

STRONG START TO NEW SEASON

Zespri is pleased to have recorded a strong start to the new season in our key markets.

While fruit is still en route to some markets, there is strong demand for our fresh, great-tasting Zespri Kiwifruit.

Zespri Chief Performance Market Officer Linda Mills says delivery rates are looking promising, despite some early supply disruptions related to maturity, weather and shipping.

“To date, we have been in market the longest with Zespri SunGold Kiwifruit, and globally we have delivered more than 9 million TE of Zespri SunGold Kiwifruit to date — that’s 3.5 million TE ahead of last season,” says Mrs Mills.

A series of ‘season start’ events have been held with customers, with really positive feedback on this season’s crop.

“This is thanks to the incredible efforts of our growers post-harvest, and teams across Zespri and throughout the supply chain, to ensure the Zespri brand remains a favourite,” says Mrs Mills.

While COVID-19 is still prevalent in most of our markets with varying restrictions in place, Zespri teams and customers continue to manage the challenge, with many interactions taking place across digital channels.

“As always, we continue to put the wellbeing of our people first and foremost as we head into the season,” says Mrs Mills.

MARKET SNAPSHOT

Japan and China

Japan and China are both seeing stronger retail uptake compared to this time last year, with faster delivery rates.



MV Cool Eagle unloading Zespri SunGold Kiwifruit in Zeebrugge, Belgium.



Both markets are well underway with sales of Zespri SunGold Kiwifruit, and well ahead of prior years’ sales.

Sales of Zespri Green, Zespri Sweet Green and Zespri SunGold Organic Kiwifruit have also commenced, and in Week 16, Japan had a record delivery week for the April period of 1.2 million trays of all fruit groups.

Europe

The Kiwifruit season in Europe has also started very strongly, with Zespri SunGold Kiwifruit sales commencing in late April.

“MV Cool Eagle, the largest-ever single shipment of Zespri Kiwifruit arrived in good order to meet the strong demand

we’re seeing from consumers across Europe,” says Mrs Mills.

“This is reflected in the record first week of deliveries we had of Zespri SunGold Kiwifruit in Europe, with 1.2 million TE sold.

“The first shipment of the new season’s Zespri Green Kiwifruit is currently in transit, and we’re confident we’ll see some good sales numbers once it hits retail shelves, given the ongoing demand for this variety in Europe.”

Check out our ‘From the Markets’ section on page 3 for more updates on Zespri Kiwifruit in our key markets.

Producer Vote 2021 - Voting opens 31 May

Voting on the 2021 Producer Vote seeking grower support to conduct an initial one-season trial involving up to 200,000 trays of Chinese-grown Gold3 fruit will open at midnight on 31 May, and will close at 12pm on 25 June 2021.

INFORMATION ON THE PRODUCER VOTE

Over the coming weeks, all Zespri growers will receive a **voting pack**, which will include your **Voting Paper** and the **Explanatory Notes**.

Also included as an insert in the print issue of the April *Kiwiflier* is an **Information Booklet** which contains detailed information on the current situation in China, steps taken by Zespri in China so far, and what is proposed moving forward — including the risks and mitigations — so that growers can make an informed decision when voting. Detail on the two resolutions we are asking growers for their support on are included in the booklet.

Additional information and opportunities to engage on the Producer Vote are being advertised on the Canopy website. In addition, a dedicated **Producer Vote website** (zespriproducervote.zespri.com) will be live in early May where growers can view all information, including FAQs, related to the 2021 Producer Vote.

RESOLUTIONS

Zespri is seeking grower approval on the below two resolutions:

1. That the producers agree to Zespri conducting an orchard monitoring, procurement and sales and marketing trial over one season to 31 March 2022, involving the sale of up to 200,000 trays of Chinese-grown Gold3 kiwifruit which meet Zespri’s Class 1 standards.
2. That the producers agree that a Zespri label*, which identifies the fruit as Chinese-origin, can be used as part of the sales trial, in order to understand consumer response.

*The label would use the Zespri brand and logo.

PRODUCER VOTE ROADSHOW TIMETABLE

DATE	TIME	LOCATION
Tuesday 1 June	11am - 1pm	Nelson Motueka Top 10 Holiday Park, 10 Fearon Street, Motueka
	9am - 11am	Waikato Mighty River Domain, Karapiro Room, 601 Maungatautari Road, Cambridge
	2pm - 4pm	Auckland Navigation Homes Stadium, Cnr Franklin Road & Stadium Drive, Pukekohe
Wednesday 2 June	8.30am - 10.30am	Kerikeri Turner Centre, 43 Cobham Drive, Kerikeri
	1.30pm - 3.30pm	Whangārei Northland Events Centre, 51 Okara Dr, Whangārei, (access via East Corporate Entrance)
Thursday 3 June	8.30am - 10.30am	Hawke's Bay Napier War Memorial Conference Centre, 48 Marine Parade, Napier
	4pm - 6pm	Gisborne Bushmere Arms Hotel, 673 Matawai Road, Waerengahika
Friday 4 June	10am - 12pm	Ōpōtiki Ōpōtiki Golf Club, 14 Fromow Road, Ōpōtiki
	2.30pm - 4.30pm	Edgecumbe Matatā Rugby Club, 12 Division Street, Matatā
Tuesday 8 June	10am - 12pm	Te Puke The Orchard Church, 20 Macloughlin Drive, Te Puke
Wednesday 9 June	10am - 12pm	Katikati Fairview Golf Club, 34 Sharp Road, Aongatete, Katikati
	3pm - 5pm	Tauranga Zespri head office, 400 Maunganui Road, Mount Maunganui

Producer Vote 2021 - Online discussions

A series of online discussions have commenced in the lead up to the Producer Vote in June.

These discussions allow growers to hear from a variety of experts on topics ranging from the Chinese kiwifruit and horticulture industries, the New Zealand-China relationship, Chinese consumer insights and the experiences of other fresh produce companies in China.

For those unable to join the live events, recordings are available on the Canopy.

SESSION 1: A COMMERCIAL TRIAL IN CHINA AND THE ZESPRI BRAND

There was a strong turnout at our first session on 22 April, which included a discussion with Zespri's Chief Growth Officer Jiunn Shih. This session focused on the value of the Zespri brand, and looked at the potential impact a commercial trial of locally grown Gold3 kiwifruit in China may have on our brand.

"Over the last few years, we've built a very strong brand and business in China — it is our second largest market by sales, and returns our highest OGR for Zespri SunGold Kiwifruit, contributing to 26 percent of the global Zespri SunGold Kiwifruit sales volume," says Mr Shih.

"Approving the use of the Zespri brand in this trial is an important decision for growers to make.

"We believe there is still opportunity for further growth in this important market and to achieve this, we need to continue investing in our brand," says Mr Shih.

It is clear that the challenge presented by unauthorised Gold3 plantings in China does pose a risk to our brand, and we are also seeing an increasing 'buy local' sentiment among consumers in China.

"We want growers to rest assured that we're not going to be doing anything to jeopardise our brand, and should the proposed commercial trial be approved via the Producer Vote,

we'll have very strong risk mitigation plans in place throughout to counteract the risks to our brand, and our growers."

Mr Shih explained that the trial was critical to test our hypothesis that a Chinese-grown SunGold with Zespri branding can command a premium vis-a-vis alternative branded executions, without any compromises in terms of consumer perceptions.

"While we've done a significant amount of research in the last few years and have studied other companies, both their successes and failures, there are still things we need to learn," says Mr Shih.

"This is why support for a commercial trial to allow us to monitor up to 200,000 trays of Zespri standard Class 1 fruit and to use the Zespri label in part of that volume, via in a controlled in-store environment, is so essential.

"In this way, we can accurately track the pricing power and sales rate of Zespri labelling versus non-Zespri labelling," says Mr Shih.

"Through the trial, we will also have strong oversight across the supply chain, which will enable us to learn how to mitigate risks to the Zespri brand."

SESSION 2: WHAT DO THE CHINA ADVISORY BOARD THINK?

Our second online event was a discussion with members of our China Advisory Board, including Rt. Hon Sir John Key, Dr Anning Wei, David Mahon, Cindy Lau, and Peter Springford who chairs the advisory board. Advisory Board member Peter McBride was unable to attend given Fonterra commitments, while Zespri Chief Market Performance Officer, Linda Mills, was also on hand to answer questions.

The discussion was wide-reaching, looking at the pace and size of the proposed trial, along with some of the challenges and risks associated with doing business in China.

Advisory Board members shared their perspectives on the trial and the wider issue of unauthorised plantings in China, noting that while there are undoubtedly risks in undertaking a trial, it is unlikely to negatively impact the current situation.

Dates, topics and speakers for future online sessions can be found on Canopy.



A one-season trial would help us better understand the potential of a commercial partnership.

2021 LICENCE RELEASE UPDATE

The 2021 licence application window closed on 7 April 2021. Pre-validation and collation of all bids have been finalised by Cooney Lees Morgan and the Evaluation Panel met on 29 April to make decisions regarding the allocation of licences.

All bidders will be notified via email from 3 May onwards. Those who are successful will have at least three working days from the date of the email notification to arrange the 25 percent deposit via Electronic Funds Transfer (EFT) to the Cooney Lees Morgan Trust account. All payment details and instructions about your bid including the due date for payment will be clearly specified on the bidder's successful email notification.

ARE YOU DEVELOPING A GREENFIELDS AREA AND REQUIRE GRAFTED PLANTS?

Have you been successful with licence this year and do you intend on planting grafted Zespri licensed plants into your development?

- There are nurseries situated around the regions who can supply grafted Gold3 (ZESY002) and Red19 (ZES008), or the most suitable rootstock and males. The full list of licensed nurseries can be found on the KVH website: <https://www.kvh.org.nz/indnurseries>. Zespri also have a Trading Board on Canopy that lists nurseries with licensed plants available. You can find it at: Canopy > Growing Kiwifruit > Licence Management > Nurseries → Nursery Trading Board or <https://canopy.zespri.com/EN/grow/licensing/licencemanagement/Pages/Nurseries.aspx>

- Nurseries supplying Zespri licensed plants to growers require prior approval from Zespri before the transaction takes place. The approval is requested against the KPIN of the orchard. Once a KPIN is in place, the licensed plants can then be released
- Do your due diligence when choosing your plants so that they meet your requirements for size, grade and age
- Have a quick check over the plants on arrival to ensure they travelled safely
- Understand what the process is with your nursery if you feel the grade/standard of the plants provided is different to what was agreed
- Have a good water supply available as plants will require regular watering while waiting to be planted, and to ensure a good establishment
- Water well upon planting and continue regular ongoing watering.



WHAT HAPPENS NEXT?

3 May onwards	Successful bidders notified by email
*6 May 2021	Deposit monies due for payment by EFT for successful Bidders (at least three day's advance notice will be given)
25 May 2021 onwards	Licence packs distributed to successful Bidders
23 June 2021	Coolstore will open, subject to supply, for bidders (with a booking) that require Zespri budwood

*Dependent on the date of notification to bidders.

Note: Previously we have published bid outcomes for both successful and unsuccessful bids in terms of regional spread, size of bids etc, on the Canopy website. This information will be made available again this year as soon as the analysis has been completed, so please check Canopy regularly.



FROM THE MARKETS

First shipments of Kiwifruit arrive in market

Japan

Japan viewers wake up to Zespri Red



Zespri Red Kiwifruit retail display in Japan.

Our Zespri Red Kiwifruit has premiered on a top-rated Japanese morning TV show.

Kanako Inomata, Head of Marketing for APAC, says Zespri Red quickly grabbed consumers' attention and interest.

"While this is currently only a test sales trial in Japan in limited retail outlets, the media are really keen to profile Zespri Red, focusing on its distinctive berry-sweet taste and the years of work that has taken place to develop the variety."

Ms Inomata adds: "Both our Japan and Singapore teams are doing an excellent job to enable a strong launch in market for Zespri Red this season."

MV Kakariki docks in Japan

MV Kakariki, carrying the first shipment of Zespri Kiwifruit arrived in Japan at the end of March.

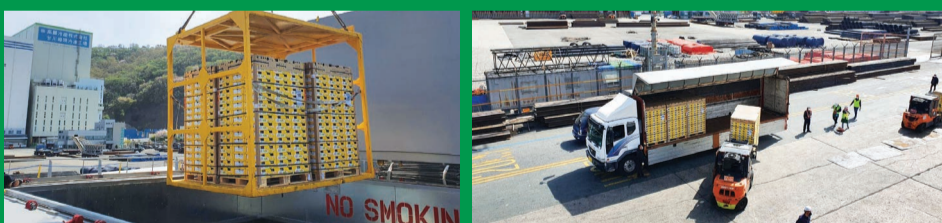


First shipment of Zespri Kiwifruit arrives in Japan.

Korea

The vessel carrying 130,000 TE of great quality Zespri SunGold Kiwifruit has arrived in Busan, Korea, two weeks earlier than the previous year.

Our team in Korea also recently celebrated the New Zealand season JBP sign-off with two major distributors — Sooil and KKMC.



Zespri SunGold Kiwifruit being unloaded in Korea.

Europe

MV Cool Eagle completed her maiden kiwifruit voyage to Europe in April with around two million trays of fresh Zespri SunGold Kiwifruit on board.

MV Cool Eagle is the largest vessel to carry Zespri Kiwifruit to date.



MV Cool Eagle unloading Zespri SunGold Kiwifruit in Zeebrugge.

China

Zespri Red sales trials kick off in Shanghai

The first shipments of our red kiwifruit arrived in Shanghai in April, with sales trials now underway.

The fruit arrived in good quality with high brix, and we're looking forward to its successful debut in supermarket shelves!



Zespri Red Kiwifruit in Shanghai.

JD Super Kiwi Day breaks single day sales record



A new record of single day Zespri sales via e-commerce — 10 million CNY GMV (Gross Merchandise Value) — has been set following JD.com's 'Zespri Super Kiwi Day' on 23 April.

The campaign reached more than nine million people, and JD's flagship store fans increased by 394,000 via multiple in-site and off-site touchpoints.

Executive Officer - Greater China Michael Jiang and the Zespri team visited the JD HQ that same day for the 2021 New Zealand season start ceremony with Vice President of JD.com, Carol Feng.

The successful Super Kiwi Day signalled the start of a series of marketing campaigns to drive mutual business growth and to further build the Zespri brand on the JD platform.

Well done to all who contributed to this great result!

Zespri tops the charts

For the first time, Zespri has secured number one in market share in China for imported fruit. Our share of market value grew a whopping three percent to 16.8 percent in the 2020 season.

Our colleagues in China have worked extremely hard throughout the 2020 season to achieve this milestone.

"This is a record milestone for us and the team is now eager to scale new heights in the 2021 season," says KokHwee Ng, Head of Marketing for Greater China.

A huge congratulations to the China team!

Zespri Red media launch

To mark the arrival of Zespri Red Kiwifruit in China for the first time, the Zespri team in China and retail chain, Pagoda, held a launch event with media and influencers to celebrate Zespri Red's arrival.

Zespri Executive Officer – Greater China Michael Jiang attended the event with KokHwee Ng, Tommy Lu, Ivan Kinsella, New Zealand Deputy Consul-General Tom Barker, and senior members of Pagoda.

The launch of Zespri Red in China is a trial which will help position Zespri better for a larger scale launch of Zespri Red next year.

During the launch, Mr Jiang talked about the innovation behind Zespri Red and its delicious flavour.

Pagoda is the largest retail channel for Zespri Kiwifruit in China, and China's largest fruit retail chain with more than 4,600 stores nationwide.



Michael Jiang speaking at the Zespri Red in-market trial launch in China.



Our great tasting Zespri Red Kiwifruit was a hit among media in China.



ZESPRI IN THE COMMUNITY

Supporting our communities with the goodness of kiwifruit

Zespri and KidsCan visited Te Puke (New Zealand's kiwifruit capital) before the school holidays and shared some of our delicious Zespri Red Kiwifruit with the fantastic students at KidsCan partner school, Fairhaven.

Like the team at KidsCan, supporting our communities is really important to us at Zespri and we hope the students, their teachers and teacher aides enjoy the Vitamin C-rich fruit.

Jaimee Gibbons, KidsCan Partnerships Executive, was delighted to visit Fairhaven School with the Zespri team, and surprise the school community with fresh fruit.

"We partner with schools and early childhood centres across New Zealand to give the one in five Kiwi kids affected by poverty the essentials they need to learn. We also support more than 200,000 children in over 800 schools and 100 early childhood centres across New Zealand, with five million items being sent from our Auckland warehouse each year.

"Our mission is to provide the essentials to our youngest New Zealanders in need so they can participate in learning and have an opportunity for a better future.

"It was fantastic to meet the bubbly students at Fairhaven School and to have the support of businesses and organisations around New Zealand like Zespri to support us."

There are currently more than 4,000 children waiting for KidsCan support. With your help, we can keep these children dry during those rainy walks to school, or fill an empty tummy with a nutritious breakfast, to start the day off right. Your donation makes a huge impact on the lives of these children, and means they can arrive at school warm, dry, fuelled and ready for the day ahead.

Just \$30 a month can help provide a Kiwi kid with the basics – a fleece-lined jacket, a pair of shoes and healthy food at school – so that they can have the opportunity to learn and build a brighter future.

To support a child today, visit: www.kidscan.org.nz



Zespri SunGold Kiwifruit a favourite at opening of Supreme Sikh Society Sports Complex

The smoothie bikes didn't stop at the opening of the Supreme Sikh Society Sports Complex in Auckland.

Zespri was on hand to serve up delicious Zespri SunGold Kiwifruit smoothies to those who attended the official opening in March.

Tom MacMorran, Zespri Industry Stakeholder Manager, says it was great to be part of such an important event and to show our support for our Sikh growers and wider Indian community.



At the opening of the Supreme Sikh Society Sports Complex in Auckland.

ZESPRI HEAD OFFICE RECEIVES PLATINUM AWARD FOR DIVERTING 85 PERCENT OF WASTE



Left to right: MyNoke Director, Mike Quinter; Zespri Executive and Team Assistant - Grower, Industry and Sustainability, Lucy Daly; MyNoke Sales and Distribution Manager, Anne Brooks; and Tauranga City Council Sustainability and Waste Manager, Sam Fellows.



Designated bins for recycling, composting and landfill can be found at various locations across our Mount Maunganui head office.

The Zespri Sustainability team hosted businesses from around the Bay of Plenty to share lessons on waste reduction and showcase the waste system at the Mount Maunganui head office.

The team shared their experience of joining the Tauranga City Council resource wise programme, using a third party for waste audits, bringing on board a waste service provider to help process waste streams, and mostly importantly, engaging our people across the business to help.

Zespri's waste service partner, MyNoke, presented what they do with waste produced from the Zespri head office and how they have reinvented their processes. Zespri's cleaning team, Crest Cleaning, who have played a big part in how the system works, also joined the session.

At the end of the evening, Tauranga City Council presented Zespri, MyNoke and Crest Cleaning with the Platinum award for diverting 85 percent of waste produced.

Nicky Geary, Zespri Sustainability Engagement Specialist says the secret to Zespri's success in this space is getting everyone involved and seeing the results right from the get-go.

"I won't forget the first weeks' results where we went from a full three-metre-cube bin of landfill waste to a 120-litre bin," says Mrs Geary.

"The results were amazing and gave us all the encouragement that we were on the right track. Thank you to everyone in the office for making a difference and choosing the right bins to reduce the waste we produce – this award is for everyone who has contributed to these waste reduction efforts."

The next steps in Zespri's waste reduction goals include:

- Waste reduction projects in Zespri's global offices
- Tackling the last 15 percent of landfill in the Mount Maunganui head office, focusing on single-use plastics, batteries, non-recyclable and non-compostable packaging from goods coming into the office.



The bulk waste centre in the loading area at Zespri's head office in Mount Maunganui.

BEACH CLEAN UPS FOR EARTH DAY

Earth Day was established 51 years ago and today, more than 192 countries and 1 billion people take part, making it the largest civic observance in the world. This year's theme is "Restore the Earth", which focuses on natural processes, emerging green technologies and innovative thinking that can restore the world's ecosystems.

MOUNT MAUNGANUI, NEW ZEALAND

Zespri staff in Mount Maunganui did their bit by taking part in a group beach and street clean up on Thursday 22 April in Mount Maunganui.

Nicky Geary, Zespri Sustainability Engagement Specialist, says it was great to see people join this initiative.

"Over 45 minutes, together we collected 57 kilograms of rubbish.

"Thank you to all who those who showed up, and picked up - every little bit counts!"

LATINA, ITALY

Orchard Programmes and Future Varieties Manager Riccardo Spinelli, joined his local community in Latina, Italy for a plastic rubbish collection at the beach.

It's great to see Zespri colleagues overseas doing their bit to support their local communities to help the environment.

WHAT CAN YOU DO TO SUPPORT?

Everyone can do their part by taking a few minutes out of their day to help care for the planet, for example, by planting a tree, or picking up rubbish you see at a local park, beach or street

Consider what small change you could make in your daily habits that would help you tread a little more lightly in your communities.



Zespri staff at the Mount Maunganui beach clean up in April.



Riccardo Spinelli at a beach clean up in Italy.

GOVERNMENT TOURS KICK OFF

Zespri has kicked off a busy government tours season, with guests from the Ministry of Foreign Affairs and Trade, Ministry for Primary Industries, Ministry of Business, Innovation and Employment, and Te Puni Kōkiri visiting the Bay of Plenty to get a closer look at the wider kiwifruit industry.

Overall, the External Relations team are hosting eight tours across April and May, with guests visiting orchards, packhouses, Plant & Food Research and the Zespri head office in Mount Maunganui.

After our government tours programme was cancelled due to COVID-19 last year, the team are enjoying the opportunity this time round to share the Zespri and New Zealand kiwifruit industry story with New Zealand government ministries – with many impressed by the scale and dedication found throughout the kiwifruit industry.



Representatives from MFAT, MPI, MBIE and TPK visiting kiwifruit orchards across the Bay of Plenty.

PEST MONITORING: YEAR-ROUND MANAGEMENT

We've had a great response from growers, post-harvest and orchard managers who are keen to understand the best tools for managing pests year round.

You may have noticed more information lately suggesting post-harvest Movento, and providing details around further summer oil trials, how agrichemicals can be applied, and integrated pest management techniques.

Understanding the best way to manage pest and disease year-round on your orchard is important for staying on top

of populations, and managing them before they become an issue.

Information will soon be shared with post-harvest facilities to understand the numbers of growers taking action against monitoring results. This information will be pulled from *Spray Diary*, and will highlight any areas we need to work on over the coming season to ensure our growers are as best prepared for the 2022 harvest as possible.

INDUSTRY SUPPLY GROUP (ISG) APRIL MEETING

The main agenda items discussed were as follows:

- China Time Rates
- Hail Insurance
- CT39 NSS
- Kiwigreen pest monitoring results for China
- Maturity Clearance System update

The next ISG meeting will be held on 20 May 2021.

SHARE BRIEFS

As at 19 April 2021, the last Zespri share price trade was \$9.71 traded on 1 April 2021 (there has been a USX Share Trading halt in place since 8 April.) There were two buyers at \$9.75 and \$9.71. There were no sellers.

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 the Zespri Grower Support Services team on 0800 155 355.

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

As per Clause 22 of the Constitution, shareholders who no longer supply fruit to Zespri (Dry Shareholders) will cease to receive dividend payments three years after becoming dry. For the month of May there is a total of 87,085 dry shares as of 19 April 2021 that will cease to be eligible for dividends.

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

after the date they exceeded their share cap. For the month of May there is 22,128 excess shares that are required to be sold as of 19 April 2021.

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

Want to see current buyers and sellers?

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

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

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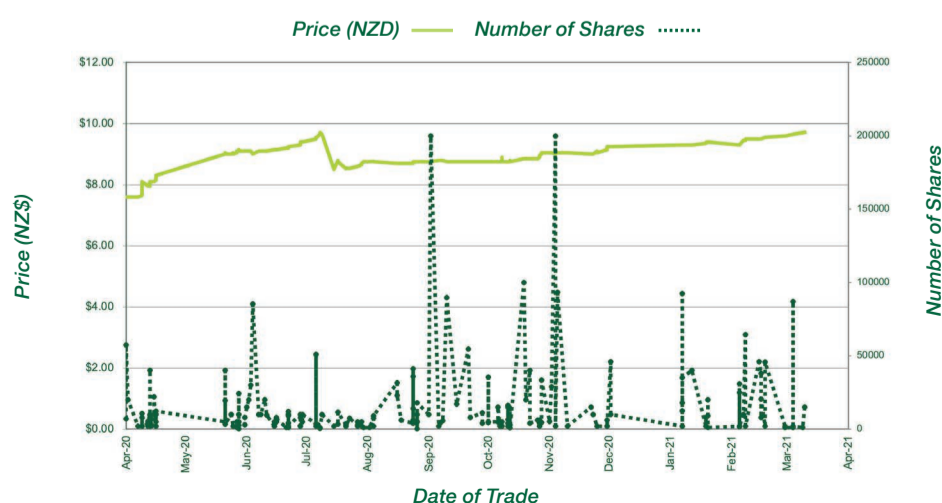
Below is the current Market Depth information as at 24 July 2020.

Quote Line Wednesday 17 March as at 2.45pm						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	9.75	0.00	9.71	0.00	0.00	0

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	2,000	9.750			
1	3,000	9.710			

Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
01/04/21	15,000	\$9.71	145,650.000
31/03/21	1,000	\$9.70	9,700.000
26/03/21	2,000	\$9.65	19,300.000
26/03/21	87,000	\$9.65	839,550.000
26/03/21	1,000	\$9.65	9,650.000
22/03/21	1,000	\$9.60	9,600.000
22/03/21	2,000	\$9.60	19,200.000
12/03/21	45,779	\$9.55	437,189.450
12/03/21	2,000	\$9.55	19,100.000
10/03/21	20,495	\$9.50	194,702.500

ZESPRI GROUP LIMITED SHARE TRADES 19 APRIL 2020 TO 19 APRIL 2021



Director share trading

For the month of April (as at 19 April), there were no shares traded by entities associated with Zespri Directors. See the Canopy for details: Canopy > Growing Zespri Kiwifruit > Working with Zespri > Shares. Alternatively search for 'Director Shares' using the search function.

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

ZGL share trading halt

Zespri intends to halt trading of ZGL shares on the Unlisted (USX) share trading platform from 5pm Wednesday 7 April to allow the finalisation of the 2021 Gold3 and Zespri Red tender process. Zespri will announce the Preliminary Revenue Range (PRR) on Wednesday 21 April. Share trading will resume at 9am on Friday 23 April.

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 February 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 Gold3 Premium is therefore no longer applicable.

ZESPRI GOLD3 APRIL								
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		\$0.42			\$2.31		\$10.47	63%
Oct-20		\$0.27	\$0.39		\$1.15		\$12.28	74%
Nov-20		\$0.16	\$0.04		\$1.68		\$14.16	85%
Dec-20		\$0.01	\$0.03		\$1.08		\$15.28	92%
Jan-21						\$0.10	\$15.38	93%
Feb-21			\$0.01		\$0.55		\$15.93	96%
Mar-21					\$0.33		\$16.26	98%
Apr-21					\$0.10		\$16.36	99%
May-21							\$16.36	99%
Jun-21					\$0.10	\$0.15	\$16.61	100%
<i>Paid YTD</i>	\$2.80	\$1.41	\$0.83	\$0.00	\$11.23	\$0.10	\$16.36	
<i>Balance to pay</i>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.10	\$0.15	\$0.25	

ZESPRI ORGANIC GOLD3 APRIL										
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	15%		
May-20		\$0.07					\$2.90	16%		
Jun-20		\$0.09					\$2.99	16%		
Jul-20		\$0.09			\$2.11		\$5.19	28%		
Aug-20		\$0.14	\$0.24		\$3.05		\$8.62	47%		
Sep-20		\$0.27			\$2.63		\$11.52	62%		
Oct-20		\$0.04	\$0.27		\$1.56		\$13.39	72%		
Nov-20		\$0.05	\$0.02		\$2.05		\$15.51	84%		
Dec-20		\$0.17	\$0.00		\$1.26		\$16.94	91%		
Jan-21						\$0.10	\$17.04	92%		
Feb-21			\$0.00		\$0.66		\$17.70	96%		
Mar-21					\$0.46		\$18.16	98%		
Apr-21					\$0.10		\$18.26	99%		
May-21							\$18.26	99%		
Jun-21					\$0.11	\$0.15	\$18.52	100%		
<i>Paid YTD</i>	\$2.80	\$0.95	\$0.53	\$0.00	\$13.88	\$0.10	\$18.26			
<i>Balance to pay</i>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.11	\$0.15	\$0.26			

Total fruit and service payments - 2020/21 Forecast \$16.61

Total fruit and service payments - 2020/21 Forecast \$18.52

ZESPRI GREEN APRIL								
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	21%
May-20		\$0.07					\$2.33	22%
Jun-20		\$0.04					\$2.37	22%
Jul-20		\$0.04			\$1.35		\$3.75	35%
Aug-20		\$0.11	\$0.13		\$0.81		\$4.80	45%
Sep-20		\$0.31			\$0.79		\$5.90	56%
Oct-20		\$0.32	\$0.15		\$0.98		\$7.35	69%
Nov-20		\$0.21	\$0.02		\$0.94		\$8.52	80%
Dec-20		\$0.28	\$0.06		\$0.61		\$9.46	89%
Jan-21						\$0.10	\$9.56	90%
Feb-21			\$0.01		\$0.37		\$9.94	94%
Mar-21					\$0.29		\$10.23	97%
Apr-21					\$0.10		\$10.33	98%
May-21							\$10.33	98%
Jun-21					\$0.11	\$0.15	\$10.59	100%
<i>Paid YTD</i>	\$2.25	\$1.40	\$0.36	\$0.00	\$6.22	\$0.10	\$10.33	
<i>Balance to pay</i>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.11	\$0.15	\$0.26	

Total fruit and service payments - 2020/21 Forecast \$10.59

ZESPRI ORGANIC GREEN APRIL								
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	17%
May-20		\$0.01					\$2.26	17%
Jun-20		\$0.01					\$2.27	17%
Jul-20		\$0.02			\$2.45		\$4.73	36%
Aug-20		\$0.10	\$0.20		\$1.16		\$6.19	47%
Sep-20		\$0.22			\$1.08		\$7.49	57%
Oct-20		\$0.20	\$0.19		\$1.28		\$9.15	70%
Nov-20		\$0.10			\$1.22		\$10.47	80%
Dec-20		\$0.16			\$0.92		\$11.54	88%
Jan-21						\$0.10	\$11.64	89%
Feb-21		-\$0.01	\$0.01		\$0.60		\$12.23	94%
Mar-21					\$0.46		\$12.69	97%
Apr-21					\$0.10		\$12.79	98%
May-21							\$12.79	98%
Jun-21					\$0.10	\$0.15	\$13.04	100%
<i>Paid YTD</i>	\$2.25	\$0.80	\$0.39	\$0.00	\$9.25	\$0.10	\$12.79	
<i>Balance to pay</i>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.10	\$0.15	\$0.25	

Total fruit and service payments - 2020/21 Forecast \$13.04

ZESPRI GREEN14 APRIL										
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	41%		
Aug-20			\$0.27		\$0.80		\$6.57	49%		
Sep-20					\$2.86		\$9.42	71%		
Oct-20			\$0.27		\$0.66		\$10.35	78%		
Nov-20					\$1.25		\$11.61	87%		
Dec-20					\$0.36		\$11.97	90%		
Jan-21						\$0.10	\$12.07	91%		
Feb-21			\$0.00		\$0.54		\$12.61	95%		
Mar-21					\$0.25		\$12.85	97%		
Apr-21					\$0.10		\$12.95	97%		
May-21							\$12.95	97%		
Jun-21					\$0.20	\$0.15	\$13.31	100%		
<i>Paid YTD</i>	\$2.80	\$0.00	\$0.50	\$0.00	\$9.55	\$0.10	\$12.96			
<i>Balance to pay</i>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.20	\$0.15	\$0.35			

Total fruit and service payments - 2020/21 Forecast \$13.31

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.

Note 3: Indicative June payments shown above are based on the February forecast. Final payments are subject to Zespri Management approval and will be confirmed in May.

DIVIDEND PAYMENTS MOVING ONLINE

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

1. Using your username and password, log into Computershare to add these details: www.investorcentre.com/nz

Update your details online 24 hours a day, seven days a week.

2. Contact Computershare with your bank details and they will provide you with a direct credit form to be signed.

Mail: Computershare Investor Services Limited, Private Bag 92119, Auckland 1142, New Zealand

Email: enquiry@computershare.co.nz
Phone: +64 9 488 8777

3. Contact Zespri with your bank details and we will provide you with a direct credit form to be signed

Email: shares@zespri.com or
Phone: on 0800 155 355



KEY FOCUS: MAY GLOBAL EXTENSION TEAM

Waiting for
harvest?

Harvest
completed?

Thinking about
next season?

THE MONTH AHEAD: MAY

Waiting for harvest – or in the midst of it?

Monitor maturity

- Brix at harvest is an important indicator of the storage quality of your crop. Keep a close eye on brix and firmness — once an individual fruit reaches 8-10 brix, dry matter accumulation will slow or stop, so there is little point in holding out for more taste. If you see a few fruit racing ahead of the pack, it's a signal your crop probably won't store that well, as there are fruit in the batch that are much more mature than the rest
- For Gold3 growers, a really important thing to look out for is exploding softs. These very ripe fruit cause a lot of issues at the packhouse. Some tips for minimising the problem include:
 - If bins have been laid out earlier, check for and remove any fruit that may have dropped into them
 - Take off thick picking gloves so pickers can feel if fruit is soft (but don't squeeze!)
 - Brief pickers at the start of each day/orchard/block to drop soft fruit or leave it on the vine. Good supervision will be critical
 - Put auditors on every bin trailer, to look for softs and continually feed back to the pickers if they are not segregating soft fruit out
 - Shake vines vigorously by grabbing the leaders (like a grape harvesting machine does) to try and drop the soft fruit off
 - Consider select picking larger sizes if they are cleared, as these are likely to be the softest, most mature fruit.
- Feedback from several packhouses last year was that lines are much easier to pack when this advice is followed — and that will pay off in lower repacking costs over the next months in coolstore.

Understand crop size profile

- In order to make a good harvest decision, it's really important to have a good idea of the size profile of your crop. Questions you might be asking include:
 - "How much undersize fruit do I have?"
 - "I'm thinking of select picking Gold3 – how much of the crop is in the sizes that have cleared?"

- Work out the current profile of your crop using the Fruit Size Profile Calculator on Canopy (Canopy > Zespri & The Kiwifruit Industry > Tools & Calculators > Calculators & Apps > Fruit Size Profile Calculator), or speak to your packhouse. Your MCS clearance results also provide an indication of your crop size profile.

Assess wood type performance

- Just before harvest is also a great time to assess how different wood types have performed. Have a wander through the orchard, and check out how fruit size and crop load are different on various types of wood — do you find small fruit on spurs? Where are the best fruit hanging? How will this impact on what you choose to tie in for next season?

Harvest done and dusted?

Track your fruit using the Industry Portal

- You can track your orchard's performance (TZG, yield etc) down to a maturity area using Zespri's Industry Portal. You can even check out what you have in onshore inventory and where in the world your fruit has been shipped to! Find the Industry Portal under *Important Links* on the Canopy homepage.

Post-harvest Psa-protection

- Getting good coverage of fruit-stalk scars is important in protecting against Psa infection. Post-harvest applications of copper and Actigard (Actigard only if you've still got relatively good leaf condition) have been shown to reduce Psa symptoms in spring
- If you're using the same sprayer on crops not yet harvested, be really thorough with your clean down, to avoid residue issues.

Review the season

- Take some time to review your results before heading into next season. What were your targets at the start of the season? How have you performed against them? What's stopped you achieving them? What will you do differently next season? Use some of the resources on the Orchard Business Planning and Reviewing page on Canopy (Canopy > Growing Kiwifruit > Orchard Management > My Orchard Business > Orchard Business Planning & Reviewing) to help you assess and move forward.

Thinking about next season?

Begin planning for next season

- Assess pack-out results and identify constraints to production. Develop plans to address them next season. If your packhouse hasn't shared information about the phytosanitary status of your crop, ask them to. This will help you identify any particular pests you need to focus on this season
- How have the structures coped? Now is the time to identify low hanging areas and other maintenance issues that are most easily addressed over winter
- Think about winter pruning strategies. Males might need work to remove late season growth and reduce crowding to improve spray penetration.

Winter pruning – it's that time of year again!

- What is your target? See the Winter Bud calculator on Canopy for a handy tool to set your numbers (Canopy > Zespri & The Kiwifruit Industry > Tools & Calculators > Calculators & Apps > Winter Bud Calculator)
- Start tracking your winter temperatures — this can have a big impact on budbreak timing and flower numbers. Average temperatures over May, June and July can be used to predict budbreak timing.
- Specifications are really important! What do you expect your pruning team to deliver in terms of bud numbers and quality, cane spacing and wood types? Ensure this is well communicated before and throughout the winter pruning job.

Bringing in plant material

- Grafting a block to Gold3 or Red19? Choose your best block to convert, not the worst one! If you need budwood, or replacement plants to fill gaps, make sure you know where you can source this plant material from. Remember that there are movement controls in place to prevent the spread of Psa.
- Hayward growers should consider grafting Matua and other M-series males over to Cheiftain, which is more tolerant to Psa and gives a fruit-size advantage in Hayward of up to 9g per fruit. That 9g can have a big impact on yields at harvest!

NUTRIENT KNOW-HOW

THE INS AND OUTS OF NITROGEN

The Global Extension Team will be out in May and June running a series of workshops to help growers make the most out of their nutrient inputs, while minimising their impact on the environment.

Join us for informative, interactive sessions that will explore kiwifruit nutrition basics including key nutrition sources, losses, soil and seasonal processes that are important to consider when reviewing your annual soil test and fertiliser plan. The workshop will focus mainly on nitrogen. Growers will leave with some practical steps to optimise nutrient use on orchard.

Register for the workshops here: <https://zesprievents.eventsair.com/nutrientknowhowworkshops/nutrientknowhowworkshop/Site/Register>

You can also find the registration link via Canopy > Events.

DATE AND TIME	REGION	LOCATION
Tuesday 25 May 2pm - 4pm	Gisborne	Emerald Hotel 13 Gladstone Road, Gisborne
Wednesday 26 May 10am - 12pm	Hawke's Bay	Porters Boutique Hotel 4 Te Aute Road, Havelock North
Tuesday 1 June 10am - 12pm	Edgecumbe	Awakeri Events Centre State Highway 30, Awakeri
Tuesday 1 June 2pm - 4pm	Ōpōtiki	Ōpōtiki Golf Club 14 Fromow Road, Ōpōtiki
Thursday 3 June 10am - 12pm	Waikato	Onyx Cambridge 70 Alpha Street, Cambridge
Wednesday 9 June 10am - 12pm	South Auckland	Pukekohe Park 222/250 Manukau Road, Pukekohe
Thursday 10 June 9am - 11am	Kerikeri	Turner Centre 43 Cobham Road, Kerikeri
Thursday 10 June 1.30pm - 3.30pm	Whangārei	Distinction Whangārei 9 Riverside Drive, Whangārei
Tuesday 15 June 10am - 12pm	Nelson	Motueka Top 10 Holiday Park 10 Fearon Street, Motueka
Tuesday 22 June 10am - 12pm	Te Puke	The Orchard Church 20 Macloughlin Drive, Te Puke
Wednesday 23 June 10am - 12pm	Tauranga	The Yacht Club 90 Keith Allen Drive, Tauranga
Thursday 24 June 10am - 12pm	Katikati	Katikati Community Centre 45 Beach Road, Katikati



LETTER FROM NZKGI CHAIR: APPOINTMENT OF NEW NZKGI CEO

Dear Growers and industry stakeholders,

I am pleased to inform you that the Executive Committee of New Zealand Kiwifruit Growers Inc. (NZKGI) has finalised the appointment of our new Chief Executive Officer, Colin Bond, who will take over from Nikki Johnson from 24 May 2021.

Mr Bond has an impressive track record over the past 22 years with ANZ bank, particularly in his most recent role as Regional Manager Commercial & Agriculture. He will bring a wide range of skills and experience to the CEO role and I am confident that he will lead NZKGI well in advocating and increasing value for growers, building on the strong work that Nikki Johnson leaves behind.

The appointment of Mr Bond is exciting for NZKGI and our role with a growing industry. It also reflects continuity in NZKGI's mission to advocate, protect and enhance the commercial and political interests of New Zealand kiwifruit growers.

Our industry today is booming and growers face many different challenges for their supply to meet global demand for New Zealand's kiwifruit. NZKGI has an extraordinary opportunity to support growers throughout this period of rapid growth. We have to lead conversations with industry, government and wider stakeholders to ensure the industry grows with the best interests of growers at front of mind.

These factors have driven the decision for the Executive Committee to appoint a person with a strong leadership background, and with first-hand knowledge of our industry, to the role of Chief Executive Officer.

You will hear from Mr Bond in due course about his thoughts on taking up this exciting position to lead the operations of NZKGI. I congratulate Mr Bond and wish him the greatest of success in the role.

Regards,
Mark Mayston
NZKGI Chair



Incoming NZKGI CEO, Colin Bond.

NZKGI'S ROLE IN THE UPCOMING ZESPRI PRODUCER VOTE

Growers have been receiving updates on the unauthorised plantings of Gold3 in China as the situation has developed over the last several years.

In June 2021, Zespri will be undertaking a Producer Vote, asking growers if they support conducting a one season commercial trial involving the monitoring, procurement and marketing of up to 200,000 trays of Chinese-grown Gold3 kiwifruit.

Growers will also be asked to decide if they support the use of a China origin Zespri brand on Chinese-grown Gold3 kiwifruit which meets Zespri Class 1 standards as part of the sales and marketing trial in dedicated retail outlets.

Growers have the opportunity to learn about the risks, as well as the opportunities of the proposed trial in China by Zespri, through grower roadshows and industry publications.

NZKGI's role in the Producer Vote is focussed on ensuring that Growers receive information on this topic so that they can make an informed decision. Where growers feel that more information is necessary or where they require further discussion, NZKGI will facilitate this.

In the lead up to the Producer Vote, NZKGI are facilitating fireside chats across New Zealand's growing regions. The chats enable small groups of growers to discuss the issue and ask questions to Zespri representatives who may attend the meeting. If you would like to be involved in these meetings, contact your NZKGI representative.

In addition, NZKGI are organising a series of podcasts for growers to listen to. The podcasts will feature interviews with people who are knowledgeable about the issue and the proposed trial. More information about how to listen to the podcasts will be distributed via the NZKGI Weekly Update newsletter over the coming weeks.

Ultimately it is up to growers to decide on the risks and opportunities associated with a trial and NZKGI encourages growers to review all information available to them to ensure their vote is a well-informed one. NZKGI strongly encourages growers to contact us if you have any outstanding questions. If you have feedback on this topic for NZKGI, please contact your representative or the NZKGI office.



WEEKLY INDUSTRY INFORMATION

Stay up to date with the latest industry information by subscribing to NZKGI's Weekly Update Newsletter, distributed every Friday.

The Weekly Update is the industry's most read weekly publication and contains the latest information pertinent to kiwifruit growers and the wider industry.

'Special Updates' are also distributed which contain business critical information such as changes to procurement updates throughout harvest.

To get the Weekly Update sent to your email, subscribe by entering your email address here:
<https://www.nzkgi.org.nz/what-we-do/newsletter/> or simply scan the QR code here.



NZKGI WINTER PRUNING TRAINING

Winter pruning is one of the more technical tasks on orchard, and arguably one of the most crucial. The quality of the winter prune can make the difference between a good and a bad year. The ability to recognise and then tie down an even canopy of high-quality one-year-old buds is key.

In 2020, the Ministry for Primary Industries funded NZKGI to run a series of winter pruning courses to provide initial training for people coming into the kiwifruit industry as a result of COVID-19 job losses. The initiative is being revived for 2021, targeting people who have completed the harvest season and are keen to continue in the industry, as well as newcomers.

The training programme includes a one-day taster course, and for those who want to learn more, a five-day intensive training programme.

Fruition Horticulture, who developed the original learning programmes, will deliver both courses with support from orchard staff from industry and independent specialists. The training includes aspects of the theory of winter pruning, including health and safety and biosecurity considerations, but is also strongly focused on practical learning.

A key strength of the training in 2020 was that participants were able to watch professionals in action, talk through the decisions

they were making, and ultimately test their knowledge by undertaking pruning tasks while receiving feedback in real time. Those completing the training programme receive a set of pruning tools and will be assisted to find employment as winter pruners in the industry.

Feedback from course participants in 2020, and employers who took them on, was that the training gave them a head start over others coming in cold. They had a clearer overview of the purpose of winter pruning, and the techniques needed to achieve the specific bud counts and spacing required. They also had a better understanding of the physicality of the task and were more fit for the job.

It is important to acknowledge that it takes considerable experience to become proficient at winter pruning. Employers looking to take on newly trained workers coming through these courses must commit to providing the coaching and guidance to enable them to cement their new skills. The course content includes an overview of the training pathways available for upskilling people in the industry to build sustainable careers.

To register, visit [nzkgi.org.nz/taster-course-registrations-open/](https://www.nzkgi.org.nz/taster-course-registrations-open/). Employers who are interested in employing workers are also encouraged to contact NZKGI.



One of the NZKGI winter pruning training courses in action.



Key Contacts:
Industry Stakeholder Manager:
 Tom MacMorran 027 511 2005
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

Who can I contact if I have specific questions regarding the Producer Vote?

If you have questions that have not been answered over the series of online meetings or via the Producer Vote booklet, you can call one of our Grower Liaison Managers – they can answer any questions you have, including meeting with you to discuss the Producer Vote, or to organise a meeting with growers from your area or road.

I have bought land and I am looking to develop this into an orchard. How do I get a KPIN and how long does the process take?

Once you have started planting or shown the intention to introduce kiwifruit on a piece of land, you need to call the Zespri Grower Support Services contact centre on 0800 155 355. You will be sent a registration form and asked to provide a copy of your Certificate of Title. A Zespri Grower Liaison Manager will then visit you to confirm the planting. Once all information has been received, it is a quick process to allocate a KPIN.

Will Zespri supply males for both Gold3 and Red19?

Zespri will supply males for grafting with Zespri Red. The males that synchronise with Zespri Red are Russell, MC79 (Earp), MC110 (Ferguson), MC352, (McLoughlin), and MC482 (Muller). Please note, growers will not receive all males listed above. The prominent males for distribution will be Russell and MC79 (Earp). If you have a source of any of these males, growers are encouraged to use their own supply and consider bulking up for future use.

Zespri does not supply males for grafting with Gold3. Male budwood sources are best investigated with your packhouse representatives or fellow growers. Please ensure that any budwood movements are in accordance with KVH budwood movement protocols. Refer to the KVH Psa/Biosecurity Risk Management Plan for Budwood. Growers are strongly encouraged to use Gold3 budwood from their own existing orchard/s for grafting this winter.

KVH WELCOMES NEW CHIEF EXECUTIVE



Leanne Stewart has been appointed as KVH's new Chief Executive.

KVH Board Chairman, David Tanner says Leanne brings to the team a wealth of experience and knowledge in management of biosecurity risks, having worked in plant health for government, international and industry organisations.

"In her most recent role at Horticulture New Zealand, Leanne has been responsible for the biosecurity, food safety and regulatory portfolios and has strong collaborative relationships with the Ministry for Primary Industries (MPI) and other primary industry groups."

"We're excited to have Leanne join us. She will be a great asset to the kiwifruit industry and the KVH team, as we continue the important work of stopping unwanted pests and diseases impacting on our orchards, businesses, and communities."

Leanne says she is looking forward to joining what she sees as a leading and proactive biosecurity organisation.

"KVH is at the forefront of biosecurity innovation and creative new ways of working - from research and development, to lifting awareness and best practice with growers and the wider community, to the development of the proposed new way of managing risk pathways across the industry."

"I find that incredibly exciting, particularly because the organisation works so closely with kiwifruit growers every day and has



New KVH CEO, Leanne Stewart.

such great support. I know that growers care about the success of the industry and want to be involved in biosecurity – that is special, and I look forward to being part of it too."

Currently the Deputy Chief Executive at Horticulture New Zealand and General Manager Process Vegetables New Zealand, Leanne has had previous roles in MPI, working in the import regulatory space and the International Plant Protection Convention in Rome, where she reviewed the global implementation of the international agreement and standards.

Leanne starts at KVH on Monday 31 May. She replaces Stu Hutchings, who announced in January that he would be leaving KVH to take up the role of Biosecurity New Zealand's Chief Biosecurity Officer.

PRE-COMMERCIAL TRIALS

Zespri has not gone out with expressions of interest for pre-commercial varieties for the 2021 season due to no new varieties this season being ready to move into pre-commercial grower trials.

Please keep an eye out early next year for communications around the 2022 Pre-commercial Expression of Interest process.

Growers who want to learn more about this programme or insights into the breeding programme, are encouraged to reach out to their Grower Liaison Manager who can provide the relevant information.

SAVE THE DATES!

JUN 16-19 **FIELDAYS 2021**
MYSTERY CREEK - HAMILTON

We're excited to welcome back Fieldays for 2021.

This year, our Zespri stall has moved to a new location. You can find us at **site F49**, ear the Fieldays Bar & Eatery.

Come along to hear from Zespri Chief Growth Officer, Jiunn Shih, and connect with our Grower Liaison Managers.

It will be a good opportunity for growers to ask any questions you have about the Producer Vote, learn about how the season is progressing, and hear about what's happening across our markets. See you there!

AUG 18 **ZESPRI ANNUAL MEETING**
TRUSTPOWER BAYPARK ARENA - MOUNT MAUNGANUI

The Zespri Annual Meeting will take place on **Wednesday 18 August 2021** at **Trustpower Baypark Arena** (subject to Alert Level restrictions).

Shareholders may also attend online, and will still be able to ask questions and vote remotely.

The Annual Report 2020/21 and the Notice of Meeting will be available to shareholders from early July. More detail will be provided in the May issue of *Kiwiflier*.

A reminder to check that your mailing address is correct with Zespri Grower Services, by emailing contact.canopy@zespri.com.

EASIER THAN EVER TO FORECAST DISEASE RISK



With the launch of a new version of the online KVH Weather & Disease Portal, it's now easier for growers to see and assess weather patterns for their orchards. The portal is an important and useful tool used daily across the kiwifruit industry.

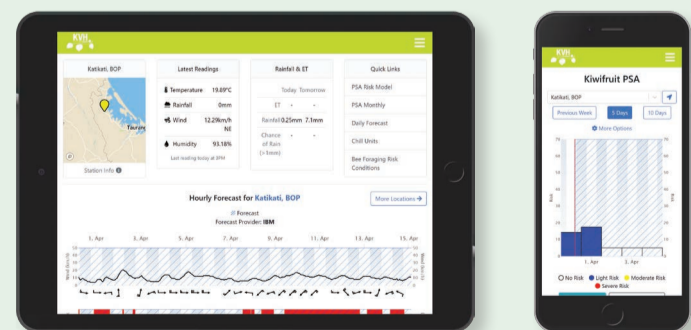
The current portal remains available, but growers can opt-in to try out the new version. This is a big step forward in working towards allowing growers to privately connect their own weather stations, enabling orchard-specific weather and forecasts, localising the output of the tools, like the Psa risk model.

Everything from the current portal is available within the new version along with some improvements:

- New extended 15-day forecasts for every weather station location
- Updated dashboard featuring current conditions and evapotranspiration (ET)
- Ongoing mobile-friendly design improvements so it's easier to get the information you need on any type of device
- Faster and more responsive platform, enhancing overall usability.

You need to log in to access the portal. If you don't have a log in, register via the KVH website or by emailing info@kvh.org.nz.

Once in the portal, you will see a banner on the top. Click on this to try the new version and let us know what you think.



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