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CEO UPDATE

Hi everyone.

I hope you've all had a relaxing break and managed to enjoy some time with family and friends after what was a particularly challenging year in 2020.

Our industry's collective approach and ability to innovate saw us respond incredibly well to what was a considerably challenging year in 2020.

Together, our growers both in New Zealand and offshore, our supply chain partners, our team at Zespri and the more than 20,000 workers in the industry did an amazing job to get our fruit to market safely in really challenging conditions.

We recorded some fantastic results in market, buoyed by the launch of our refreshed brand that better connected with the increasing number of consumers embracing healthy lifestyles and looking for fresh, healthy tasty fruit. COVID-19 obviously played a role in that as consumers sought out fresh healthy produce which was high in Vitamin C.

And looking ahead, we are going to face another year of significant challenges across our supply chain. Working closely together, building on the learnings of 2020 and staying as agile as possible, I have no doubt we'll once again be able to respond.

We continue to monitor COVID-19's impact closely, and offer our thanks to those who are embracing the additional safety protocols being put in place across the globe and adjust to new ways of working. We've been incredibly lucky in New Zealand but the problem rages around the world, including in most of our key markets.

As well as responding to the pandemic's impact, this year we'll be focused on doing everything we can to address the issue of the unauthorised G3 plantings in China via legal, political and commercial channels.

We remain certain that a commercial trial, testing both the production and sale of Chinese-grown fruit under the Zespri System and brand, is the best way for us to continue to understand what options we have in China to mitigate the impact of the unauthorised plantings, and believe this may present a real commercial opportunity for New Zealand growers.

Work on this continues in consultation with KNZ, NZKGI and growers as we determine our next steps and we'll be providing regular updates to the industry.

We're also continuing to work closely and support growers who were particularly hard hit by late December hail storms which caused significant damage to a number of crops, particularly in the Tasman region. In total, around 2.2 million trays of Zespri SunGold Kiwifruit and 300,000 trays of Zespri Green Kiwifruit were lost. The weather will remain a factor as we get closer to harvest.

Through the ups and downs, our industry remains resilient.

This year we will be taking more of our amazing fruit to the world, looking after our people and their wellbeing, and creating jobs and opportunities in order to help our local people and communities to thrive as our industry continues to create healthy grow and prosper.

And we'll be doing so with some new faces. I want to thank Nikki Johnson for the contributions she's made to the industry as CEO of NZKGI, and look forward to working closely with her in her new role within Zespri's Global Supply team. Similarly I want to thank Stu Hutchings for the considerable work he's done to strengthen our industry's biosecurity preparedness as CEO of KVH, and we know he'll continue to help protect our borders in his new role as Chief Biosecurity Officer with Biosecurity New Zealand.

I'm excited to return to New Zealand in February and connect with growers in person again, including at our upcoming roadshows. These will be a good opportunity to discuss some of our key issues, including unauthorised G3 in China and our new Maturity Clearance System. I'm also looking forward to participating in the White Island charity rugby match where our Kiwifruit Industry Invitational 15 will take on the Parliamentary Rugby Team, raising funds for the victims and first responders.

Stay safe and well, and I hope to see many of you next month.

Dan Mathieson, CEO

GROWER ROADSHOWS WITH OUR CEO

We're looking forward to seeing growers at our upcoming February/March Grower Roadshows. Dan Mathieson will be present, along with other members of Zespri's Executive, to provide an update on unauthorised G3 plantings in China, the new Maturity Clearance System, and the ZGS season. Details follow below.

Date	Time	Location
Thursday 25 February	11am -1pm	Nelson Riwaka Rugby Club, 738 Main Road, Riwaka, Motueka
Monday 1 March	9am-11am	Waikato Mighty River Domain, Karapiro Room, 601 Maungatautari Road, Cambridge
	2pm-4pm	Auckland Navigation Homes Stadium, Cnr Franklin Road & Stadium Drive, Pukekohe
Tuesday 2 March	9am-11am	Kerikeri Turner Centre, 43 Cobham Drive, Kerikeri
	1.30pm-3.30pm	Whangārei Northland Events Centre, 51 Okara Dr, Whangārei, access via East Corporate Entrance
Wednesday 3 March	9am-11am	Hawke's Bay The Crown Hotel, Corner Bridge Street and Hardinge Road, Ahuriri, Napier
	4pm- 6pm	Gisborne Bushmere Arms Hotel, 673 Matawai Road, Waerengahika
Thursday 4 March	10am-12pm	Ōpōtiki Ōpōtiki Golf Club, 14 Fromow Road, Ōpōtiki
	2pm-4pm	Edgumbe Matatā Rugby Club, 12 Division Street, Matatā
Friday 5 March	10am-12pm	Te Puke The Orchard Church, 20 Macloughlin Drive, Te Puke
	2pm-4pm	Katikati Katikati Rugby Club, Moore Park, Fairview Road, Katikati
Monday 8 March	6pm-8pm	Tauranga Zespri, 400 Maunganui Road, Mount Maunganui

UPDATE ON UNAUTHORISED G3 PLANTINGS IN CHINA

Efforts to address unauthorised G3 kiwifruit plantings in China remain ongoing, with Zespri seeking to progress the commercial trial this year in line with the industry regulations.

Zespri is continuing to adopt a multi-faceted approach to addressing the unauthorised G3 plantings – engaging both legal and political channels in both countries and working through the regulatory process with Kiwifruit New Zealand (KNZ) in New Zealand.

As part of this work, late last year, Zespri submitted a Prior Notice to KNZ to progress a commercial trial in China.

The proposal was for a three-year trial involving up to 1.95 million trays in total, with annual stop/go decisions. The trial would involve working with a select group of Chinese growers on orchard to determine if G3 can be successfully grown to Zespri standards and be accepted by consumers, with no negative impact on the Zespri brand.

"We believe that this trial will help us assess whether a commercial model in the future would help mitigate the risk associated with the rapid spread of unauthorised G3 kiwifruit in China," says Zespri Chief Grower, Industry and Sustainability Officer, Carol Ward.

KNZ's view was that the trial met the first part of the regulatory test under the regulations, in that it was likely to enhance the performance of Zespri's core business, i.e., the

purchase, export, marketing and market development of New Zealand-grown kiwifruit as well as research and development relating to kiwifruit. However, KNZ did not believe it met the second part of the regulatory test in that the three-year trial posed 'more than a low risk' to the interests of New Zealand producers and should be referred to producers (growers) to determine whether or not they agree to the proposal.

KNZ's update on the process can be found on its website.

Zespri subsequently withdrew its Prior Notice application, with Ms Ward saying the process has helped Zespri better understand KNZ's view of the hurdle of risk to producers.

"We acknowledge this is still a new process for us from the recent regulatory update, and we're now considering our next steps for progressing the trial, including the potential scope and timeframe, as well as better demonstrating the risk management measures," says Ms Ward.

"We will continue to work in consultation with growers, KNZ, and NZKGI as we determine the next steps, including a revised Prior Notice and/or Producer Vote during the next few months.

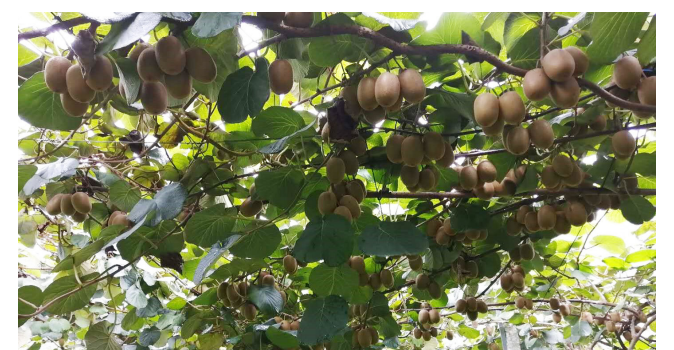
Ms Ward also noted there is significant risk in doing nothing.

"We think a trial testing both the production and sale of Chinese-grown fruit under the system and brand, will help us address that risk, and is the best way to mitigate the impact of unauthorised G3 plantings."

Zespri believes that the potential risks identified by KNZ are manageable when assessed in the context of what is trying to be achieved and we also have strong risk mitigation measures in place.

"We know we have a significant challenge on our hands, but we also believe it's a real opportunity for both New Zealand and Chinese growers, should the trial proceed and prove successful," says Ms Ward.

Zespri looks forward to discussing the project with growers over the coming weeks and months.



Unauthorised G3 fruit in China.

MATURITY CLEARANCE SYSTEM UPDATE

The Maturity Clearance System (MCS) is the Zespri-created system to manage sampling and harvest clearance for residues and maturity clearance.

Orchard information can now be accessed via direct link, <https://mcs.zespri.com>, or via Canopy. To login to MCS, type External\ followed by your Canopy ID (example External\John.Smith), and Canopy password. If you have forgotten your Canopy ID or password or do not have one, please contact Grower Support Services on 0800 155 355.

The MCS helps ensure fruit meets our harvest criteria standards and supports incentives like the Taste payment. It is very similar in functionality to the previous clearance system growers will have used.

Due to the tight timeframes to deliver the MCS in time for the 2021 New Zealand season, we are focusing on having functionality ready as it is needed for this season. You can currently view and edit orchard information, with additional functionality to be added soon. See the chart below for current functionality and what's to come.

Functions	Available	Coming in February
Orchard Information	✓	
Site requirements	✓	
Hazards	✓	
Maps	✓	
Primary Contact Info	✓	
Packhouse Contact Info	✓	
Blocks	✓	
Maturity Areas		✓
KPIN & Maturity Area Validation		✓
Sample Request		✓
Sample Results		✓

FAQS

Where are the prices for the new MCS?

Maturity clearance pricing is now available for the 2021 maturity clearance process online - see: <https://canopy.zespri.com/EN/industry/news/Pages/Maturity-Clearance-Pricing-2021.aspx>. Pricing for both sampling and testing was one of the components assessed in the competitive proposal process undertaken last year for the three-year maturity clearance provider contracts. The increase in prices compared to previous seasons reflects the need for investment by providers in developing the systems and assets required to deliver the new maturity clearance system for the industry.

If there are multiple service providers available in an area are we going to be able to select the service provider?

No, sample requests will be randomly allocated to the service providers.

How do we decide who samples will be allocated to?

The MCS will make recommendations based on a set of rules and the MCS Support team will review these to ensure accuracy and feasibility. We will also try not to allow two different providers to go onsite to an orchard on the same day.

What sort of comparison will there be between the different testing labs?

Results will be checked and compared against each other for inconsistencies (e.g., does one lab have more outliers?). A proficiency programme will run samples from the same maturity area through the labs each week that they are operating. Additionally, each lab has a systems audit at least annually.

For more information, refer to the [MCS FAQs](#) on Canopy.

Key changes for 2021



A Canopy login and password is required to access MCS.

Access MCS directly: <https://mcs.zespri.com> or through the Canopy.



All sample results will be released by 2pm the day following collection.

Sample request cut off time is 5pm the day prior to collection.



In 2021 users will be able to request Residue and Clearance samples only.



In 2021, sampling will be by foot only.



New Clearance sample prices.

To view on the Canopy, go to the MCS home page and select Service Providers.



Head to the MCS page on the Canopy to access MCS, FAQs, training information, user guides, templates and more!

Growing Kiwifruit>Maturity and Harvest>Maturity Clearance System

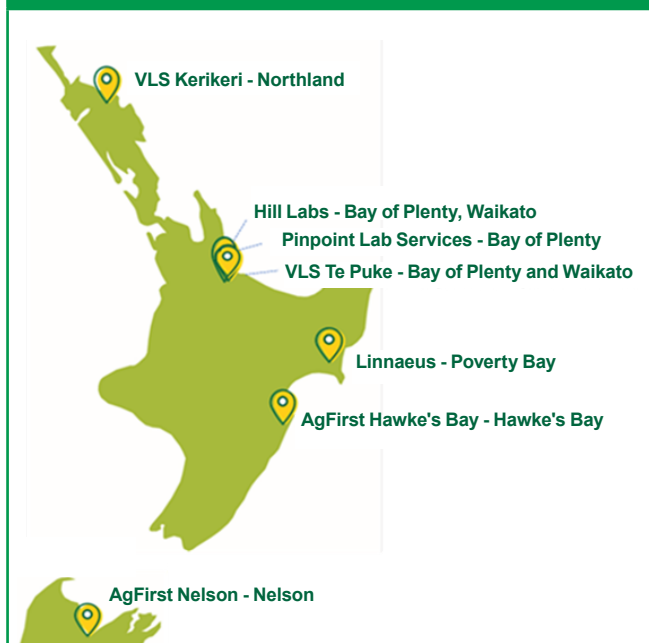
HOW DO I ACCESS THE MCS?

- Access MCS directly here: <https://mcs.zespri.com>
- Or, through Canopy here: <https://canopy.zespri.com/EN/grow/maturity-harvest/Pages/Maturity-Clearance-System.aspx>

**Note: Your Canopy login & password is required to access MCS, which does not automatically sign you in. If you need a Canopy login, contact Grower Support Services at 0800 155 355.*

WHO ARE THE SERVICE PROVIDERS?

For more information about the Service Providers, please refer to the [MCS Service Provider page](#) on Canopy.



Training dates

Grower sessions:

Online Friday 26 February, 10:00am-12:30pm

Thursday 15 April, 2:00pm-4:30pm

In person at Zespri

Tuesday 2 March, 1:00pm-3:30pm

Friday 9 April, 1:00pm-3:30pm

Post-harvest sessions:

Dedicated post-harvest sessions have already been booked in with each group. Please contact your post-harvest admin if you are unsure which day your training is held on.

Growers and Primary Orchard contacts:

Register for a training session here: <https://zesprievents.eventsair.com/maturity-clearance-workshops/mcs/Site/Register>

MEET THE MCS SUPPORT TEAM



Lisa Cave
MCS Team Leader



Mel Mathers
MCS Coordinator



Prabh Hayre
MCS Coordinator



Morgan Shea
MCS Coordinator

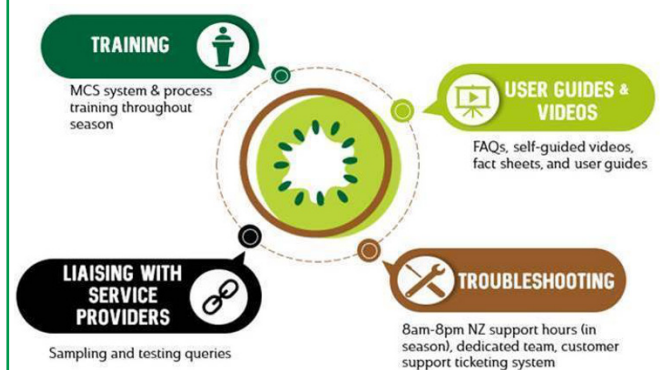


MCS Manager
(in recruitment)



MCS Coordinator
(in recruitment)

What help will the support team provide?



HAIL UPDATE

Growers will be aware that many parts of New Zealand have been impacted by hail storms which have caused significant damage to a number of crops.

Nelson and Motueka have been particularly hard hit, with local kiwifruit, apple, berry and hops orchards all showing significant signs of damage, and some orchards in the Bay of Plenty also reporting some damage.

About 2.2 million trays of Zespri SunGold Kiwifruit and 300,000 trays of Zespri Green Kiwifruit were lost.

Zespri and the insurance assessor are working closely with affected orchards. The Pool Hail Insurance Cover provides partial compensation for yield loss due to hail strike. This policy does not provide full indemnity from hail losses and those growers who seek full indemnity or additional cover should consider purchasing additional private hail insurance or discuss with their grower entities hail insurance schemes available for entities through commercial insurers.

As a result of this hail strike, the policy cover for Zespri SunGold (including Organic) Kiwifruit consisting of \$4 million pool-funding cover and \$3 million commercially-purchased cover, has been exceeded.

A reminder that Zespri's hail insurance policy and other hail resources can also be viewed on Canopy.

The storm is clearly taking a toll on affected growers and the risk of further adverse weather events remains. However, the kiwifruit industry has a strong track record of addressing challenges. We'll continue to do that in this case as we work together to fully understand the impact and decide on next steps.

Our focus remains on supporting affected growers across the country. Please contact your Grower Liaison Manager if you have any concerns or queries, or to discuss the support available. You can find their contact details on page 10.



Kiwifruit damaged by hail.



FROM THE MARKETS

CELEBRATING OUR *successes* ONE YEAR ON

2020 was a time like no other - encapsulating everything in a VUCA world – volatile, uncertain, complex, ambiguous and downright crazy. While 2020 tested the industry and our people beyond measure, there were some important milestones that were achieved too.

As we welcome a new year, we should also celebrate some of the great moments and achievements that were the result of a lot of hard work from a lot of people throughout 2020.

A FRESH NEW LOOK

2020 was a monumental year and a big step forward for the Zespri brand, undergoing a refresh for the first time in more than 20 years amidst very challenging and unexpected conditions.

A major and visible part of our relaunch was the refreshed Zespri logo. We developed our new brand logo to deliver better recognisability than our previous identity, while also building a stronger connection with consumers who are looking for healthy options.

Despite lockdowns, changing consumer behaviors and high levels of uncertainty, our teams remained focused on driving the roll out of our new identity and our objectives of fewer, more consistent executions, with **bigger** impact and **better** results.

With added focus on efficiency and effectiveness, our communications and the total number of global campaigns was reduced from 10 in 2019 to six in 2020, with 86 percent of our global sales value covered by just two campaigns – the expansion of *Kiwibrothers* to cover Japan, Korea, Vietnam and Europe and *Vitamin C Goldmine* across Greater China.

BIGGER IMPACT

In 2020, our brand relaunch was felt and recognised by both consumers and industry alike. We were lauded for brand excellence by winning eight awards in Japan, US, and Greater China, nabbing the Grand Prix at the ACC Brand Communication, being the no. 1 rated TV commercial amongst 12,411 creatives for the year, and winning a prestigious EFFIE award in the US for marketing effectiveness in the Commerce and Shopper Challenger Brand solutions globally. We were also recognised by our commercial partners in Hong Kong where we won the Park n Shop super brand award and the 20 years' best strategic partner award from Yonghui in China.

BETTER RESULTS

Crucially, all of our campaigns have showcased the Zespri brand in a consistent manner, underpinned by our global visual identity and tagline that

with Zespri you can "Make your Healthy Irresistible".

Despite the challenges brought about by COVID-19, we saw positive sales momentum as our global marketing and sales teams banded together to reach out to our customers and consumers in new and meaningful ways through online conferences and innovative sampling. There is a clear upward trend of Zespri Kiwifruit sales across our key 15 markets, with significant increases in Taiwan, Japan, Korea, Singapore, Vietnam, Spain, Germany, France and the Netherlands compared to 2019.

Our campaigns have helped deliver our best ever brand equity measures, with our brand awareness, brand power and brand premium scores all improving.

These are exceptional results and will set us up to succeed in the years to come. And with a team unified by our purpose and our values, and with a fantastic bold and exciting new brand, we're excited that the best is yet to come.

FORWARD AND ONWARDS IN 2021

Looking ahead, we will continue to champion our new brand identity with a focus on engaging and disrupting our audience with our consistent, compelling campaigns. Our teams will be working hard to ensure the Zespri brand is better known, recognised and loved through a consistent use of our new brand identity across all communications.

2020 has put us on the path to greater resilience and we can't wait to share what is in store for 2021.



The brand refresh rolled-out across the globe from May 2020.

Japan

Japan TVC celebrates top ranking

Zespri Japan's 2020 TVC, "Enjoy the healthy you love" has been selected as the most-preferred on-air ad among consumers for 2020, securing the top spot out of 14,106 other ads, with big competition from Nissan, Nintendo and McDonald's.

The ranking is based on a monthly survey of 3,000 people, where respondents are asked to recall their favourite TV commercials. This result shows that Zespri Japan's TVC was extremely well received by Japanese consumers this year.

This is the third honour for Zespri Japan in the national advertising awards, having won the ACC Minister of Internal Affairs and Communications Award/Grand Prix and the AMD Awards Annual Content Award/Award of Excellence earlier in the year.

CM databank, who publishes this ranking, interviewed Kanako Inomata, Zespri Head of Marketing - APAC, about the upcoming season plan.

"In today's rapidly changing world, we need to ask ourselves what Zespri and kiwifruit can do for our consumers, and we will continue to work towards the next stage of this journey," says Ms Inomata.



Korea

A healthy boost of kiwifruit

To support our Korean community during the COVID-19 pandemic, our Zespri Korea team organised donations of Zespri Kiwifruit to four different community groups: Aradong Community Center, Ido 2-dong Community Center, Jeju National University Hospital, and the YMCA.

Welcomed deliveries of Zespri Kiwifruit made their way to elderly people living alone, vulnerable people, and hospital officials.

"We were proud to support our community, and the groups appreciated us sharing our kiwifruit, and providing a healthy boost to their day!" says Juyeon Kim, Zespri Korea Supply Coordinator.



Zespri Korea team donate kiwifruit to community groups in need.

Russia

Zespri brands' big screen debut rolled out!

Moviegoers in Vladivostok and two other Far East Russian cities have been treated to a 30-second Zespri brand video as part of an integrated marketing programme designed and implemented by Zespri's collaborative marketing partner Mr Apple, and their Vladivostok-based distribution partner, Brosco.

Brosco General Manager Valentina Kupriianova is very proud of the integrated marketing programme that ran in four cities across Far East Russia during November. The programme included:

- Outdoor advertising (video clips and stationary billboards)
- Advertising plasma displays in shopping centres in Petropavlovsk-Kamchatsky and Yuzhno-Sakhalinsk cities
- Advertising in the fitness club "Champion" in Vladivostok
- Advertising in cinemas in Vladivostok Ussuriysk and Petropavlovsk-Kamchatsky.
- A promo campaign in supermarkets and greengrocery with "a gift for a purchase" in Vladivostok
- Instagram posts through micro-influencers about kiwifruit.

The Mr Apple Russian kiwifruit sales programme has previously been focused in Far East Russia. However due to the recent appointment of a new distribution partner in Moscow, we now have the opportunity to market Zespri SunGold Kiwifruit in West Russia. This will allow us to achieve greater value from the Mr Apple collaborative marketing partnership and delivering stronger returns for growers in 2021 and beyond.





ZESPRI IN THE COMMUNITY

Women in Kiwifruit expressions of interest to form a committee

About the Women in Kiwifruit Network

Since its establishment in 2017, the Women in Kiwifruit Network has connected women across our industry, and created a platform to help build networks and share experiences.

Building and strengthening this platform to support our community of women is important to us. A survey of members in 2020 showed interest in establishing a committee to drive engagement opportunities, and we're excited to open expressions of interest applications to join the committee and help support our women in kiwifruit.

By joining the Women in Kiwifruit Network committee, you will have the opportunity to support the Women in Kiwifruit community through networking, face-to-face events, professional and personal development and mentoring. Committee experience is not required, but a passion for the industry is essential.

Commitment:

- Prospective committee members must be able to commit to attend at least 80 percent of committee meetings either in person or virtually (around six per year as decided by the committee).

- A strong commitment is also required in attending Women in Kiwifruit events (approximately 2-3 per year – to be decided by the committee).
- Committee members must provide hands-on support at Women in Kiwifruit events and in the organising stages leading up to events, which requires a time commitment outside of attendance at Committee meetings.

Positions available:

- Chairperson
- Treasurer: funding and sponsorship
- Marketing, promotions, events
- Administration and Health and safety
- Programme coordinator (sourcing content for events)
- Programme coordinator

Process:

Contact zespri.events@zespri.com for an application form. Applications close Friday 26 February 2021.

The appointment process is still to be decided, however the successful candidates will be announced at our International Women's Day event on Monday 8 March 2021. See details below.

WOMEN
in kiwifruit

invite • include • inspire



SAVE THE DATE: 8 MARCH 2021

International Women's Day

#ChoosetoChallenge #IWD2021

A challenged world is an alert world and from challenge comes change. So let's all choose to challenge. How will you help forge a gender equal world? Celebrate women's achievement. Raise awareness against bias. Take action for equality.

Join us at Trustpower Arena, 81 Truman Lane, Mount Maunganui from 9:00am-1:00pm on Monday 8 March for a guest speaker, workshop, announcement of the Women in Kiwifruit network committee, and a networking lunch.

For more information, join the Women in Kiwifruit Facebook group and keep an eye out for more information!

New Zealand Food Network's Christmas Appeal

Just in time for Christmas, we were delighted to contribute towards the New Zealand Food Network and Anchor's Christmas Hamper Appeal.

The aim of the appeal was to reach 15,000 New Zealanders through 3,750 family-

sized hampers packed with fresh and delicious items. We donated 50 trays of nutritious Zespri Green Kiwifruit to add to the hampers, and we were proud to end the year by helping families after a challenging 2020.



SAVE THE DATE: 27 MARCH 2021

Fundraiser for the victims of the Whakaari/White Island eruption

Zespri and the wider New Zealand kiwifruit industry will be supporting the victims, their families, and the first responders affected by the devastating events at Whakaari/White Island at a special fundraiser on Saturday 27 March 2021.

To fundraise for the Eastern Bay Community Foundation's Whakaari Fund, Zespri is working closely with

local organisations on a charity rugby match and auction to be held in Whakatāne. The rugby game will involve a kiwifruit industry team taking on the New Zealand Parliamentary Rugby Team.

Register your interest to play in the kiwifruit industry team by emailing:

- Brad Ririnui (brad.ririnui@zespri.com)
or,
- Amy Porter (amy.porter@zespri.com)

Emerging leaders take part in Youth Search and Rescue (YSAR) course

Recently, 80 future Search and Rescue leaders attended Youth Search and Rescue (YSAR)'s week-long training programme to test new ideas and concepts to better respond to emergencies. Students took part in many activities including, solo overnight stays, First Aid training, navigation exercises and flood and river safety courses.

They also participated in a two-day Technology Expo, which was an exciting opportunity to discuss innovation in and collaborate for future projects.

Steve Campbell General Manager YSAR says without Zespri they wouldn't be

able to deliver the level of training they provide, or the investment in their learning management system to ensure business continuity and organisation growth.

"Zespri is very much part of our success in delivering exceptional student outcomes and providing an intelligent and innovative future for Search and Rescue and Emergency Management in New Zealand," says Mr Campbell.

Zespri is proud to partner with YSAR to support their work to enable the next generation to learn to survive, thrive and save lives.



80 future Search and Rescue leaders attended Youth Search and Rescue (YSAR)'s week-long training programme.

APPOINTMENT OF NEW CHIEF GROWER, INDUSTRY & SUSTAINABILITY OFFICER

Zespri is pleased to announce that Carol Ward has been appointed Chief Grower, Industry and Sustainability Officer. Ms Ward is an experienced executive within Zespri, with impressive knowledge and experience in marketing, innovation, global supply chain, stakeholder and grower engagement.

"Recruitment for this role was a rigorous process and considered a range of factors including the need for strong leadership for the function and the relationship with our growers and external stakeholders," says Zespri Chief Executive Officer Dan Mathieson.

Ms Ward said she is incredibly excited about the role and the opportunity to

lead this critical function for Zespri and the industry, and is looking forward to reconnecting with growers at future industry events and our February roadshows.

"I have a strong commitment to the industry, and a passion for supporting Zespri's purpose to bring long term prosperity and sustainability to our growers and communities," says Ms Ward.

"I'll be supporting the Board and Executive team and representing the interest of growers, as we continue on our journey to grow the industry, aligned with world class market development for our healthy and irresistible kiwifruit."

Ms Ward's role will include the sustainability portfolio which remains an important strategic priority for Zespri. The integration of sustainability with grower and industry relations will help drive Zespri's ability to meet our ambitious goals and deliver strong returns to growers.

Rachel Depree has been appointed to a new role of Executive Officer for Sustainability, with the role reflecting the continued integration of sustainability in decision-making as a top priority for Zespri.

We congratulate both Ms Ward and Ms Depree on their new appointments.



Chief Grower, Industry & Sustainability Officer Carol Ward.



Executive Officer for Sustainability, Rachel Depree.

ZESPRI SUNGOLD AND RED KIWIFRUIT 2021 LICENCE RELEASE

The following hectares of Zespri Kiwifruit licence are available in 2021:

- 700 hectares of SunGold Kiwifruit licence (Unrestricted Closed Tender Bid)
- 50 hectares of Organic SunGold Kiwifruit licence (Organic Closed Tender Bid)
- 350 hectares of Zespri Red licence (Closed Tender Bid)

The Closed Tender Bid processes and rules used in 2020 will continue to be the method of licence release in 2021, with all three licence release pools running concurrently.

Zespri Red budwood

The procurement of quality budwood for Zespri Red for 2021 will continue to be challenging due to Zespri Red trial canopies (around 10 hectares) being the main source of budwood. These blocks are subject to meeting plant movement health requirements and experiencing favourable growing conditions in 2020/2021. Comprehensive canopy assessments

have been carried out in December 2020 and will also take place in early February 2021, at which time Zespri will confirm the 350-hectare licence release for Zespri Red.

For more information on the 2021 licence release, refer to the October 2020 issue of *Kiwiflier*.

Updated 2021 licence release timeline

With the commercialisation of Zespri Red, and the need to run the processes concurrently, and then the disruption due to COVID-19, the 2020 licence release timeline was delayed. The licence release window for 2021 however, largely returns to the timeline followed in 2019 (see timeline below).

Note, the below timeline has been adjusted slightly since it was published in the December issue of *Kiwiflier*. Any further changes to the timeframes below will be communicated to the industry.

By early March	Licence Application Overview and Rules and updated Zespri Red New Variety Information Guide published
26 March	Application process opens
7 April	Closing date for Bids (5.00pm)
21 April	Preliminary Revenue Range announced
28 April	Pre-validation and collation of all Bids completed by Cooney Lees Morgan
29 April	Evaluation Panel makes decisions regarding allocation of licences and successful bidders notified by email as soon as possible thereafter (estimated 3 May onwards).
*6 May	Successful bids' deposit funds due by EFT (three days' advance notice will be given)
25 May onwards	Licence packs distributed to successful bidders
20 July	Deadline for paying settlement monies and meeting all other settlement requirements

*Dependent on the date of notification to bidders.

PRE-HARVEST COLLABORATIVE FORUMS: FEBRUARY 2021

The Pre-harvest team will be running collaborative forums during mid-February.

The sessions will be a great way to catch up with the Pre-harvest team, and ask any questions you may have. There will be a focus on requesting feedback for the Zespri GAP strategic review, pest monitoring and the China protocol and our aims for the future, residues, and contractors.

These sessions will be a good opportunity to have your say in the future of the orchard assurance programme that underpin the success of the industry.

Please keep an eye out for a booking link via Canopy.

Date	Time	Venue
Mon 15 February	9.00am-11.00am	Te Puke Orchard Church, 20 Macloughlin Drive, Te Puke
Mon 15 February	2.00pm-4.00pm	Tauranga Mt Maunganui Golf Club, 15 Fairway Avenue, Mount Maunganui
Tues 16 February	9.30am-11.30am	Auckland Franklin Club, 7 East Street, Pukekohe, Pukekohe Hill 2120
Wed 17 February	9.00am-11.00am	Whangārei Distinction Whangārei Hotel & Conference Centre, 9 Riverside Drive, Whangārei
Wed 17 February	1.30pm-3.30pm	Kerikeri Kerikeri Plant & Food Research, 121 Keri Downs Road, Kerikeri
Fri 19 February	11.00am-1.00pm	Whakatāne Matatā Rugby Club, 12 Division Street, Matatā
Wed 24 February	11.00am-1.00pm	Gisborne Bushmere Arms, 673 Matawai Road
Fri 26 February	9.30am-11.30am	Hawke's Bay Napier War Memorial Centre, 48 Marine Parade, Napier
		Nelson Postponed

Key Pre-harvest team contacts:

Jemma Hughes, Technical Advisor – Crop Protection

For crop protection and Spray Diary queries, including supporting pre-harvest audit clearances, email jemma.hughes@zespri.com

Stephanie Hart, Residue Coordinator

For all residue-related queries, email stephanie.hart@zespri.com

FOOD ACT RENEWALS

Existing Food Act registrations are coming up for renewal for all those growers who registered for the Food Act through Zespri in 2019.

From March 2019, it became a requirement for growers to register as a food business under The Food Act (2014) with MPI. Zespri provided a registration option where growers could complete a Zespri registration form, allowing Zespri to register your business with MPI on your behalf.

MPI require Food Act registrations to be renewed every two years.

Zespri are currently emailing all those businesses that registered through Zespri as they come up for renewal. The email contains your current registration details and asks you to confirm that your details are still correct and that renewal is required.

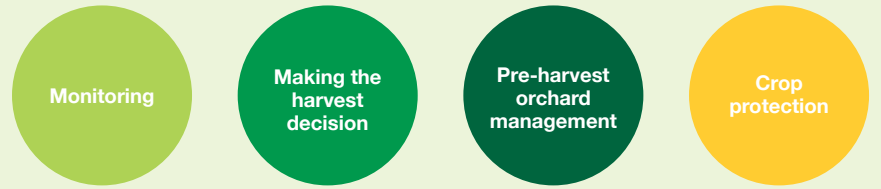
Zespri can then make amendments and/or renew those registrations as required.

You can search for your registration details on the MPI Public Register here: <http://mpiportal.force.com/publicregister>

If you have any questions or concerns, please contact the preharvest team by emailing: preharvest@zespri.com



KEY FOCUS: FEBRUARY GLOBAL EXTENSION TEAM



THE MONTH AHEAD: FEBRUARY

We are getting close to harvest, but there are lots of tasks to check off before you get there!

Monitoring

It's getting to that time when monitoring samples are kicking off, and we're getting an indication of how fresh weight and dry matter accumulation compare to previous seasons. Monitoring is a critical part of making the harvest decision, and these early samples will give a good indication of how much of the season's potential you've captured. To check how you are going, visit [Canopy > Growing Kiwifruit > Orchard Management > Taste & Dry Matter > Taste & Dry Matter Tools & Multipliers](#)

Pre-harvest orchard management

There are lots of tasks to tick off pre-harvest and getting them done soon will make orchard life a bit less stressful in the weeks to come. The 'Harvest Checklist Need to Know' details all you need to be thinking about before you harvest. You can find it on [Canopy > Zespri & The Kiwifruit Industry > Publications > Need to Knows](#).

Don't forget!

If you are planning a second trunk girdle for dry matter, locate and clearly mark any vines where previous girdles have not healed. These vines should not be re-girdled. Any vines that look stressed (e.g., leaves wilting, small fruit, Psa) should also be marked and not re-girdled.

Another round of male pruning is a good idea, before a final round closer to winter. Target any new growth for removal – rip or button cut – and consider tying down early-grown, terminated canes to anchor the leader so it doesn't roll over after pruning.

Remember that the cane you want to crop on next year loses flowering potential if it's shaded. Canopy growth is likely to be slowing down, but for both Hayward and Gold3, it's important that the canopy

remains open right through until harvest. Target the heaviest areas (easiest to spot by darker shadows on the ground) for some canopy work – cutting even a few tangled canes can make a big difference to how much light can penetrate.

Crop protection

Keep your *Spray Diary* up-to-date – it'll save you stress later. To check that everything is OK, run a test audit. Don't leave it until you're about to harvest!

Pest monitoring will be underway and these results should be uploaded into your *Spray Diary* by your Pest Monitoring Centre. The four pests that are being monitored are:

- Scale
- Leafroller
- Mealybug
- Wheat bug habitat

Second generation scale crawlers are on the move so it's a good idea to monitor and control if your monitoring results are over the KiwiGreen threshold of 4 percent. An application of oil at 1 percent in the second and third weeks of February for SunGold Kiwifruit, and February and March for Green are optimum for avoiding fruit marking.

Removal of host weeds for wheat bug in the loading zones on orchard must be done before harvest. If you are planning on using a herbicide to remove these weeds, then this must be applied at least 20 days prior to harvest.

The Market Access Protocol page on [Canopy > Growing Kiwifruit > Pre Harvest Assurance > China Market Access Protocol](#) has answers to some of the key questions around the new monitoring requirements.

UPCOMING GET EVENTS

'Looking into Lower Nitrogen' Field Day

Thursday 18 February, 10am-12.30pm

Managing nitrogen – it's a balancing act between ensuring you have enough to support production, while minimising overzealous vine vigour and losses to the environment.

At this field day, we'll visit an orchard that has implemented a lower nitrogen approach and hear from the grower about why they started down this road and how they built the confidence to make this change. We'll also share some of the trial work and findings that have been conducted around nitrogen use on-orchard. We'll take you through some of the first steps to take if you are interested in optimising, and perhaps lowering, nitrogen use on your orchard.

For more details on this event and to register, please visit the link below or email the Global Extension Team: extension@zespri.com. <https://www.zesprievents.co.nz/LowerNitrogen>

New Tech/Grower Rep Meeting - Taste and Supply

Wednesday 3 February

As part of the New Tech/Grower Rep Programme run by the Global Extension Team, we are holding an event on Wednesday 3 February which will go back to basics with the fundamentals of taste and supply. This programme is designed for new to the technical/grower reps or cadets as an opportunity to learn or brush up on some key topics throughout the kiwifruit calendar and also as a chance to socialise with others new to the industry.

If you are keen to learn more about this event or future events, please email Kate Wilkins: kate.wilkins@zespri.com.

New location for scale resources on Canopy

We have recently updated Canopy with a page dedicated to all things scale. Here you will find a huge wealth of resources relating to scale and its control options. The latest research on oil applications, grower and scientist interviews and the 'Need to Knows' on scale, to name a few, are all available on this page, and a digital copy of this issue's *Spotlight on Summer Oils for scale* will also be available. With scale becoming a quarantine pest in an increasing number of countries each year, it is well worth checking out. There has also been plenty of research done on the management of this sneaky pest.

To check out the new page, go to [Canopy > Growing Kiwifruit > Pest Management > Scale](#).

FERTILISER DIARY: REMINDER TO RECORD INPUTS

We've had a good response with growers adding their inputs into Fertiliser Diary. This information is a useful tool for reporting your fertiliser inputs for your GAP records, and helps us to understand and report industry fertiliser practices.

Zespri is committed to reporting the industry's nitrogen inputs and due to upcoming regulations, reporting your inputs is a requirement. Zespri is developing a benchmarking tool that will be available through the grower portal, enabling you to compare your nitrogen inputs to other KPINs in your region and allow for benchmarking against other orchards.

Please continue to add your inputs into your Fertiliser Diary which is accessible through *Spray Diary*. We have also created a short Fertiliser Diary Tutorial video to help you with any queries around adding or editing fertiliser and compost lines. You can find it on [Canopy under Zespri & The Kiwifruit Industry > Spray Diary > Fertiliser Diary Help Page](#).

GROWER CONTRACTS

Schedule 5 of the 2021 Supply Agreement will be posted out to growers come mid-February.

This form must be signed by both the grower and the chosen registered supplier and should be scanned (both sides) through to contact.canopy@zespri.com prior to 19 March 2021.

On receiving the completed Schedule 5 form, a grower number is issued by Zespri. This is required prior to gaining clearance to pick your fruit.

If you have not received a copy by the beginning of March, or if you have any queries, please contact Zespri Grower Support Services on 0800 155 355 or contact.canopy@zespri.com.

Please note that any amendments to the Permissions and/or Terms and Conditions of the Schedule 5 contract will result in the form not being processed.

2020/21 PROGRESS PAYMENTS FOR FEBRUARY AND MARCH

CLASS 1 - APPROVED PROGRESS PAYMENT 15 FEBRUARY 2021	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.37	\$0.45	\$0.45	\$0.45	\$0.30	\$0.30	\$0.20
Zespri Organic Green	\$0.60	\$0.50	\$0.70	\$0.75	\$0.60	\$0.60	\$0.45
Zespri Gold3	\$0.55	\$0.65	\$0.60	\$0.55	\$0.45	\$0.40	No supply
Zespri Organic Gold3	\$0.66	\$0.65	\$0.70	\$0.65	\$0.70	\$0.55	No supply
Zespri Green14	\$0.54	No payment	No payment	\$0.65	\$0.60	\$0.60	\$0.40

CLASS 1 - INDICATIVE PROGRESS PAYMENT 15 MARCH 2021	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
Zespri Organic Green	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
Zespri Gold3	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	No supply
Zespri Organic Gold3	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	No supply
Zespri Green14	\$0.10	No payment	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10

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

CLASS 2 - APPROVED PROGRESS PAYMENT 15 FEBRUARY 2021	AVERAGE ON NET SUBMIT	16/18/22	27	30	33	36	39	42
Class 2 Green	\$2.08	\$2.00	\$2.15	\$2.10	\$2.15	\$2.15	\$2.05	\$1.50
Class 2 Organic Green	\$1.42	\$1.05	\$1.35	\$1.90	\$1.80	\$1.55	\$0.60	\$1.30
Class 2 Gold3	\$0.53	\$0.50	\$0.60	\$0.15	\$0.25	\$0.60	\$2.40	No supply
Class 2 Organic Gold3	\$2.27	\$2.30	\$2.70	\$1.30	\$2.20	\$2.40	\$2.50	\$3.00

NON-STANDARD SUPPLY - APPROVED PROGRESS PAYMENT 15 FEBRUARY 2021	42	46
Class 2 Green		No supply
Class 2 Organic Green		No supply
Class 2 Gold3	\$0.65	
Class 2 Organic Gold3	\$0.75	

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.

Sizes will not receive a progress payment where the percentage of total fruit and service payments paid to date are higher than the other sizes in the same pool.

February 2021 approved progress payments on Net Submit trays

Approved per tray progress payments for 15 February 2021:

Class 1	
Zespri Green	\$0.37
Zespri Organic Green	\$0.60
Zespri Gold3	\$0.55
Zespri Organic Gold3	\$0.66
Zespri Green14	\$0.54

March 2021 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 15 March 2021:

Class 1	
Zespri Green	\$0.10
Zespri Organic Green	\$0.10
Zespri Gold3	\$0.10
Zespri Organic Gold3	\$0.10
Zespri Green14	\$0.10

SHARE BRIEFS

As at 21 January 2021 the last Zespri share price trade was \$9.25 traded on 24 December 2020. There were six buyers at \$8.85, \$8.90, \$9.10, \$9.15, \$9.20 and \$9.25. There were two sellers at \$9.30 and \$9.35.

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

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

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

Want to see current buyers and sellers?

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

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

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

Below is the current Market Depth information as at 21 January 2021.

Quote Line Thursday 21 January as at 10.15am						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	9.250	9.300	9.250	0.000	0.000	0

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	10,000	9.250	9.300	2,000	1
1	5,000	9.200	9.350	2,000	1
1	10,800	9.150			
1	15,000	9.100			
1	5,000	8.900			
1	2,000	8.850			

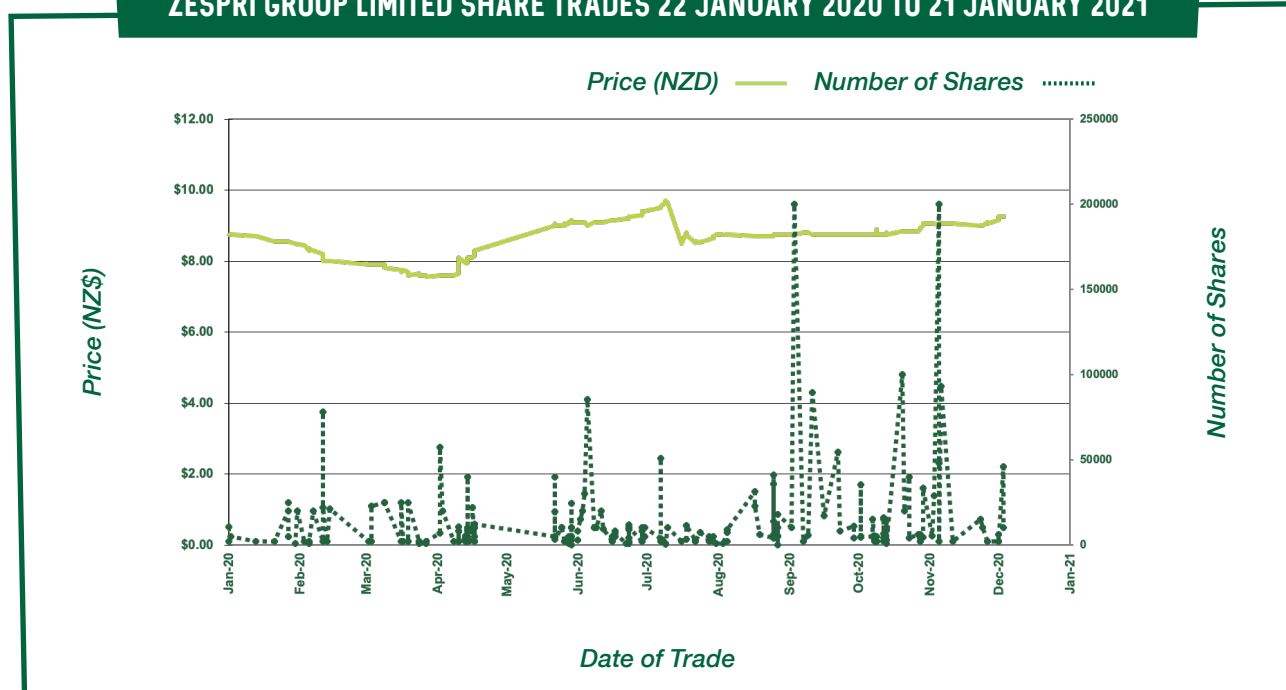
Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
24/12/20	10,000	\$9.25	92,500.00
24/12/20	46,000	\$9.25	425,500.00
22/12/20	2,000	\$9.25	18,500.00
22/12/20	6,000	\$9.20	55,200.00
22/12/20	2,000	\$9.20	18,400.00
22/12/20	2,000	\$9.15	18,300.00
17/12/20	2,000	\$9.05	18,100.00
17/12/20	2,000	\$9.10	18,200.00
15/12/20	10,000	\$9.00	90,000.00
14/12/20	15,000	\$9.00	135,000.00

Director share trading

For the month of January (as at 21 January), there were no shares traded by entities associated with Zespri Directors. See the Canopy for details: Canopy > Growing Zespri Kiwifruit > Working with Zespri > Shares. Alternatively search for 'Director Shares' using the search function.

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

ZESPRI GROUP LIMITED SHARE TRADES 22 JANUARY 2020 TO 21 JANUARY 2021



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, and KiwiStart are paid on FOBS, i.e., when fruit is shipped. Some of the Supplier Accountability payments are subject to SLA terms.
- There are no Taste Zespri payments in the 2020 season.
- Progress is paid in the remaining months at levels subject to Zespri Management approval.
- Average payments per TE are based on the 2020/21 November forecast trays and actual payments to date.
- YTD amounts for Pack and Time may move from previous *Kiwiflier* issues due to SLAs being paid late in a month.
- Gold3 and Organic Gold3 are in separate pools for the 2020 season; the Organic Gold Premium is no longer applicable.

ZESPRI GOLD3 JANUARY								
ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-20	\$2.80	\$0.11					\$2.91	18%
May-20		\$0.09					\$3.01	18%
Jun-20		\$0.08					\$3.09	19%
Jul-20		\$0.06			\$1.79		\$4.93	30%
Aug-20		\$0.20	\$0.35		\$2.24		\$7.73	47%
Sep-20		\$0.41			\$2.31		\$10.46	64%
Oct-20		\$0.27	\$0.39		\$1.15		\$12.27	75%
Nov-20		\$0.16	\$0.04		\$1.68		\$14.15	86%
Dec-20		\$0.01	\$0.02		\$1.08		\$15.25	93%
Jan-21						\$0.10		94%
Feb-21					\$0.55			
Mar-21					\$0.10			98%
Apr-21								
May-21								
Jun-21						\$0.15		100%
Paid YTD	\$2.80	\$1.40	\$0.81	\$0.00	\$10.25	\$0.00	\$15.25	
Balance to pay	\$0.00	\$0.00	\$0.01	\$0.00	\$0.87	\$0.25	\$1.14	

Total fruit and service payments - 2020/21 Forecast **\$16.39**

ZESPRI ORGANIC GOLD3 JANUARY								
ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-20	\$2.80	\$0.03					\$2.83	16%
May-20		\$0.07					\$2.90	16%
Jun-20		\$0.09					\$2.99	16%
Jul-20		\$0.09			\$2.11		\$5.19	29%
Aug-20		\$0.14	\$0.24		\$3.05		\$8.62	47%
Sep-20		\$0.27			\$2.63		\$11.53	63%
Oct-20		\$0.04	\$0.27		\$1.56		\$13.40	74%
Nov-20		\$0.05	\$0.02		\$2.05		\$15.52	85%
Dec-20		\$0.15	\$0.02		\$1.26		\$16.95	93%
Jan-21						\$0.10		94%
Feb-21					\$0.66			
Mar-21					\$0.10			98%
Apr-21								
May-21								
Jun-21						\$0.15		100%
Paid YTD	\$2.80	\$0.94	\$0.55	\$0.00	\$12.66	\$0.00	\$16.95	
Balance to pay	\$0.00	\$0.00	\$0.01	\$0.00	\$0.98	\$0.25	\$1.24	

Total fruit and service payments - 2020/21 Forecast **\$18.19**

ZESPRI GREEN JANUARY								
ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-20	\$2.25	\$0.01					\$2.26	22%
May-20		\$0.07					\$2.33	22%
Jun-20		\$0.04					\$2.37	23%
Jul-20		\$0.04			\$1.34		\$3.75	36%
Aug-20		\$0.11	\$0.13		\$0.80		\$4.79	46%
Sep-20		\$0.28			\$0.79		\$5.87	57%
Oct-20		\$0.32	\$0.15		\$0.98		\$7.31	70%
Nov-20		\$0.21	\$0.02		\$0.93		\$8.48	82%
Dec-20		\$0.28	\$0.03		\$0.61		\$9.39	91%
Jan-21						\$0.10		92%
Feb-21					\$0.37			
Mar-21					\$0.10			96%
Apr-21								
May-21								
Jun-21						\$0.15		100%
Paid YTD	\$2.25	\$1.36	\$0.33	\$0.00	\$5.46	\$0.00	\$9.39	
Balance to pay	\$0.00	\$0.01	\$0.03	\$0.00	\$0.68	\$0.25	\$0.98	

Total fruit and service payments - 2020/21 Forecast **\$10.37**

ZESPRI ORGANIC GREEN JANUARY								
ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-20	\$2.25						\$2.25	18%
May-20		\$0.01					\$2.26	18%
Jun-20		\$0.01					\$2.27	18%
Jul-20		\$0.02			\$2.45		\$4.74	37%
Aug-20		\$0.10	\$0.20		\$1.16		\$6.19	49%
Sep-20		\$0.21			\$1.08		\$7.48	59%
Oct-20		\$0.20	\$0.19		\$1.28		\$9.15	72%
Nov-20		\$0.10			\$1.22		\$10.47	83%
Dec-20		\$0.16	\$0.01		\$0.92		\$11.55	91%
Jan-21						\$0.10		92%
Feb-21					\$0.60			
Mar-21					\$0.10			97%
Apr-21								
May-21								
Jun-21						\$0.15		100%
Paid YTD	\$2.25	\$0.81	\$0.39	\$0.00	\$8.10	\$0.00	\$11.55	
Balance to pay	\$0.00	-\$0.04	\$0.01	\$0.00	\$0.89	\$0.25	\$1.12	

Total fruit and service payments - 2020/21 Forecast **\$12.66**

ZESPRI GREEN14 JANUARY								
ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-20	\$2.80						\$2.80	21%
May-20							\$2.80	21%
Jun-20							\$2.80	21%
Jul-20					-\$0.04	\$2.74	\$5.50	42%
Aug-20			\$0.27		\$0.80		\$6.57	50%
Sep-20					\$2.86		\$9.42	72%
Oct-20			\$0.27		\$0.66		\$10.35	79%
Nov-20					\$1.25		\$11.60	88%
Dec-20			-\$0.02		\$0.36		\$11.95	91%
Jan-21						\$0.10		92%
Feb-21					\$0.54			
Mar-21					\$0.10			97%
Apr-21								
May-21								
Jun-21						\$0.15		100%
Paid YTD	\$2.80	\$0.00	\$0.49	\$0.00	\$8.66	\$0.00	\$11.95	
Balance to pay	\$0.00	\$0.00	-\$0.02	\$0.00	\$0.95	\$0.25	\$1.18	

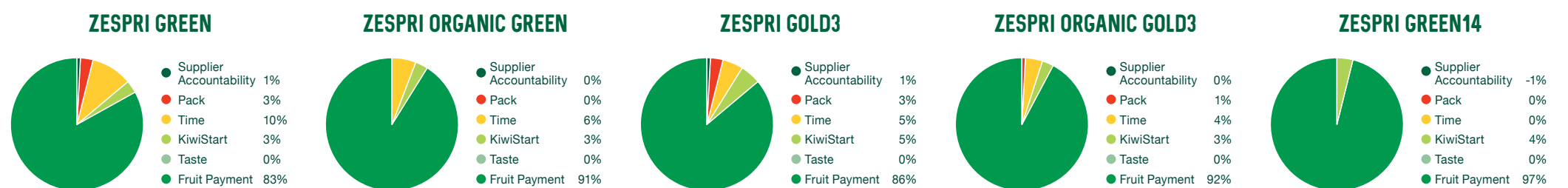
Total fruit and service payments - 2020/21 Forecast **\$13.13**

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.

2020/21 SEASON GROWER PAYMENT PORTIONS – TOTAL FRUIT AND SERVICE PAYMENTS

2020/21 NOVEMBER FORECAST



FINAL PROGRESS PAYMENT TIMING CHANGE

From the 2020 season, the final season progress payment will be moved from 31 May to the end of the first full week of June as approved by the Industry Supply Group (ISG). For the 2020 season, this will mean that the final payment date will occur on 4 June 2021. A change will be made to the 2021 Supply Agreement to reflect this timing.

A change has been made to the Pricing and Payments manual section of the Supply Agreement following approval from the Industry Advisory Committee. Central to this decision was the fact Zespri has grown substantially over the last few years in volume, value and complexity, meaning it takes longer to calculate our year-end financial statements, including the finalisation of our grower payments, creating a significant challenge to meet the final progress payment deadline before the end of May.

Moving the final progress payment out a week provides Zespri with more time to prepare and distribute the final progress files to suppliers.

MANDATORY DIRECT CREDIT FOR ZESPRI GROUP LIMITED DIVIDEND PAYMENTS

Major New Zealand banks have announced that from mid-2021 they will no longer be processing cheques. If you are a shareholder who still currently gets your dividends paid via cheque then you will need to get your bank account details loaded with Computershare

to receive these via direct credit. Computershare will no longer issue cheques from mid-2021 so to prevent any delay in receiving future dividend payments please update your records as soon as possible.

How to get bank account details loaded with Computershare

- | | |
|---|--|
| <p>1. Using your username and password, log into Computershare to add these details: www.investorcentre.com/nz</p> | <p>Update your details online 24 hours a day, seven days a week.</p> |
| <p>2. Contact Computershare with your bank details and they will provide you with a direct credit form to be signed.</p> | <p>Mail: Computershare Investor Services Limited, Private Bag 92119, Auckland 1142, New Zealand
Email: enquiry@computershare.co.nz
Phone: +64 9 488 8777</p> |
| <p>3. Contact Zespri with your bank details and we will provide you with a direct credit form to be signed</p> | <p>Email: shares@zespri.com or
Phone: on 0800 155 355</p> |

NZKGI CEO NIKKI JOHNSON ANNOUNCES RESIGNATION



Outgoing NZKGI CEO, Nikki Johnson.

NZKGI CEO Nikki Johnson has announced that she will leave the organisation in April to take up the role of Strategic Projects Manager with Zespri Global Supply in Bologna, Italy.

Nikki joined NZKGI in April 2016 and during her time at the helm has built up the organisation's output significantly in its advocacy for New Zealand kiwifruit growers. Nikki implemented and rolled out a new strategic plan for NZKGI, dividing its work into six portfolios and gained grower support to renew the levy funding. This allowed for a more effective and efficient voice to provide strategic leadership on a range of industry issues in areas such

as Zespri performance reporting, labour access, compliance and regulatory change.

NZKGI Chairman Mark Mayston says: "Nikki has also vastly improved NZKGI's relationship at the local and national government level and received funding for two positions to coordinate the Labour & Education portfolio, negotiated increases in the RSE cap as well as successfully negotiated through the 2020 COVID-19 lockdown and its aftermath. This has all been done with only an 18 percent increase in levy income (2016-2019).

"Nikki's job has certainly not been plain sailing. Growers require NZKGI to be

nimble and responsive to mitigate risk and deliver success for growers throughout the industry's steep growth trajectory. I look forward to joining colleagues in thanking Nikki for her excellent service in achieving this before her departure."

NZKGI will begin the recruitment process to get a new CEO on board shortly to ensure a smooth transition for Nikki's departure, which is planned for 16 April.



NZKGI FOOD BANK APPEAL

In 2020, NZKGI ran a food bank appeal throughout the Bay of Plenty region, and following on from its success, NZKGI committed to running a similar appeal in other regions.

There is still an unprecedented demand for food bank services due to the continuous impact of COVID-19, and 2021 will likely see a new wave of hardship and uncertainty for many people. People who may not have previously needed help with feeding themselves or their family are finding themselves in unfamiliar territory. As the new year brings with it change and continuing uncertainty of the impacts of COVID-19, people may be facing job cuts, reduced work hours or a family situation reduced to one or no income.

NZKGI is a socially responsible organisation and is looking to do our bit to help the communities we live in by continuing the foodbank appeal through The Food Bank Project. This will allow a more accessible way to help by donating online instead of going to a physical drop off point. As a donor at The Food Bank Project, you can choose from a range of products and bundles that are critically needed for food parcels. Your order will then be packed and delivered by Countdown to the nearest Salvation Army Foodbank hub to include in their food parcels.

NZKGI asks everyone who can donate to get behind the appeal and help their community. The appeal will run from 29 January 2021 until 5 March 2021. NZKGI thanks you in advance you for your generosity.

Visit the Foodbank Project via the special grower link on the NZKGI homepage: www.NZKGI.org.nz.



YOUNG GROWERS VIE FOR BOP TITLE

A diverse group of eight young growers (list below) have stepped up to compete for the title of the 2021 Bay of Plenty Young Grower of the year competition.

The competition, which also accepts participants from the Northland region, is now in its 14th year of celebrating the young and upcoming leaders of the horticulture industry.

2021 contestants span from Katikati to Ōpōtiki and include one entrant from Pukekohe.

Despite the Te Puke A&P Show not being held this year, the competition day will still take place at the Te Puke A&P Showgrounds on Thursday 18 February. From 9.00am to 1.00pm growers will be undertaking a range of horticultural related theory tests and practical modules. Spectators are encouraged to come and support the young growers on the day. Following the day event there will be a Gala Dinner and Awards Evening at Zespri Head Office in Mount Maunganui, where the young growers will participate in a speech competition with the final winners announced at the end of the evenings proceedings.

Contestants will have the opportunity to compete for the title of the 2021 Bay of Plenty Young Grower and additional prizes will be up for grabs for the runners up and the winners of each module. The 2021 winner receives a media and presentation development course in Auckland, and will travel to Wellington to represent the Bay of Plenty in the 2021 national final of the NZ Young Grower competition on 22 and 23 September.

The 2021 Bay of Plenty Young Grower competition aims to inspire and acknowledge the talents of young people in the fruit and vegetable sectors.

Last year, Melissa van den Heuvel secured the title of the 2020 Bay of Plenty Young Grower.



"It's a great promotion of what the horticulture industry has to offer and provides the opportunity for young people to share their passion, knowledge and skills," says Ms van den Heuvel.

"It is also a great way for the younger generation to be empowered, and to promote the industry and opportunities within it, to others looking for future careers."

2021 Bay of Plenty Young Grower candidates

Katherine Bell	Avocado Grower Representative Trevelyans, Tauranga
Yvette Jones	Technical Transfer Manager EastPack, Te Puke
Trevor Macdonald	Orchard Manager Punchbowl Packaging, Pukekohe
Jess Matheson	Finance Administration Co-Ordinator Trevelyans, Te Puke
Aurora McGee-Thomas	Orchard Manager Strathmurray Farms, Tauranga
Bryce Morrison	Grower Services Representatives Ōpōtiki Packing and Coolstorage, Ōpōtiki
Quintin Swanepoel	Orchard Manager Southern Cross Horticulture, Pukehina
Emily Woods	Organics Kiwifruit Grower Services Apata, Katikati



Key Contacts:
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Grower Liaison Managers:
 Sue Groenewald 027 493 1987
 Sylvia Warren 022 101 8550
 Casie Rudnicki 027 271 2695
 Brad Ririnui 021 757 843

Q&A FROM THE FIELD

I have leafroller and/or scale pest monitoring results that are over the KiwiGreen threshold. Do I need a Justified Approval (JA) to apply a spray?

Most orchards will now be in their monitoring period. Formal pest monitoring records are required for each orchard block to justify a spray application. If a block is over the KiwiGreen threshold (scale four percent or leafroller 0.5 percent), a spray listed in the Zespri Crop Protection Standard can be applied without a JA. The pest monitoring results must be recorded in the electronic spray diary. For more information, see 'Zespri Kiwigreen update' article below, and contact Zespri Technical Advisor - Crop Protection, Jemma Hughes, on 0800 155 355 or by emailing spraydiary@zespri.com.

What will be required of me in order to use the new Maturity Clearance System (MSC)?

The MCS team have been working throughout the Christmas break to continue the development of the system. Growers will be able to log in to the new system using their existing login details for the Zespri Canopy website. If you don't know your login details for Canopy, please contact Grower Support Services on 0800 155 355 or email contact.canopy@zespri.com. Make sure you have your username and password confirmed now to avoid any delays at harvest time.

Will Zespri hold industry field days for growers to look at the new Red19 variety before the 2021 licence release?

Yes, Zespri will be holding Red19 field days in the Bay of Plenty on 9 and 10 February. An invitation will be extended through your post-harvest facility – check with your packhouse for times and dates.

Growers outside of the Bay of Plenty will have an opportunity to view the variety closer to their growing area between 15–25 February. For more information, contact your Grower Liaison Manager.

Why has my orchard been selected for residue testing months before harvest?

The Zespri residue programme helps mitigate the risk of residues and protects Zespri's premium brand in the marketplace. Randomly selected orchards are sampled well before harvest to understand and mitigate the risk certain compounds may cause by identifying areas of potential risk for the upcoming season. Some spraying will be happening now in accordance with the Zespri Crop Protection Standard which will result in obvious residues, but we'll only be identifying compounds that pose potential market risks.

I received a \$0.10 per tray loyalty payment in January for my 2020 crop. When, and how much, will the remainder of the loyalty premium be?

The final loyalty payment instalment of \$0.15 per tray for the 2020 season will be paid to growers in June 2021.

ZESPRI KIWIGREEN UPDATE

As many of you will be aware, due to new market access protocols, there is a requirement that every orchard now be part of a formal monitoring programme for pests of concern.

In the 2020 season we had approximately 80 percent of all orchards formally monitored. For most regions, 2021 season formal monitoring has started. This monitoring is looking for leafroller, scale, wheat bug habitat and mealybug. Monitoring for these pests may be happening all at once or over a period of time, depending on your Pest Monitoring Centre (PMC). If you are concerned you

have not heard from your chosen PMC, please give them a call.

Monitoring needs to be staged considering certain factors; historical pressure, staff resource, region and estimated harvest time so please be patient as we know PMCs are working very hard to fit the new requirements in.

While negotiations around the final protocol are still ongoing, it is important all growers are part of this programme, should an agreement be made in the next few months. If you have any questions or concerns, either contact your PMC or contact Melanie Walker: melanie.walker@zespri.com

FAQs

I registered in late 2020 but haven't heard anything from my PMC – am I covered?

Give your pest monitoring centre a call to confirm they've received your registration.

I have results but I don't know what to do with them.

There is an action sheet on Canopy that highlights what action can be taken once

thresholds are reached. If you have any concerns though give the Pre-harvest team a call.

I want to formally become my own Pest Monitoring Centre, what do I need to do?

An online resource, training and competency site has been set up to facilitate certification. Give the Pre-harvest Team a call or email to find out more.

OPEN FARMS 2021

Zespri is seeking expressions of interest to showcase your orchard on 21 February 2021 for the Open Farms network. Open Farms is a nationwide open farm day event, facilitating on-farm experiences for urban Kiwis to reconnect with our food, land and farmers.

Please register your interest with Sue Groenewald on sue.groenewald@zespri.com or 027 493 1987.

NEW ROLE FOR KVH CHIEF EXECUTIVE

Current KVH Chief Executive Stu Hutchings will leave the organisation in April to take up the role of Biosecurity New Zealand's Chief Biosecurity Officer.



Stu joined KVH in April 2018, coming to the kiwifruit industry from the world of animal health, and says in his three years at the helm he has been particularly impressed with the leadership demonstrated across the industry, able to tackle big and difficult issues while focusing on what is best for growers.

"Late last year, we acknowledged the 10-year anniversary of Psa arriving in New Zealand and it was a real reminder that the united front and proactive thinking that were shown during more recent events like the Auckland fruit fly response and Mount Maunganui stink bug find, have come about because of where the industry has been in the past and what growers have been through."

KVH Board Chairman David Tanner thanks Stu for his work, and commitment to a biosecurity resilient kiwifruit industry, and notes he'll be a great asset to the kiwifruit industry in his new role.

"Under Stu's leadership, KVH has cemented its place as an expert biosecurity organisation, working to stop unwanted pests and diseases from making their way onto our orchards and into our communities, and being well prepared in case they do get here."

"Stu has always had a genuine focus on putting growers at the centre of everything he and his team do, and while we're sad to see him go, we're sure this focus will continue in his new role at Biosecurity New Zealand within the Ministry for Primary Industries and we're delighted he'll remain a key point of contact in the Bay of Plenty."

The recruitment process for a new Chief Executive is underway.



Outgoing KVH Chief Executive Stu Hutchings.

ELECTRONIC MAIL SCREENING MOVES CLOSER



Traditionally, border biosecurity staff don't see any information about items arriving at the International Mail Centre before they appear on the mail belt for screening by x-ray or detector dog.

New data rules from the Universal Postal Union and World Customs Organization are a game changer. They allow information about things like contents, the name of the exporter, and the country of origin to be captured in a barcode, which can be scanned on arrival – all information useful for biosecurity, allowing items of interest to be picked up quickly and pulled aside for scrutiny.

The new data is mandatory across the globe from January 2021, opening an enormous window of opportunity for Biosecurity New Zealand to learn more about what's coming into New Zealand, particularly important given the burgeoning e-commerce risk as more and more people go online to order goods from overseas, especially seeds and plants.

Demand for fruit and vegetable seeds have skyrocketed during COVID-19, leading to increased interest in online providers based overseas – some of whom KVH is aware have been offering varieties of kiwifruit seed for sale. Unfortunately, many seeds purchased online aren't what they say they are and more importantly do not meet New Zealand's strict biosecurity rules and could risk introducing a plant disease.

Growers are reminded that importing seeds is best left to reputable commercial operators who know what they are doing and are aware of what they must always do to meet the rules (including an import permit; phytosanitary certificate; and post entry quarantine, for example).

The global picture

How much online sales are expected to increase.

