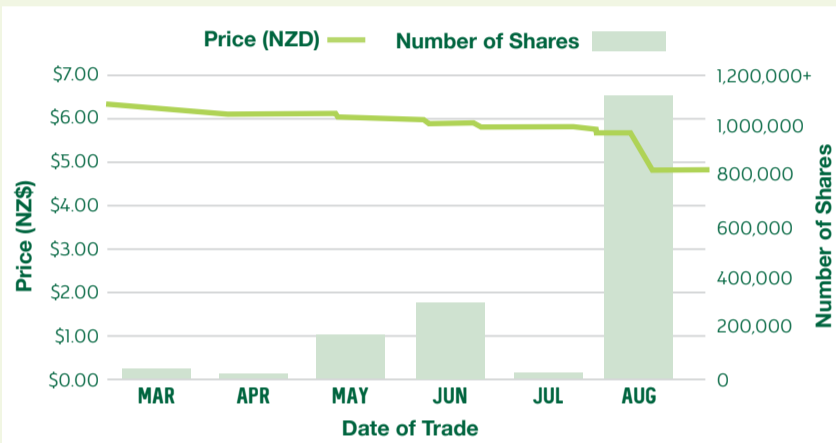
The Constitution states that Dry Shareholders (growers who no longer supply Fruit to Zespri) will cease to receive dividend payments three years after becoming Dry and will be converted to B class shares.

DIRECTOR SHARE TRADING AS AT 24 AUGUST 2023



*Shares traded by entities associated with Zespri Directors.

ZESPRI GROUP LIMITED SHARE TRADES: 24 MARCH 2023 - 24 AUGUST 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.

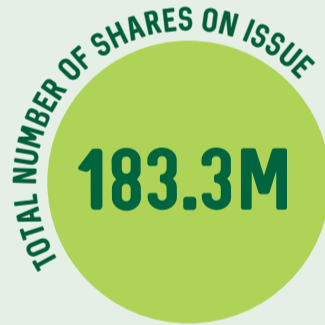
Please note that at any time that content for the *Kiwiflier* is finalised for publication, there may be some trades associated with director entities which have been matched and transacted, but the paperwork has not yet been received by Zespri or Computershare. As such, there may be some lags in reporting 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.



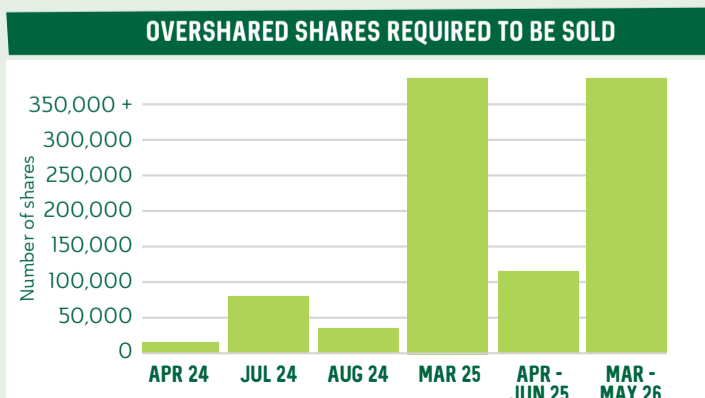
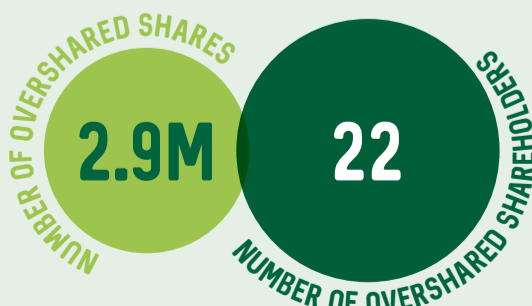
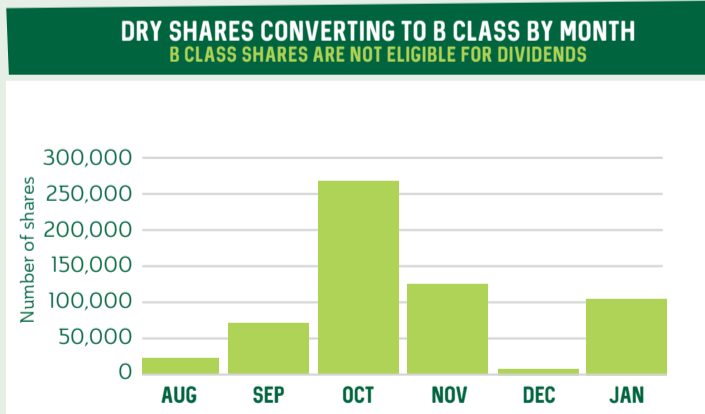
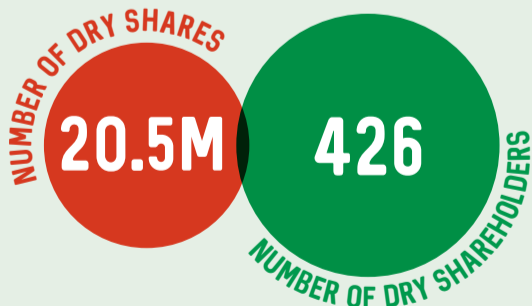
OUR SHAREHOLDERS



Shareholder Producers
Non-shareholder Producers



DRY AND OVERSHARED SHARES



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 SEPTEMBER AND OCTOBER

CLASS 1 - APPROVED PROGRESS PAYMENT 15 SEPTEMBER 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	\$0.05
Zespri Organic Green	\$0.22	\$0.05	\$0.05	\$0.30	\$0.25	\$0.25	\$0.05
Zespri Gold3	\$0.41	\$0.05	\$0.15	\$1.20	\$1.80	No supply	No supply
Zespri Organic Gold3	\$0.55	\$0.20	\$0.50	\$1.00	\$1.50	No supply	No supply
Zespri Red19	\$3.00	\$7.70	\$3.50	\$3.70	\$3.20	\$3.20	\$2.60
Zespri Green14	\$0.86	\$0.05	\$0.15	\$1.00	\$0.85	\$0.85	\$1.20

CLASS 1 - INDICATIVE PROGRESS PAYMENT 13 OCTOBER 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	\$0.05
Zespri Organic Green	\$0.06	\$0.10	\$0.10	\$0.05	\$0.05	\$0.05	\$0.05
Zespri Gold3	\$0.30	\$0.10	\$0.40	\$0.50	\$0.50	No supply	No supply
Zespri Organic Gold3	\$0.96	\$0.90	\$1.00	\$1.00	\$1.05	No supply	No supply
Zespri Red19	\$2.13	\$6.60	\$2.30	\$3.00	\$2.20	\$2.20	\$1.90
Zespri Green14	\$0.60	\$0.60	\$0.55	\$0.60	\$0.60	\$0.60	\$0.60

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.

CLASS 2 - APPROVED PROGRESS PAYMENT 15 SEPTEMBER 2023	AVERAGE ON NET SUBMIT	16/18/22	25/27	30	33	36	39	42
Zespri Green	\$2.54	\$2.70	\$2.60	\$2.55	\$2.60	\$2.30	\$2.00	\$1.85
Zespri Organic Green	\$3.85	\$3.65	\$3.80	\$4.30	\$4.35	\$3.40	\$2.65	\$2.25
Zespri Gold3	\$3.79	\$3.60	\$4.15	\$3.95	\$3.80	\$2.95	\$2.65	No supply

NON-STANDARD SUPPLY - APPROVED PROGRESS PAYMENT 15 SEPTEMBER 2023	14	39	46
Zespri Green	No supply	No supply	\$2.90
Zespri Organic Green	No supply	No supply	\$1.55
Zespri Gold3	\$7.35	\$4.15	No supply
Zespri Organic Gold3	No supply	\$6.50	No supply
Zespri Red19	No supply	No supply	\$15.50

1. Progress payments for Class 2 and Non-Standard Supply fruit are paid on loaded out trays.
2. Loaded out trays = Net Submitted trays at year end = 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 and other current season risk factors.

Green progress payments have reduced on indicative due to the movement within TFSP from fruit value to service and incentive payments, due to the large increase in the taste payment.

The other pools have seen progress payments increase, reflecting the update in total fruit and service payments forecast, review of cash received and sales for the season.

September 2023 approved progress payments on Net Submit trays

Approved per tray progress payments for 15 September 2023:

Class 1	
Zespri Green	\$0.05
Zespri Organic Green	\$0.22
Zespri Gold3	\$0.41
Zespri Organic Gold3	\$0.55
Zespri Red19	\$3.00
Zespri Green14	\$0.86

October 2023 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 13 October 2023:

Class 1	
Zespri Green	\$0.05
Zespri Organic Green	\$0.06
Zespri Gold3	\$0.30
Zespri Organic Gold3	\$0.96
Zespri Red19	\$2.13
Zespri Green14	\$0.60

2023/24 SEASON TASTE ZESPRI PAYMENTS

2023/24 SEASON FINAL TASTE ZESPRI PAYMENTS - BASED ON AUGUST 2023 FORECAST	Zespri Green	Zespri Organic Green	Zespri Green14	Zespri SunGold	Zespri Organic SunGold
	\$ PER TE	\$ PER TE	\$ PER TE	\$ PER TE	\$ PER TE
Interim August 2023 forecast fruit payment	\$5.69	\$7.63	\$9.82	\$8.83	\$9.57
Plus August 2023 taste payments	\$4.25	\$4.81	\$3.71	\$5.01	\$6.00
August 2023 forecast fruit payments including taste	\$9.93	\$12.44	\$13.53	\$13.84	\$15.57
Percentage payable as Taste Zespri	60%	60%	60%	60%	60%
Maximum taste payment per tray	\$5.96	\$7.46	\$8.12	\$8.31	\$9.34
2023/24 average TZG	0.71	0.64	0.46	0.60	0.64
Average Taste Zespri payment per tray 2023/24 Season	\$4.25	\$4.81	\$3.71	\$5.01	\$6.00
2023/24 Change in Taste payments between Final and Indicative					
Change in Average Taste Zespri payment	\$1.21	\$0.61	\$1.20	-\$0.05	\$0.05
Change in Maximum Taste payment	\$1.48	\$1.16	\$2.32	\$0.86	\$1.14
Change in average TZG	0.03	-0.02	0.02	-0.08	-0.08
Payment Schedule					
15 July 2023 (based on November 2022 forecast)	30%	30%	30%	30%	30%
13 August 2023 (based on November 2022 forecast)	30%	30%	30%	30%	30%
15 September 2023 (based on August 2023 forecast)	20%	20%	20%	20%	20%
15 November 2023 (based on August 2023 forecast)	20%	20%	20%	20%	20%

Notes:

The table details the calculation of the Final Maximum Taste Payment and Average Taste Zespri payments for the 2023/24 season.

1. Payments are made on FOBS volumes (i.e. volumes shipped).
2. The Final Maximum Taste Payment, and associated Average Taste Zespri payments for the 2023/24 season are based on the August 2023 Forecast. As the July and August payments were based on the November 2022 Forecast, the 15 September 2023 payment will include an adjustment following the August 2023 Forecast to account for the difference between the Final Maximum Taste Payment and the Indicative Maximum Taste Payment.

3. Interim August forecast used in the calculation of final MTP and Taste payments is before the final Time and Kiwistart rates are updated in the forecast model.
4. Trays shipped between the payment dates will receive a catch up payment on the 15th of the month following load-out.
5. No taste paid on Class 2 and NSS pools in the 2023/24 season.

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

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.
- Average payments per TE are based on the 2023/24 August Forecast trays and actual payments to date.
- YTD amounts for Pack and Time may move from previous *Kiwifliers* due to SLAs being paid late in a month.

ZESPRI GOLD3 AUGUST								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-23	\$3.60	\$0.11					\$3.71	22%
May-23		\$0.08					\$3.79	22%
Jun-23		\$0.13					\$3.92	23%
Jul-23		\$0.08	\$0.00	\$0.92	\$2.35		\$7.26	43%
Aug-23	\$0.37	\$0.54	\$1.29	\$0.14			\$9.60	57%
Sep-23				\$0.41				
Oct-23				\$0.30				
Nov-23								
Dec-23								93%
Jan-24						\$0.10		
Feb-24								
Mar-24								98%
Apr-24								
May-24								
Jun-24						\$0.20		100%
Paid YTD	\$3.60	\$0.76	\$0.54	\$2.21	\$2.49	\$0.00	\$9.60	
Balance to pay	\$0.00	\$1.01	\$0.57	\$2.80	\$2.68	\$0.30	\$7.36	

ZESPRI ORGANIC GOLD3 AUGUST								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-23	\$3.60	\$0.06					\$3.66	20%
May-23		\$0.28					\$3.94	22%
Jun-23		\$0.07					\$4.01	22%
Jul-23		\$0.25	\$0.00	\$1.26	\$2.83		\$8.35	46%
Aug-23	\$0.30	\$0.52	\$1.68	\$0.15			\$10.99	60%
Sep-23				\$0.55				
Oct-23				\$0.96				
Nov-23								
Dec-23								93%
Jan-24						\$0.10		
Feb-24								
Mar-24								97%
Apr-24								
May-24								
Jun-24						\$0.20		100%
Paid YTD	\$3.60	\$0.96	\$0.52	\$2.94	\$2.98	\$0.00	\$10.99	
Balance to pay	\$0.00	\$0.42	\$0.56	\$3.06	\$2.90	\$0.30	\$7.24	

ZESPRI RED19 AUGUST								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-23	\$3.60						\$3.60	17%
May-23							\$3.60	17%
Jun-23							\$3.60	17%
Jul-23		-\$0.09			\$8.21		\$11.72	55%
Aug-23			-\$0.13		\$2.39		\$13.98	66%
Sep-23				\$3.00				
Oct-23				\$2.13				
Nov-23								
Dec-23								93%
Jan-24						\$0.10		
Feb-24								
Mar-24								96%
Apr-24								
May-24								
Jun-24						\$0.20		100%
Paid YTD	\$3.60	-\$0.09	-\$0.13	\$0.00	\$10.61	\$0.00	\$13.98	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$6.87	\$0.30	\$7.17	

Total fruit and service payments - 2023/24 Forecast \$16.96

Total fruit and service payments - 2023/24 Forecast \$18.24

Total fruit and service payments - 2023/24 Forecast \$21.15

ZESPRI GREEN AUGUST								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-23	\$2.75	\$0.01					\$2.76	23%
May-23		\$0.16					\$2.92	24%
Jun-23		\$0.08					\$3.00	25%
Jul-23		\$0.05	\$0.00	\$0.56	\$0.98		\$4.60	38%
Aug-23	\$0.21	\$0.43	\$0.95	\$0.30			\$6.50	53%
Sep-23				\$0.05				
Oct-23				\$0.05				
Nov-23								
Dec-23								92%
Jan-24						\$0.10		
Feb-24								
Mar-24								96%
Apr-24								
May-24								
Jun-24						\$0.20		100%
Paid YTD	\$2.75	\$0.52	\$0.44	\$1.51	\$1.29	\$0.00	\$6.50	
Balance to pay	\$0.00	\$0.57	\$0.59	\$2.73	\$1.48	\$0.30	\$5.67	

ZESPRI ORGANIC GREEN AUGUST								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-23	\$2.75						\$2.75	19%
May-23		\$0.04					\$2.79	19%
Jun-23		\$0.04					\$2.84	19%
Jul-23		\$0.14	\$0.00	\$0.58	\$2.19		\$5.74	39%
Aug-23	\$0.23	\$0.24	\$1.19	\$0.30			\$7.71	52%
Sep-23				\$0.22				
Oct-23				\$0.06				
Nov-23								
Dec-23								93%
Jan-24						\$0.10		
Feb-24								
Mar-24								97%
Apr-24								
May-24								
Jun-24						\$0.20		100%
Paid YTD	\$2.75	\$0.46	\$0.24	\$1.77	\$2.50	\$0.00	\$7.71	
Balance to pay	\$0.00	\$1.17	\$0.29	\$3.04	\$2.29	\$0.30	\$7.09	

ZESPRI GREEN14 AUGUST								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-23	\$2.95						\$2.95	21%
May-23							\$2.95	21%
Jun-23							\$2.95	21%
Jul-23		\$0.00	\$0.00	\$0.80	\$3.23		\$6.97	49%
Aug-23			\$0.19	\$0.80	\$1.00		\$8.96	63%
Sep-23				\$0.86				
Oct-23				\$0.60				
Nov-23								
Dec-23								90%
Jan-24						\$0.10		
Feb-24								
Mar-24								96%
Apr-24								
May-24								
Jun-24						\$0.20		100%
Paid YTD	\$2.95	\$0.00	\$0.19	\$1.59	\$4.23	\$0.00	\$8.96	
Balance to pay	\$0.00	\$0.00	\$0.19	\$2.12	\$2.64	\$0.30	\$5.24	

Total fruit and service payments - 2023/24 Forecast \$12.17

Total fruit and service payments - 2023/24 Forecast \$14.80

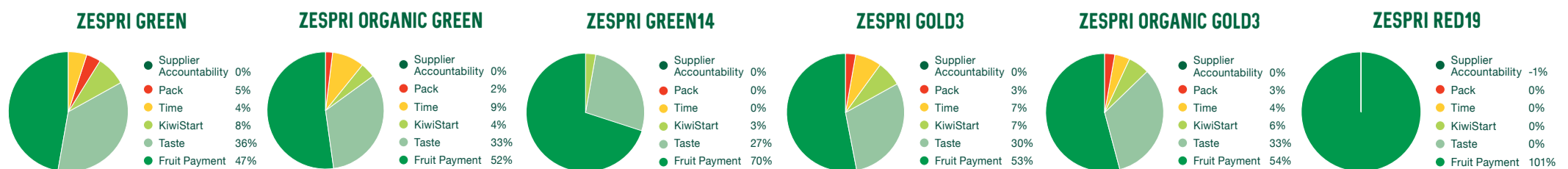
Total fruit and service payments - 2023/24 Forecast \$14.20

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.

2023/24 SEASON GROWER PAYMENT PORTIONS – TOTAL FRUIT AND SERVICE PAYMENTS

2023/24 AUGUST FORECAST



FULL YEAR FORECAST RETURN AND ORCHARD GATE RETURN (OGR) – INDUSTRY AVERAGE ONLY

Full-Year Return	2023/24 - August Forecast							2022/23 - Actual						
	Zespri Green	Zespri Organic Green	Zespri Gold3	Zespri Organic Gold3	Zespri Red19	Zespri Green14	All Pools	Zespri Green	Zespri Organic Green	Zespri Gold3	Organic Gold3	Zespri Red19	Zespri Green14	All Pools
Total Forecast:														
Total trays supplied (m)	39.3	2.0	89.4	2.3	0.2	0.1	137.2	58.6	3.1	97.3	3.0	0.1	0.2	165.9
Kilograms supplied (m)	137.5	7.0	310.8	8.0	0.8	0.4	477.9	204.9	10.7	338.2	10.5	0.4	0.7	579.7
Average size per tray	30.4	32.6	25.4	25.6	39.0	34.8		30.5	33.2	27.4	27.9	37.5	35.9	
Fruit payments (\$m)	216.7	15.2	784.6	21.7	5.2	1.1	1,088.4	243.4	18.5	719.8	24.5	2.5	1.7	1,043.5
Fruit incentives (\$m)	206.9	10.8	546.6	16.2	(0.0)	0.4	780.9	246.1	16.0	637.6	23.2	0.0	0.6	923.4
Service costs (\$m)	42.8	3.3	158.3	3.2	(0.0)	(0.0)	208.0	82.9	3.2	135.9	3.4	0.0	(0.0)	226.5
Fruit and service payments excl. loyalty premium (\$m)	466.4	29.3	1,489.4	41.1	5.1	1.5	2,077.3	572.4	37.6	1,493.3	51.1	2.5	2.2	2,193.4
Total Forecast per tray (\$):														
Submit payment ¹	2.75	2.75	3.60	3.60	3.60	2.95		2.45	2.45	3.30	3.30	3.30	2.80	
Progress payments	2.77	4.79	5.18	5.88	17.48	6.87		1.71	3.54	4.10	4.86	18.68	5.25	
Total fruit payments per net submit trays	5.52	7.54	8.78	9.48	21.08	9.82		4.16	5.99	7.40	8.16	21.98	8.05	
KiwiStart ²	1.00	0.53	1.10	1.09	0.00	0.38		0.95	0.75	1.13	1.24	0.00	0.43	
Taste Zespri	4.25	4.81	5.01	6.00	0.00	3.71		2.94	4.20	5.15	6.23	0.00	2.29	
KiwiGreen ³	0.00	0.00	0.00	0.00	0.00	0.00		0.26	0.26	0.26	0.26	0.25	0.25	
Supplier Accountability	0.02	0.00	0.00	-0.01	-0.13	0.00		0.05	-0.03	0.01	0.00	-0.06	-0.19	
Fruit incentives	5.27	5.34	6.11	7.07	-0.13	4.09		4.20	5.18	6.55	7.73	0.19	2.78	
Pack type	0.59	0.35	0.54	0.59	-0.09	0.00		0.45	0.19	0.39	0.45	0.00	0.00	
Time payment	0.50	1.28	1.23	0.80	0.00	0.00		0.97	0.84	1.01	0.68	0.00	0.00	
Service costs	1.09	1.62	1.77	1.38	-0.09	0.00		1.42	1.03	1.40	1.14	0.00	0.00	
Class 1 fruit and service payments per net submit trays	11.87	14.50	16.66	17.94	20.85	13.90		9.77	12.20	15.35	17.02	22.18	10.82	
Loyalty premium	0.30	0.30	0.30	0.30	0.30	0.30		0.30	0.30	0.30	0.30	0.30	0.30	
Class 1 fruit and service payments with loyalty per net submit trays	12.17	14.80	16.96	18.24	21.15	14.20		10.07	12.50	15.65	17.32	22.48	11.12	
Less: onshore fruit loss	-0.10	-0.19	-0.29	-0.12	-0.08	-0.07		-0.50	-0.74	-0.90	-0.56	-0.09	-0.10	
Fruit loss percentage ⁴	0.84%	1.26%	1.73%	0.64%	0.39%	0.46%		4.97%	5.93%	5.74%	3.25%	0.38%	0.92%	
Class 1 fruit and service payments per gross submit trays	12.07	14.61	16.67	18.12	21.07	14.14		9.57	11.76	14.75	16.76	22.39	11.02	
Plus Class 2 Return ⁵	0.22	0.42	0.20	0.20	1.17	0.00		0.22	0.44	0.10	0.21	0.00	0.06	
Plus Non-Standard Supply (NSS) ⁵	0.01	0.03	0.05	0.10	5.67	0.00		0.01	0.09	0.08	0.18	4.15	0.00	
Plus Other Income (Non dividend) ⁶	0.01	0.00	0.01	0.02	0.03	0.00		0.01	0.00	0.02	0.01	0.00	0.01	
Average revenue per gross submit trays	12.31	15.06	16.93	18.44	27.93	14.14		9.81	12.29	14.94	17.16	26.54	11.09	
LESS: Post-harvest costs deducted⁷														
Base packing and packaging	-1.94	-1.94	-3.13	-3.27	-3.44	-3.11		-1.79	-1.83	-2.83	-2.95	-3.08	-3.01	
Pack differential	-0.59	-0.34	-0.53	-0.58	0.09	0.00		-0.43	-0.18	-0.37	-0.44	0.00	0.00	
Base cool storage	-1.07	-1.06	-1.07	-1.07	-1.08	-1.06		-0.99	-0.97	-0.98	-0.99	-1.01	-1.01	
Logistics	-0.19	-0.19	-0.19	-0.16	-0.20	-0.16		-0.18	-0.18	-0.17	-0.16	-0.18	-0.20	
Time and CC/RK charges	-0.42	-0.35	-0.51	-0.26	0.00	0.00		-0.65	-0.45	-0.62	-0.34	0.00	0.00	
Total post-harvest costs per gross submit trays	-4.21	-3.87	-5.43	-5.34	-4.63	-4.34		-4.03	-3.61	-4.97	-4.87	-4.27	-4.23	
OGR per gross submit trays	8.10	11.20	11.50	13.10	23.30	9.80		5.78	8.68	9.97	12.28	22.27	6.87	
Average industry yield per productive hectare⁸	6,870	4,462	11,379	7,715	1,547	4,688		9,976	7,017	13,789	10,871	1,889	6,081	
Number of productive hectares⁹	5,757	458	7,968	299	159	23		6,180	467	7,486	285	59	34	
OGR per hectare	\$55,683	\$49,956	\$130,908	\$101,076	\$36,044	\$45,947		\$57,636	\$60,912	\$137,524	\$133,548	\$42,063	\$41,761	
Average kilogram per tray¹⁰	3.50	3.49	3.48	3.48	3.28	3.50		3.50	3.48	3.48	3.49	3.37	3.42	
OGR per kilogram	2.32	3.21	3.31	3.77	7.10	2.80		1.65	2.49	2.87	3.52	6.62	2.01	

Notes:

- Submit rate presented for Zespri Green reflects Submit rate of \$2.75 for Sizes 18-39, and \$2.55 for Size 42.
- KiwiStart includes Priority Premium payments. These are period one related payments that apply to fruit shipped in the applicable weeks and vessels.
- KiwiGreen payment was removed for the 2023/24 season. Incentive was paid at \$0.25/TE on qualifying gross submit.
- Fruit loss percentage includes ungraded fruit inventory losses and has been adjusted to align with the levels of onshore fruit loss signalled in the July 2023 OSE.
- Zespri does not procure Class 2 and NSS in all categories, returns are as reported in the Ingham Mora post-harvest survey.

6. Other Income may include any Service Level Agreement payments, Class 3 income and interest.

7. Post-harvest cost data was compiled by Ingham Mora Limited in July 2023.

8. The average industry yield per hectare equals Class 1 volumes submitted divided by productive hectares. Average yield levels are calculated based on current volume data incorporating the actual FOBS data with actual onshore fruit loss percentages. The OGR may be distorted by the inclusion of orchards in the first years of production in the calculation.

9. Productive hectare information is sourced from the Grower Services database and includes all hectares described by growers as producing vines.

10. Average kilograms per tray are derived using the latest Pack Conversion rates.

Note: Amounts above are not rounded to 2 decimal places, therefore rounding differences may apply.



Updates from our Pre-harvest Team



UPDATES TO ZESPRI GAP: Navigating changes for non-CAV contractors

Training and support for Zespri GAP has been rolling out over the month of August, with more than 20 face-to-face workshops delivered and a variety of support materials made available on Canopy. It's been a great opportunity to connect with growers and see attendees get more comfortable with the changes coming with the implementation of GLOBALG.A.P. v6 and GRASP v2.

During the training sessions, we've identified a few areas that are a bit more challenging to navigate. This highlights an opportunity for us to provide further clarity and support to growers. One of those areas is around the new requirements being introduced for non-CAV contractors. Let's take a closer look at the change here.

WHAT IS THE CHANGE EXACTLY?

To strengthen our industry's food safety, biosecurity and health and safety practices, growers and Management System Owners (MSOs) will need the following documentation in place with non-CAV contractors that work on orchard:

Keep a copy on file of:

1. An Orchard Services Agreement that includes a privacy clause
2. A signed Health, Safety and Food Safety Acknowledgement form.
 - This record template is for the contractor and his workers to complete after having an induction for the first time on your orchard. Having this document on file ensures the contractor agrees to follow orchard good practices.

Sight and record you've seen the contractor's:

1. Non-CAV contractor biosecurity plan
2. Health & Safety policy/plan.

WHICH CONTRACTORS ARE IMPACTED BY THE CHANGES?

These changes are for any contractors who do not hold a CAV and who supply goods or services that involve the movement of a risk item onto the orchard such as machinery, equipment and tools, personal effects, kiwifruit plant material, and/or compost. Examples of contractors in this category are beekeepers, mowers, and shelterbelt trimmers.

Non-CAV contractors who are not a risk on orchard, such as an electrician working on a shed, do not need to meet these requirements.

WHAT SUPPORT IS THERE TO MAKE THIS CHANGE EASIER FOR GROWERS AND CONTRACTORS?

A new information sheet has been created to clarify the requirements, provide further detail, and make it easier to communicate these new requirements to any non-CAV contractors you are working with. Included is an e-mail template that growers can send to contractors to outline the requirements and includes useful links that will support contractors in providing the necessary documentation. The information sheet can be found on Canopy here: <https://canopy.zespri.com/EN/grow/ZPR/Documents/GRASP-Non-CAV-Contractor-Requirements.pdf>

WHY ARE THERE CHANGES FOR NON-CAV CONTRACTORS?

These requirements for non-CAV contractors are being introduced for multiple reasons:

- To meet a new GLOBALG.A.P. v6 requirement that requires growers to control suppliers and services that, through the nature of their work, may pose food safety risks.
- To support the implementation of the Kiwifruit Industry's Biosecurity Pathway Plan. This plan ensures the kiwifruit industry is meeting legal requirements under the New Zealand Biosecurity Act.

Taking these steps will help ensure our orchards and our people stay safe by ensuring food safety, biosecurity and health and safety standards are upheld consistently, protecting our orchards and our industry reputation.

'MINOR CHANGES' VIDEOS NOW LIVE!

To find out more about the small changes happening throughout the Zespri GAP programme with the implementation of GLOBALG.A.P v6, you can now watch the 'Minor Changes' videos for each section.

Find the videos on Canopy here: [Canopy > Growing Kiwifruit > Zespri GAP > Training & Support for Zespri GAP 2023/2024.](#)



SERVICE LEVEL AGREEMENT (SLA) QUARTERLY REPORT

Zespri negotiates and enters into Service Level Agreements (SLAs) during the season which become binding and part of the 2023 Supply Agreement.

The below table outlines the SLAs entered into for the 2023 season. A number of SLAs are rolled over from season to season, for example the Non-Standard Supply and Class 2 Supply SLAs.

SLA SUBJECT	SLA DESCRIPTION
Generic Services	Supply of Generic Industry services at Generic Industry rates i.e. market specific labelling including fruit labels, pack transfers, shared containers
	NIR Grading, to allow the use of segregation technology after initial harvest segregation
	Airfreight orders
	Advanced Movement, shipping volume ahead of demand to ease onshore coolstore capacity
Local Market Supply	Distribution opportunity and process allowing Registered Suppliers to sell Gold and Sweet Green Kiwifruit onto the New Zealand domestic market during the 2023 season through ZGL approved distributors and retailers
Market Specific Supply	Supply of certain varieties and sizes of Zespri Kiwifruit to meet market specific demand
Collaborative Marketing/Special Programmes	To supply product to meet Collaborative Marketing and Special Programme demand such as different packaging requirements and additional pest control procedures
Non Standard Supply/Class 2	Supply of NSS and Class 2 to export markets
Trial	Zero Carbon project
	Compostable Label trials
	Pallet trials
	Packaging trials
ZGL Initiated Supplier Specific	ECPI donor fruit
Supplier Initiated Trial	Supply of Home and Industrial Compostable fruit labels to France
Supplier Initiated Trial	Bin shipping and packing trial to Italy
Quality Withdrawal	The Contractor has identified grower lines that could be repacked prior to export and meet export standards in the short term but is likely to deteriorate rapidly post FOBS

A NEW CANOPY IS ON ITS WAY!



For many, the existing Canopy website is seen as the Wikipedia of the kiwifruit industry. It is a treasure trove of incredible knowledge, resources, and links to essential tools like the Spray Diary and Maturity Clearance System.

However, the existing site is outdated and challenging to navigate for relevant information, so we're excited to announce the upcoming launch of a modern, feature-rich replacement for the Canopy website in early December 2023, with further features and content coming in 2024.

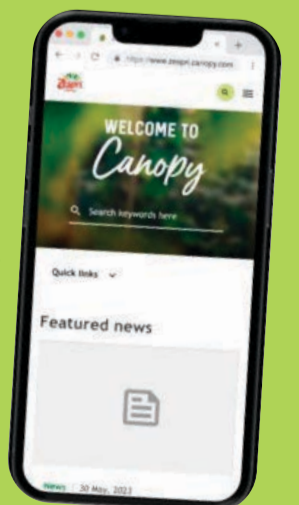
The new knowledge portal will promote key messages, have an enhanced search function, and a responsive mobile-friendly design.

Information will be accessible to you whether you're at home, the office, the packhouse, or the orchard.

WHAT ABOUT SPRAY DIARY AND OTHER TOOLS?

Canopy will continue to be the entry point for other essential tools and applications, like Spray Diary, industry portal and the maturity clearance system. While the experience of using these tools will remain the same after the launch of the new Canopy, the design of the new Canopy platform will give us the opportunity to redevelop these tools in the future to better meet the needs of our growing community.

For more information and updates, see the "Canopy is Changing" page on the current Canopy site here: [Canopy > Zespri & The Kiwifruit Industry > News > Canopy Is Changing!](#)



GLOBAL EXTENSION TEAM *updates*

THE MONTH AHEAD: SEPTEMBER

OPTIMISE
NUTRIENT
UPTAKE

PSA

FROST
PROTECTION

POLLINATION &
SPRAY SAFETY



OPTIMISE NUTRIENT UPTAKE

As you get closer to budbreak and fertiliser application time, consider the '4 Rs' of fertiliser application (right rate, right type, right time, right place) to optimise soil health, nutrient uptake and production, while minimising losses to the environment.

Key considerations are:

- Time nitrogen fertiliser and compost applications as after budbreak, when soil temperatures are warming and vine growth will drive uptake.
- Avoid application ahead of heavy rain and if soils are overly wet.
- Consider how much of the fertiliser you apply might run off or wash through the soil and be lost below the root zone. The lighter the soil type and the more frequent the rain, the more applications should be split to take a *less, more often* approach that reduces losses.
- Target your fertiliser placement to where your vine feeder roots are. In some instances, e.g., where root extent is reduced due to vine age, poor vine health or soil constraints, banded applications (to narrow the spread area) may be appropriate. If banding, consult your fertiliser advisor for help to adjust application rates so that waste is avoided.

Remember to record your fertiliser applications including applicator name, to meet GAP requirements. The use of Fertiliser Diary is recommended for this; it creates a useful record to inform future orchard decisions and helps with industry knowledge-building and advocacy.



PSA

We are well and truly into Psa season, and if you are still contemplating your spring spray programme, see Canopy for findings from a recent Plant & Food Research trial of different spray programmes and their efficacy over the crucial budbreak to flowering stage.

A mixed product programme is likely to provide higher level of control than one based on copper alone. To assist with your Psa management, there are two new resources this spring that could prove useful:

1. *COMING SOON: Psa Spring Spray Decision Tree* – a guide to your options this spring taking into consideration both Psa risk and vine stress.
2. *Psa risk model pre-flowering* – a new feature of the Zespri Weather & Disease portal that illustrates accumulated Psa risk on orchard so you can consider appropriate action.

As well as this, Psa will be a topic for discussion at the upcoming Spring Field Days. See below for details.

FROST PROTECTION

As we recall from last year, a frost during or after budbreak can really knock your orchard around and impact your season. Check the position of your frost sensors, make sure they are calibrated, and test that your system is working properly. Those reliant on wind machines should consider the purchase on orchard heaters to provide supplemental heat should an advective frost occur.



POLLINATION

Spring is a busy time on the orchard – it's best to get prepared now and have a plan.

With a good plan, you'll know exactly what you need to get done and how it fits together. Get your pollination agreement sorted so all parties know what's expected and there are no surprises.

- It may still be a while off, but ensure your beekeeper knows your hive requirements. Are they different to last year's, have your Gold3 hectares increased, or have you installed overhead shelter?
- Have your pollen in the freezer and consider what extra may be needed if poor weather occurs over flowering. Contact a pollen supplier or post-harvest facility that may be arranging bulk purchasing.

SPRAY SAFETY

The entire industry recognises that we need to protect workers, our community and our environment, and we are committed to continuously improving safe spraying practices.

Check that neighbour notifications are been undertaken, an on-site risk assessment is completed by your spray applicator for each spray event, and ensure drift risk is well managed every time. For more on safe spraying, check out the Special Edition of *KiwiTips*.



RESOURCES

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

- [Canopy > Growing Kiwifruit > Nutrition Soil & Water](#)
- [Canopy > Zespri & The Kiwifruit Industry > Need to Knows > NK43 'Four Steps to Smart Fertiliser Use'](#)
- [Canopy > Growing Kiwifruit > PSA](#)
- [Canopy > Growing Kiwifruit > Weather Events > Frost](#)
- [Canopy > Zespri & the Kiwifruit Industry > Publications > KiwiTips](#)
- [Canopy > Growing Kiwifruit > Pollination](#)

COMING SOON: SPRING FIELD DAYS

Zespri Spring Field Days are set to return this September. The Global Extension Team, collaborating with local post-harvest, will be out and about across the following regions. The focus will be on how growers rebound from a challenging growing season.

Topics for discussion include:

- Identification and Management of Stressed Vines with Gisborne consultant Trevor Lupton

WHEN	WHERE
Friday 8 September	Ōpōtiki
Tuesday 12 September	Waikato
Thursday 21 September	Whangārei
Friday 22 September	Kerikeri
Monday 25 September	Gisborne
Wednesday 27 September	Hawke's Bay
Wednesday 27 September	Nelson
Friday 29 September	South Auckland

- Soil and Vine Recovery
- Spring PSA Management- latest research and resources
- Updates from Zespri on Fruit Quality & Harvest 2024

Please check Canopy for registration details, visit the following link - <https://forms.office.com/r/MSBMjRph5R>, or scan the QR code here:



We look forward to seeing you out on orchard and under the vines.



MEET SARAH WILSON, UP-AND-COMING YOUNG PRIMARY INDUSTRY LEADER



Meet Sarah Wilson, an up-and-coming young leader in the Primary Industries. Currently pursuing a Bachelor of International Agribusiness at Massey University in Palmerston North, her journey began in a Year 13 Agricultural and Horticultural Science class at Bethlehem College.

When asked about her inspiration for delving into Agricultural and Horticultural Sciences, Sarah speaks of growing up in Te Puke and her exposure to the Kiwifruit industry at a young age. It wasn't until her final year at high school, studying for NCEA level 3 at Bethlehem College that she decided to take Agricultural and Horticultural Science. Sarah remembers the course as being a comprehensive blend of practical and academic elements, incorporating Economics, Chemistry, and Biology. Tending to garden plots at school, students experimented with various fertilisation techniques and observed how they impacted plant growth. These practical activities made academic learning directly applicable to the real world.

The course also offered opportunities such as attending the annual Zespri conference and the Young Grower of the Year

Awards in 2020. This is where she heard from inspirational speakers from around the world. This exposure ignited her enthusiasm for the industry.

Embarking on her degree at Massey University, Sarah's studies required two 12-week internships. Her first placement was with Zespri, where she joined the Quality Assurance team and analysed product notification systems. The second internship took her to Mexico, where she worked with Nestlé as their Agricultural intern, both providing valuable insights into the industry.

Sarah is acutely aware of the challenges in attracting young talent to the Primary Industries. She believes that the lack of awareness about the industry's diversity and scope is a key factor. Many associate the field with early mornings and physical labour, overlooking the wide array of roles available, such as marketing, engineering and technology. Sarah stresses the importance of showcasing these diverse opportunities to encourage more young people to consider a career in the field.

As Sarah Wilson prepares to graduate this year, she is contemplating what to do next. She would love to add real value



Sarah Wilson.

to the industry, possibly ending up in consulting and use what she's learnt to help people.

Sarah is also interested in the trade industry, going to see different cultures, and the opportunity to talk positively of New Zealand's Agricultural and Horticultural industries. She believes that "we have such a competitive advantage, however, we must keep up a clean green image to maintain our edge."

SEPT
20

FUTURE LEADERS 2023 ANNUAL QUIZ NIGHT



The 2023 Annual Quiz Night Quiz will take place at 5.30pm on 20 September at Club Mt Maunganui, Kawaka St, in Mt Maunganui.

It's a great opportunity to get together with your work mates and go head-to-head with the rest of the kiwifruit industry. Last year Fruition Horticulture won the bragging rights – which team will be the winner this year?

The winning team will be awarded the Future Leaders Quiz Trophy, a prize pack and quiz winner bragging rights for 12 months!

Entry is free but you must register your team(s) by 11 September 2023. Teams of 6 – 8 people – you can enter as many teams as you want & get creative with your team name(s). Finger food will be provided, a cash bar is available and there will be prizes for the best dressed team and most creative team name. Please register your team(s) at info@nzkgi.org.nz or phone 574 7139.

SUCCESSFUL SYMPOSIUM BRINGS BIOSECURITY TOGETHER



Our inaugural KVH Biosecurity Symposium took place 10 to 11 August and was hugely successful, with a wide range of presentations, demonstrations, networking, and of course a big response simulation experience.

Onside and the Ministry for Primary Industries (MPI) joined KVH on day one to run "Exercise Tracey", which simulated responding to an incursion of *Ceratocystis Wilt* in Te Puke and stressed the importance of traceability when it comes to a quick and effective biosecurity response – including teams working through the specific differences data and record keeping make to decision making and actions that limit impacts on growers.

There are too many presentation highlights to mention from day two, but a crowd favourite was Nick Secomb from the Department of Primary Industries and Regions in South Australia, who joined us live to fittingly bring all the elements of

biosecurity readiness and response together in one discussion about the numerous fruit fly responses underway across the state.

Thank you to everyone who joined us throughout the two days – the KVH team were all delighted to see you in person, and we hope you found the event as worthwhile as we did. It's important to us that we share all the work underway in biosecurity readiness, response, science, and innovation to protect growers and the kiwifruit industry from biosecurity threats.

A special thank you to our event sponsors. Without them we would not have been able to offer our inaugural Symposium. Thank you to MPI, Onside, Plant & Food Research, NZKGI, and Zespri for the support and presence throughout the event.

We will have videos from the day available at kvh.org.nz shortly.

COULD YOU BE OUR NEXT BMSB CHAMPION?



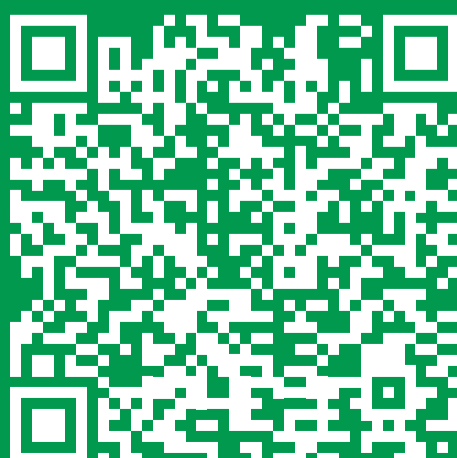
We're looking for post-harvest facilities ready to lead our industry Brown Marmorated Stink Bug (BMSB) surveillance programme – it's easy, and we'll give you everything you need.

We'd like you to have two BMSB traps installed for 12 weeks at your facility, and have you check them fortnightly. Any stink bugs detected need to be reported via Find-A-Pest and we'll set you up with all the trap and monitoring components.

We trialed this programme last season and it went really well, with the added bonus of no BMSB detections, however targeted surveillance like this – combined with public surveillance – greatly increases our chances of spotting these unwanted bugs early enough to do something about them and greatly reduce impacts to our orchards and businesses.

We've got a flyer with all you need to know here (including pictures of the traps being checked): <https://kvh.org.nz/assets/documents/Symposium-BMSB-flyer.pdf>

If you're able to join the programme, it takes just a moment to sign up via the link below, or by scanning the QR code <https://tinyurl.com/3dsnact4>



BIOSECURITY BEST PRACTICE



What are the top five things you need to do if you are part of the kiwifruit growing community in New Zealand, to ensure you are following biosecurity best practice and managing the risk of unwanted pests and diseases?

We've created a video – it's only two minutes long – running through all five steps and we launched it at our Symposium last week. It's specifically designed to help with training, and for use at places like reception areas and events so if you'd like a copy let us know.

Thank you to the team at Trevelyan's for the support in producing the video, including the sites and talent.

Check out the video here: <https://www.youtube.com/watch?v=tJlbGD7JVXI&t=4s>



Q&A FROM THE FIELD

KEY CONTACTS:

Grower Relations Manager
Malkit Singh 027 665 0121

Grower Liaison Manager - Red:
Sue Groenewald 027 493 1987

Organic Supply Specialist:
Teresa Whitehead 027 257 7135

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

When does Zespri SunGold Kiwifruit and Zespri Green Kiwifruit KiwiStart fruit have to be shipped by?

Fruit eligible for KiwiStart payment will be calculated on submit date, but will only receive payment if the fruit is also shipped by the following specific ISO weeks:

- Zespri SunGold and Organic SunGold Kiwifruit KiwiStart Maturity Criteria kiwifruit submitted by the end of ISO Week 12 shipped by the end of ISO Week 17.
- All Zespri SunGold and Organic SunGold Kiwifruit KiwiStart Maturity Criteria kiwifruit submitted in ISO Week 13 shipped by the end of ISO Week 21.
- All other Zespri SunGold and Organic SunGold Kiwifruit KiwiStart Maturity Criteria kiwifruit and Zespri SunGold and Organic SunGold Kiwifruit submitted under a Supply Cap to be shipped by the end of ISO Week 24.
- All Zespri Green and Organic Green Kiwifruit KiwiStart Maturity Criteria kiwifruit submitted by the end of ISO Week 15 to be shipped by the end of ISO Week 20.
- All Zespri Green and Organic Green Kiwifruit KiwiStart Maturity Criteria and Modified KiwiStart Maturity Criteria kiwifruit submitted between ISO Week 16 and the end of ISO Week 19 to be shipped by the end of ISO Week 24.

One of my Zespri SunGold Kiwifruit blocks is not situated in a very good area and performs poorly, and I would like to move it to another block. Is it possible to do this and keep my existing area growing while the new area develops?

Zespri allows concurrent licence which allows a licensed grower to move an area of their licensed variety to a new location (on the same property or another property under common ownership) and concurrently plant both areas for a period of up to one year. A concurrent licence is only eligible in legitimate instances for reasons such as (but not limited to), making room for a load out bay, putting in additional drainage, Council requirements or to move an area that may be underperforming.

All concurrent licence requests must include an application to newcultivars@zespri.com and the following:

- Complete a concurrent application form (must be completed by licence holder who is wanting to move the licence)
- Detailed reasoning for the request
- GPS map showing the proposed areas to move (an estimation may be required).

Each concurrent circumstance is different, so each application is considered on a case-by-case basis. However, Zespri needs to approve every concurrent application prior to any grafting taking place. For more further information and additional rules for concurrent licence, please visit [Canopy > Growing Kiwifruit > Zespri™ Variety Licences > Licence Management > Concurrent Planting](#)

Who is considered a neighbour for notification of spray application and when should I notify them?

Legally, any person who is likely to be affected by the application of agrichemicals, and all neighbours whose property boundary is within 50 metres of the point of discharge must be notified (even if separated by a public road). This should increase to 80 metres from the orchard boundary if no shelter exists. Notification to your neighbours for spraying does vary for each region depending on your local or regional council. Notify neighbours at least 12 hours prior to spraying and check the local regional or unitary council Air Plan for specific notification timeframes applicable to your growing region.

How does the GPS Mapping provider measure my orchard when surveying?

For a full explanation of how an orchard is surveyed, an Orchard Surveying Information document that outlines this can be found on Canopy: <https://canopy.zespri.com/EN/grow/licensing/GPSmapping/Documents/GPS-it-Orchard-survey.pdf>

COLLABORATIVE MARKETING OF KIWIFRUIT AND KIWIBERRY

Kiwifruit
New Zealand 

Kiwifruit New Zealand (KNZ) invites applications for new, or reviews of existing multi-year, collaborative marketing arrangements for the 2024 export season.

While Zespri is authorised as the sole exporter of New Zealand grown kiwifruit internationally (other than to Australia for consumption), KNZ may approve other individuals to export New Zealand grown kiwifruit (including kiwiberry) in collaboration with Zespri.

The application guidelines, including the regulatory requirements, can be found at www.knz.co.nz/collaborative-marketing. Applicants are encouraged to contact KNZ for further information before submitting their application.

Please provide applications for the 2024 export season by 30 September 2023. KNZ can be contacted at: Ph 07 572 3685 or admin@knz.co.nz. Kiwifruit New Zealand, PO Box 4683, Mt Maunganui South 3149.

SUE GROENEWALD TO HEAD RED CATEGORY GROWER RELATIONS

The Zespri Grower Relations team congratulates Sue Groenewald who has been appointed to the role of Grower Liaison Manager – Red.

This is a newly created role as part of the establishment of this exciting new category and aims to strengthen Zespri's connection with the increasing group of Red19 growers and play a key coordination role in all things related to this variety.

The role is similar to the grower engagement role we have within the organic category and will work closely with the Grower Extension Team (GET), the Singapore-based product portfolio team, supply chain, and innovation to increase the focus on important aspects within this emerging category.

Sue has been in the Zespri business for 19 years and brings extensive industry experience and connections to the role.

Sue can be contacted on 027 493 1987, or email sue.groenewald@zespri.com.



New Grower Liaison Manager - Red, Sue Groenewald.

2023 HORTNZ PRESIDENT'S TROPHY: CONGRATULATIONS COLIN JENKINS!

Zespri congratulates grower, Colin Jenkins, who has won the HortNZ President's Trophy for 2023.

'I'm honoured and would like to thank Ngai Tukairangi for the privilege of looking after their orchards for such a long time,' says Colin, who has dedicated his life to Ngai Tukairangi of Ngai Te Rangi.

Colin started his career as a market gardener. He then became general manager of the Ngai Tukairangi land trust, growing it from a fledgling organisation to an industry leader over 38 years.

Colin's career in horticulture has involved numerous challenges, including Hort16A's demise, PSA's recovery; and now, Cyclone Gabrielle. He has also been highly involved with the Recognised Seasonal Employer (RSE) scheme, and the trust has its own RSE whānau from the Pacific Islands.

The President's Trophy recognises a passion for working on behalf of the horticulture industry, as well as a commitment to developing as a business leader and successful grower.



Grower Colin Jenkins with Barry O'Neil, HortNZ Board Chair; and Bernadine Guilleux, HortNZ Board Director. Image from HortNZ website.

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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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