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MARKETS**



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AHEAD – AUGUST**



**P10: FROM
THE FIELD**



COME ALONG TO OUR 2021 ANNUAL MEETING!

The Annual Meeting of shareholders of Zespri Group Limited is fast-approaching. The event is being held at Trustpower Arena, 81 Truman Lane, Mount Maunganui, at 1pm on Wednesday 18 August 2021 (subject to Alert Level restrictions).

This is a great opportunity for us to come together, celebrate the great results of the past year, as well as participate in the voting process for new director appointments. Come along and hear from CEO Dan Mathieson and Chairman Bruce Cameron; as well as Chief Market Performance Officer, Linda Mills who will provide an update on the latest developments in our markets.

We encourage growers to attend in person if they can, or tune in online. Registration will take place from 12pm (midday). If you're joining online, you'll still be able to ask questions, and you can vote remotely.

Formal notice of the Company's Annual Meeting, as well as Proxy Forms and information relating to the appointment of Directors, were made available to shareholders in July.

Please note, companies or other incorporated bodies must appoint an individual as a corporate representative to attend or vote at the Annual Meeting. To do so, complete the Proxy Form on Canopy (canopy.zespri.com/EN/industry/aboutzespri/zepsriannualmeeting) and return it to Computershare no later than 1pm on 16 August.

HAVE YOU CHECKED OUT THE ZESPRI ANNUAL REPORT?

Our Annual Report provides more detail on our 2020/21 financial results. Based around the theme of 'Values and Value', this year's report reflects the industry's collaborative approach to meeting the challenges of COVID-19 and putting people first, and our continued ability to generate value, including through our new brand.

Read the report online here: https://www.zespri.com/content/dam/zespri/nz/annual-reports/Annual_Report_2020_21.pdf.



INVESTMENT APPROVED TO MODERNISE OPERATIONS

The Zespri Board has approved the business case and associated costs for the delivery of the first phase of the Horizon Programme.

Horizon is a significant investment that will replace ageing internal systems and processes, including in Zespri's finance, supply chain, sales and planning, and grower enablement functions.

Chairman Bruce Cameron explains the programme will modernise Zespri systems, some of which are 20 years old.

"The investment is essential for our ability to supply the highest quality kiwifruit to our customers and consumers and to continue to enable us to optimise returns to the industry," says Bruce.

Zespri is taking a phased approach to a sizeable scope in order to manage programme delivery well. Each phase requires a detailed business case and will be funded within the limits of Zespri's current funding model.

The approval of the first phase, or 'tranche 1', means that the Horizon programme will now build, test and deploy new finance, integrated business planning and core supply chain solutions. These provide the foundations to transform the operating model through robust, scalable business processes and systems, leveraging data for better performance.

The work is being supported by a Deloitte-led consortium and follows a comprehensive design phase. The solutions will be implemented from August 2022.

Looking ahead, tranche 1 will be followed with a second phase that will modernise systems and processes across wider areas of grower enablement, quality management, the extended supply chain, sales and operational planning. Solutions in these areas would be implemented in 2023.

For guidance, the current estimate of the overall programme investment is in the range of around \$160 million over the three-to-four-year period. Each phase is subject to Zespri Board approval of the business case, built up through detailed design.

The Board is exercising robust governance over what is a significant investment. This includes review from a Board Working Group, plus independent advice and independent quality assurance.

In terms of the benefits, the investment will support Zespri's ability to grow returns to growers and shareholders for decades to come.

"As an industry we have expanded in scale and complexity, but our systems have not kept pace. This constrains our potential for future sustainable growth and creates operational risk," says Bruce.

"The new business processes and systems delivered through Horizon create benefit through digitalisation, scalability and standardisation. It's exciting to be underway with the build of tranche 1."

Growers will be able to hear more about the Horizon Programme at the upcoming Zespri Annual Meeting and Grower Roadshows, and via wider industry forums.

AUGUST GROWER ROADSHOWS

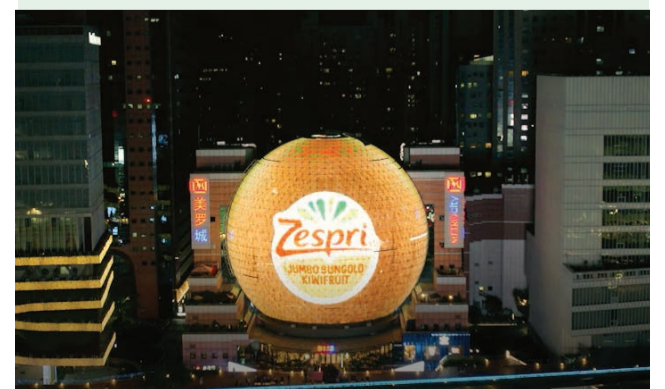
Come chat with our CEO!

We're looking forward to seeing growers at our upcoming August Grower Roadshows. Zespri CEO Dan Mathieson will be presenting, along with members of Zespri's Executive. Come along to get an update on season progress, labour and planning for the 2022 season, and our sustainability initiatives. Growers can register here: <https://zesprievents.eventsair.com/grower-roadshow/august-grower-roadshow/Site/Register>.

DATE	TIME	LOCATION
24 Aug	9 - 11am	Waikato Mighty River Domain, Karapiro Room, 601 Maungatautari Road, Cambridge
	2 - 4pm	Auckland Navigation Homes Stadium Cnr Franklin Road & Stadium Drive, Pukekohe
25 Aug	8.30 - 10.30am	Kerikeri Turner Centre, 43 Cobham Drive, Kerikeri
	1.30 - 3.30pm	Whangārei Northland Hockey Association, 45 Park Ave, Kensington, Whangārei
26 Aug	8.30 - 10.30am	Hawke's Bay The Crown Hotel, corner Bridge Street and Hardinge Road, Ahuriri, Napier
	4 - 6pm	Gisborne Bushmere Arms Hotel, 673 Matawai Road, Waerengahika
27 Aug	10am - 12pm	Ōpōtiki Ōpōtiki Golf Club, 14 Fromow Road, Ōpōtiki
	3 - 5pm	Edgecumbe Matatā Rugby Club, 12 Division Street, Matatā
30 Aug	9.30 - 11.30am	Te Puke The Orchard Church, 20 Macloughlin Drive, Te Puke
	5 - 7pm	Tauranga Zespri head office, 400 Maunganui Road, Mount Maunganui
31 Aug	11am - 1pm	Nelson Motueka Top 10 Holiday Park, 10 Fearson Street, Motueka
1 Sep	11.30am - 1.30pm	Katikati Fairview Golf Club, 34 Sharp Road, Aongatete

SPOTTED: 'SUPER JUMBO KIWI' IN SHANGHAI

A giant Zespri Kiwifruit is lighting up the streets of Shanghai. Find out more on page 2!



FROM THE MARKETS

LATEST SEASON AND MARKET UPDATE

Market demand remains strong and we are fortunate our shipping team have been able to secure the shipping arrangements we have in place which means our industry is in better shape than many other businesses.

Zespri Chief Market Performance Officer, Linda Mills says shipping does seem to be smoothing out somewhat for the later part of the season.

"We appreciate our customers' forbearance, especially those in markets serviced by containers where the disruption to supply has been greatest," says Linda.

"Our teams have managed to hold a bit more inventory than usual in some markets to buffer sales through any disruption," says Linda.

The Zespri SunGold Kiwifruit season started well and has continued strongly with 55.5 percent of volume now delivered to customers at Week 29. Demand is ahead of last season even with the planned increase in crop.

Zespri Green Kiwifruit has now caught up after a slower start this season compared to last year, and is 34 percent through at Week 29.

Marketing campaigns are all fully activated, tracking to plan and are continuing to create strong demand for fruit in the markets.

"Our focus is on building the brand in the minds of consumers and selling trays through excellent in-store displays, point of

sale materials, sampling and, thanks to our supply chain teams and distribution partners, ensuring good quality fruit is available to consumers," says Linda.

While Northern Hemisphere summer fruit is now in market with more choices for consumers, demand for our premium, great-tasting Zespri Kiwifruit is holding well.

In Europe, demand in the fruit and vegetable category has declined from last year, but this is still ahead of the pre-COVID-19 2019 position, due to consumer spending patterns changing as countries ease restrictions, thereby resulting in less in-home consumption.

Netherlands

Big win in Foodcompany of the Year Awards

Our team in Europe is proud to announce that Zespri is the winner of the fruit and vegetable category at the Foodcompany of the Year Awards 2021.

The award is based on the judgement of 166 store owners and category managers of different retail chains, with criteria on sustainability, category development, product quality and innovation. Zespri is proud to be recognised among other global brands, including Coca-Cola, Heineken, Unilever and Mars.



Zespri Europe - winner of the Foodcompany of the Year Awards 2021 (fruit and vegetable category).

USA

'Fuel your ride' with Zespri SunGold Kiwifruit

Zespri SunGold Kiwifruit was named as an official sponsor for the USA Cycling summer cycling season. As part of the partnership, Zespri provided USA Cycling members with access to secure free pack coupons and more in their exclusive rider bags, through virtual fitness challenges.

The virtual fitness challenge hosted on Zwift and RGT Cycling app-based platforms provided riders with a custom interactive Zespri experience. USA cycling members could participate in the virtual race which gave them the chance to interact with the Zespri brand and win a series of prizes based on their performance. Prizes ranged from free fruit to gift cards.

"We're excited to support USA Cycling members and athletes across the U.S. by providing them with the delicious taste and nutritional benefits of Zespri SunGold Kiwifruit," says Jeanne Wilson, Head of Marketing, Zespri North America.

"Cyclists love the refreshing burst of tropical-sweetness they taste when scooping into Zespri SunGold Kiwifruit, while getting the carbohydrates, potassium and vitamin C they need to help them pedal to the finish line."



Promoting the great taste and nutritional benefits of Zespri SunGold Kiwifruit through a virtual fitness challenge.

Italy

Chase the irresistible taste

To launch the Zespri campaign in Europe – 'Chase the irresistible taste' – our Italian team hosted a special breakfast event with Sonia Peronci, famous food influencer and GialloZafferano founder.

Zespri Marketing Manager Italy and Mediterranean, Emanuele De Santis, and Sonia broadcasted the event from 'Sonia's Factory' page on YouTube, where more than 60 influencers and journalists joined live. Sonia prepared a variety of snack recipes with Zespri Kiwifruit and highlighted the goodness, the premium quality, and the irresistible taste of Zespri products.

Viewers could then receive a special package complete with ingredients and step-by-step instructions for re-creating the tasty snacks they'd just seen prepared. All recorded contents are shared on Sonia's social media channels, which boast more than 30,000 subscribers on YouTube and an additional 800,000 on Instagram. To watch the event, visit: https://www.youtube.com/watch?v=RC3Tn_6R13s.



Some of the delicious snacks prepared by Sonia Peronci.



Emanuele De Santis, Zespri Marketing Manager Italy and Mediterranean, and Sonia Peronci, food influencer and GialloZafferano founder.

China

Grand launch of 'Season-to-go' campaign

Zespri China's 'Season-to-go' campaign launched on 23 July.

To celebrate the grand launch of the 'Season-to-go' campaign which features Zespri China brand ambassador and volleyball star Zhu Ting, a special Zespri Olympics Party took place in the Zespri Shanghai office. The event featured a variety of Olympic-themed elements, including a "Must Win" Olympic-themed monthly birthday cake, "Must Win" Zhu Ting's pick kiwi drinks, an Olympic quiz game and lucky draw, and exclusive campaign videos.

To acknowledge Zhu Ting also becoming the first woman flag-bearer for the Chinese Olympic delegation, the Zespri China team lit up a 'super jumbo kiwi' in Shanghai as a symbol of encouragement and best wishes to Zhu Ting.

The 'Season-to-go' campaign was named a super-level campaign on JD's platform, along with brands like Nestlé and P&G multi brands. Zespri is the only brand in the fresh category.



Zespri China team celebrate the launch of the 'Season to go' campaign.



Zespri China Ambassador Zhu Ting carrying the China flag at the Olympics Opening Ceremony in Tokyo, Japan.



A giant Zespri SunGold Kiwifruit grabs attention on the streets of Shanghai.



ZESPRI IN THE COMMUNITY

Celebrating top wins at Primary Industries Awards

The Primary Industries Awards mark an opportunity for the wider primary sectors to celebrate the important role these industries play in the New Zealand economy and to recognise some of our successful and inspiring producers and exporters.

The 2021 celebrations were no different, with awards presented to outstanding teams, individuals and producers. Zespri are thrilled to join the chorus of congratulations for the winners of each category – including Surfing for Farmers, who won the Team Award; and HortNZ's Emma Boase, who won the impressive Emerging Leader Award.

Recognised for her leadership and passion for championing horticultural careers, Emma won the award for her efforts in attracting New Zealanders into working in horticulture. Emma's work in supporting and coordinating the New Zealand-wide GoHort Career Progression Managers initiative has now helped place more than 5,000 people into training or employment opportunities across the country, and showcased the bright future a career in horticulture offers.

Surfing for Farmers has grown rapidly from its early origins in Gisborne to 16 locations nationwide in just two years, and Zespri are a proud supporter of the programme, which is a great opportunity to get off the orchard or farm and join industry colleagues for a break in the surf and a chat about wellbeing.



Surfing for Farmers, Team Award Winner.



HortNZ's Emma Boase, Emerging Leader Award winner.

Vietnam: Zespri SunGold Kiwifruit to support frontline medical staff

Marking their first local community investment activity, the Zespri Vietnam team donated 50 trays of fresh and nutritious Zespri SunGold Kiwifruit in July to medical staff at eight of the largest hospitals caring for COVID-19 patients across Ho Chi Minh City.

Zespri Vietnam Market Manager Quang Nguyen was proud to support the initiative which provided nutritious food to frontline medical staff.

Alongside Zespri, Bostock Group, Freshmax Exports, Golden Bay Fruit, Scales Corporation and T&G Global also provided donations towards the initiative led by New Zealand Trade and Enterprise and the New Zealand Embassy in Vietnam, with an impressive nine tonnes of fruit delivered across the eight hospitals.

Quang says the initiative has received great feedback from medical staff who are grateful for the healthy fruit.



50 trays of Zespri SunGold Kiwifruit were donated.

Partnership with KidsCan renewed

In July, Zespri formally renewed our partnership with KidsCan for another year. This means we can continue to support young New Zealanders in need so they can participate in learning.

"As part of our commitment to make positive contributions to our communities, we're proud to support KidsCan and their mission to make sure young New Zealanders have the essentials they need to be in the best position to learn," says Michael Fox, Zespri Director of External Relations.

Nominations open: Women of Influence Awards

Inspiring, passionate and dedicated women across the country make a lasting difference to the lives of everyday New Zealanders. Their contributions strengthen our communities, support those in need, and have a positive impact on our future.

With nominations now open for this year's Women of Influence Awards, please take the opportunity to nominate those who strive to make New Zealand a fantastic place to live and work. Nominations close on 16 August.

As sponsor for the Primary Industries category, we encourage you to nominate the leaders and innovators who have a positive influence on the primary production sector.

For more information, visit <https://www.womenofinfluence.co.nz/2021-nominationguide>.

Woman of Influence Speaker Series

Ticket bookings are also now open for the Woman of Influence Speaker Series.

Join the conversation with inspirational Kiwi women, who are using their experiences to help create a better and fairer Aotearoa.

- **Auckland:** 5 August
- **Wellington:** 10 August
- **Christchurch:** 12 August

Visit the Women of Influence website for more information.



ExportNZ's 50th Anniversary

Friday 24th September, 2021
6.30pm – 8.30pm
Zespri International Ltd
400 Maunganui Road
Mt Maunganui



SAVE THE DATE:

SEP 24 EXPORTNZ'S 50TH ANNIVERSARY IN TAURANGA

Friday 24 September 2021 | 6.30pm – 8.30pm
Zespri International Ltd, 400 Maunganui Road, Mt Maunganui

2021 marks fifty years of ExportNZ and to celebrate this golden milestone, the Bay of Plenty region is holding a cocktail function. Save the date in your diary now to ensure you can join the celebration – exporters helping exporters export more!

Further information about ticket details will be available shortly, but if you want to reserve your ticket/s now, please email portia.foley@ema.co.nz.

FIRST OF CLIMATE CHANGE TARGETS ACHIEVED

The first of the climate change targets for our industry has been met with the publication of the 'Climate Risks and Opportunities report' in July.

Climate change poses a very real risk to our local and global economies, and Zespri Executive Officer for Sustainability, Rachel Depree, says all industries, including the kiwifruit industry, need to know what their climate change risk is and what actions to take.

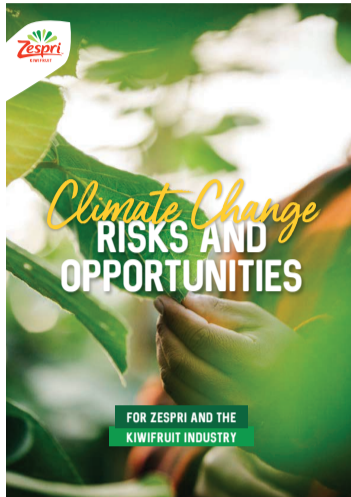
"That's why as an organisation we've worked with our partners to clearly understand what our risks are, and share them with the industry through the publication of this report."

The Climate Risks and Opportunities Report has been prepared in line with the recommendations of the international Task Force on Climate-related Financial Disclosures (TCFD), now recognised as global best practice in this field. The TCFD's recommendations help businesses disclose clear, comparable and consistent information about the risks and opportunities presented by climate change.

The report covers Zespri's New Zealand and Northern Hemisphere growing regions. It assesses risks under two different climate change scenarios, over a medium to long term timeframe — 30-80 years: one where aggressive action to reduce carbon emissions keeps global warming to within 2°C; and one where there is a much more significant increase of 4°C, due to business-as-usual high emissions.

In each scenario, the key physical risks are assessed — including temperature change, rainfall, hail, wind and other extreme weather events. Transitional risks are also assessed, including tightening environmental regulation, social licence to operate, and consumer aversion to unsustainable products.

The report then looks at opportunities present to do better, our strategic response to these risks, and the metrics and targets



in place to reduce our emissions, and build resilience to climate change.

The recent development of Zespri's Climate Change Strategy, along with the fact that we have ambitious metrics and targets in place, means we meet all the requirements for good climate risk reporting.

Rachel says the industry still has a long way to go, and the work is undoubtedly challenging.

"However, understanding what our risks are so we can build a solid plan is a critical step in the right direction.

"We need to work hard to continue to adapt our practices so we can ensure that, as an industry and a company, we thrive in a low-carbon, climate-resilient future," says Rachel.

"Having a sound understanding of the nature and scale of risk that Zespri and our partners are facing is the first step we must take towards reducing vulnerability and enhancing resilience — for the benefit of our growers."

"A huge thanks to everyone who contributed to achieving this first target," says Rachel.

You can find the Climate Risks and Opportunities report online here: [https://www.zespri.com/content/dam/zespri/nz/sustainability/Zespri-Climate-Risk-Opportunities-\(TCFD\)-Report.pdf](https://www.zespri.com/content/dam/zespri/nz/sustainability/Zespri-Climate-Risk-Opportunities-(TCFD)-Report.pdf).

OUR CLIMATE CHANGE TARGETS

- ✓ **BY AUGUST 2021:**
We will report on our climate risks and opportunities
- **BY DECEMBER 2021:**
We will build an industry-wide adaptation plan
- **BY 2025:**
Zespri Corporate will be carbon neutral
- **BY 2030:**
Our industry will be carbon positive to our retailers
- **BY 2035:**
We will work with our partners to be carbon positive

FIND OUT MORE

- Visit the sustainability pages on our website and learn more about our progress: <https://www.zespri.com/en-NZ/zespri-sustainability>.
- Check out other related documents on our website, including our Climate Change Strategy and the Industry Water Strategy.
- A recording of Ms Depree discussing the industry's climate change strategy in July: <https://canopy.zespri.com/EN/industry/news/Pages/Introducing-Climate-Change-Strategy.aspx>.

HELPING IMPROVE WATER QUALITY AND NATIVE BIODIVERSITY

In July, Zespri's Sustainability Team rolled up their sleeves to help Zespri growers Mark and Sheree Silson plant up to 2,000 native trees on their kiwifruit, avocado and beekeeping property in Katikati.

This initiative was part of the Silson's Environment Plan developed in conjunction with Bay of Plenty Regional Council and supported by Project Parore, a community-led catchment restoration group, to help improve water quality and enhance native biodiversity in the region.



Planting of native trees in Katikati.



NUTRIENT KNOW-HOW WORKSHOPS NOW ONLINE

Growers from the Wai Kokopu catchment, near Paengaroa, gathered at Te Puke Golf Club on 2 July, for the last of thirteen nutrient know-how workshops that have been attended by more than 200 growers across the country this winter.

The Zespri Global Extension Team (GET) delivered the workshops, which took growers through a quick overview of nutrient basics, before helping them to calculate a nitrogen balance sheet based on production and fertiliser records. Most attendees said they learnt something new and 94 percent said they would take action next season as a result, such as looking more closely at their fertiliser plan, adjusting application timing, or testing a lower rate of nitrogen.

The Wai Kokopu growers received an extra presentation from Alison Dewes who is coordinating a community-led catchment

restoration project in their area. She talked through water quality data, key challenges, and next steps for restoring the health of the Waihi Estuary and contributing waterways. Find out more at www.wai-kokopu.org.nz.

Protecting water quality through efficient nutrient and water use are key targets of the Kiwifruit Industry's Water Strategy, and these align well with the objectives of the Wai Kokopu project. Further GET events are being planned to support Wai Kokopu growers as they play their part in catchment care.

Video versions of the nutrient know-how workshop presentations are now available on the Plant Nutrition & Nitrogen page on Canopy. Email extension@zespri.com to find out more.



Kate Wilkins and Christina Robinson demonstrate how nitrogen can move through the soil profile.



Alison Dewes from the Wai Kokopu catchment project talking about water quality concerns and actions to address them.

2021 LICENCE PARTICIPATION AUDITS UNDERWAY

Zespri is working through scheduling audits of all orchards that participated (whether successful or unsuccessful) in the 2021 licence tender. This is part of the wider Zespri PVR Protection Programme. In some instances, growers may receive a visit by a Zespri representative as well as a GPS measurement audit by a Zespri GPS mapping provider.

Growers will be notified by the PVR Protection Team to schedule an on-orchard visit to ensure that no planting has taken place without the necessary licence. Any plantings to be found without the necessary licence will be subject to the Unauthorised Plantings Policy that can be found on Canopy under Growing Kiwifruit > Zespri@ Variety Licences > GPS Mapping & Audits > Unauthorised Plantings.

Zespri is committed to the ongoing protection of PVR varieties and ensuring compliance as per the terms and

conditions of Zespri Variety Licences, and making sure these are strictly adhered to, for the benefit of all licence holders.

The PVR Protection Team will work alongside Zespri's current mapping service provider GPS-it Limited and Davenport Resources. They will be auditing all orchards that were successful in obtaining licence under the 2021 licence release and a random audit list generated by Zespri each year. These audits will be by way of GPS measuring the canopy area, but may also include a visit from a Zespri representative.

Zespri will also be increasing the frequency of random audits being completed. If you are a current Zespri licence holder, you may be contacted by a Zespri representative at any time to review your planted area.

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

- Protecting growers who have purchased licences for a Zespri proprietary kiwifruit variety
- Protecting those who have complied with the terms of their licences
- To promote the control of volumes of kiwifruit supplied to protect grower returns
- Preserving the value of Zespri's investment in new varieties

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

Please make sure Zespri's Grower Support Services Team has your most up-to-date details. You can check all your details are accurate and current by accessing the Industry Portal or emailing contact.canopy@zespri.com.

SAFE SPRAYING OF BUDBREAKERS

We all have a role to play during the early season spraying of budbreakers — from growers filling out their annual Spray Plans and updating the contact information of their neighbours for Notifications, to applicators doing a Risk Assessment before spraying.

To better prepare the industry, GET worked with KGI, Regional Councils, and spray expert David Manktelow to run Safe Spraying of Budbreakers meetings. We had more than 200 attendees in Kerikeri, Te Puke and Katikati, with good engagement and lots of discussion.

The Katikati workshop was recorded, so if you missed these informative sessions check out the recorded session on Canopy (Canopy > Growing Kiwifruit > Global Extension Team > Videos > Spraying Videos). You will also find a new video in this section explaining how to do a site risk assessment before you spray.



Safe Spraying of Budbreakers meeting in Te Puke.

UPDATE: HICANE REASSESSMENT BY EPA

The Environmental Protection Agency (EPA) confirmed to Zespri and NZKGI that public consultation on the HiCane reassessment will begin on 14 September. The consultation date has been moved back from mid-July, following a request from the kiwifruit industry to hold this after the HiCane application period.

This reassessment has been initiated by the EPA and it will file the reassessment application on August 31 — the application will provide EPA's view on HiCane and outline any proposed changes or controls.

Public consultation is set for 30 working days and the EPA can grant an extension on request.

Zespri and NZKGI will once again work together on a joint response on behalf of the industry and growers and industry participants are also encouraged to submit on the reassessment. Everyone who submits has the right to present in person at a public hearing to the EPA's Decision Making Committee.

EPA has indicated that it expects to have a final decision around six-to-eight months after the application is filed, barring unforeseen holdups.



Updates from our Pre-harvest Team



ZESPRI GAP CHECKLIST AND RESOURCES NOW UPDATED

The Zespri GAP checklist and resources have been updated and are now available online on Canopy.

Key points on the Grower Manual for this year include:

- All Management System Owners should have received an email with the updated documents attached.
- New Management System Owners will still receive a hard-copy Zespri Grower Manual upon registration for GAP with Zespri.
- Zespri GAP system documentation does not need to be kept in hard-copy as long as it is up-to-date and easily accessible.

- The documents are provided in a format that allows growers to print the parts needed to in order to update their hard-copy grower manuals should they wish to.
- All Management System Owners should check out the updates and review and update their systems accordingly over the next few months:
 - Include things like reading overall risk assessments and updating with any new risks or mitigation measures
 - Review and re-sign policies and procedures
 - Ensure all required records have been requested from suppliers/other parties.

IS YOUR SPRAY PLAN UP-TO-DATE?

It's important to have an up-to-date spray plan at this time of year.

Your spray plan may be requested by Zespri, neighbours, regulators or auditors at any time. So, it is critical for the sustainability of the industry's crop protection needs that every orchard's spray plan is fully complete.

Please contact preharvest@zespri.com if you have any questions.

ANNUAL ZESPRI GAP INSPECTIONS START THIS AUGUST

Annual Zespri GAP inspections under the GLOBALG.A.P. certified group commence in August and will continue through to the end of the year.

Management System Owners should ensure they are well prepared for their annual inspection, otherwise follow up inspections will be required.

Comments in regards to any aspect of the GAP programme are welcome at any time. Feedback from Management System Owners and any other individuals involved with on-orchard activities are incredibly helpful for us as we work to improve the GAP programme through the Zespri GAP refresh project that kicked off this year. Please email preharvest@zespri.com with any feedback.

KIWIGREEN MONITORING 2021 REVIEW

All growers, facilities and pest monitoring centres will be emailed results from their KiwiGreen Pest monitoring for the 2021 season. This aims to highlight to growers and facilities whether or not there would be market access restrictions based on your monitoring results and subsequent actions taken.

The contents of the email you will receive is for our growers' educational purposes — it is simply to allow you to understand what pests you may need to manage, whether you possibly managed a pest after monitoring but did not record it, or whether you did not record it promptly enough.

We hope this information will be valuable for you and managing your season ahead to put us all in the best supply position for 2022. If you have any questions, please don't hesitate to email melanie.walker@zespri.com.



ZESPRI GLOBAL SUPPLY UPDATE

As our growers in New Zealand have completed their harvest and are watching their fruit being sold around the world, our Northern Hemisphere growers are gearing up for their harvest season to supply fruit to our customers at the conclusion of the New Zealand season.

Zespri Executive Officer Northern Hemisphere Supply Nick Kirton, says it's great to see our global supply strategy grow from strength-to-strength, as we work towards having our fruit on shelves in front of consumers for all 12

months of the year, including the few months where New Zealand-grown fruit is unavailable.

"We're on track with our strategy to provide great-tasting Zespri Kiwifruit in the market 12 months of the year, and drive greater returns for our growers."

Here's a snapshot of what's happening on Zespri Gold orchards in Korea, Japan, Italy, and France. Next month we will update you on how the season is shaping up for Hayward, which is procured from Greece and Italy.

Class 1 Trays at completion of 2020/21 season

REGION	GOLD TOTAL [INCL. ORGANIC]
Italy	12,078,910
France	886,663
Korea	269,461 (SunGold) 289,142 (Hort16a)
Japan	127,818 (SunGold) 73,543 (Hort16a)

Korea

In Korea, we are starting to see the full potential of Zespri SunGold Kiwifruit as our earliest plantings reach maturity.

We are currently heading into typhoon season, which can be an anxious time for our Korean growers. On Jeju Island, it is mandatory for all growers to grow kiwifruit underneath a shed, or greenhouse, to provide a level of protection against the fierce tropical storms. The sheds also provide a fantastic growing environment which supports the highest average yields in any of our ZGS growing locations. This year also marks the last year for Hort16a production as we finish our programme of transitioning to Zespri SunGold Kiwifruit.

The ZGS Korea team is focusing on extension strategies for growers and post-harvest suppliers to increase their yield with online and offline field days and workshops.



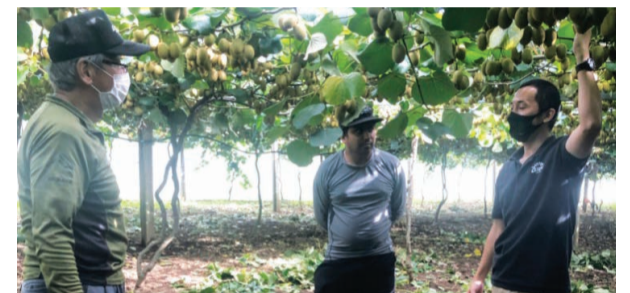
Did you know? All our kiwifruit grown in Korea is grown in tunnels.

Japan

While we are still primarily in the orchard development stage of the Japanese business, we will have production from more than 60 Zespri Kiwifruit hectares this coming season.

Our earliest Zespri SunGold Kiwifruit plantings in Japan are beginning to reach full maturity, and as such, we are expecting a significant increase in yield this coming season.

Like our neighbours in Korea, Japan is also prone to typhoons, which can happen anytime from July through until harvest in October.



Masayuki Asahi talks through the summer pruning strategy with growers from Oita prefecture.

France

Kiwifruit orchards in France are growing well thanks to the weather getting warmer, and are finally recovering from the cold and frost fighting period in April/May.

Growers had to spray several foliar fertilizers to push the leaves to recover. As a consequence of this large amount of water applied, Psa was present on orchards and regular copper sprays that have had to be used have negatively impacted the leaves.

After a very challenging spring, summer means a careful management of irrigation and BMSB, and patience until harvest time!



Garonne Valley - SCEA Japienou.

Italy

Lazio

The season started with a big frost, but many of the orchards recovered well. Kiwifruit Vine Decline Syndrome (KVDS) is less evident this season possibly due to more "regular" spring weather and improved water and soil management.



Zespri SunGold Kiwifruit production in Lazio.

Calabria

There was only a small impact of frost during spring and a good volume (yield) being produced on mature orchards. The plants are vigorous due to the soil condition, with a high percentage of organic matter.



Orchard in Calabria during flowering time.

Basilicata

This region did not experience a frost during the spring season, for which its growers are grateful. While the season is tracking five to six days later than last season, we are seeing signs of good fruit size, and we also expect good dry matter in the fruit.



Zespri SunGold Kiwifruit orchard in Basilicata.

Northern Italy

The 2021 season has been characterized by frost with temperatures below zero for a few days after budbreak. Frost damage was evident on significant areas, however fortunately, it was early in the season and there has been some recovery.

Flowering time and pollination went well, although there was some flower drop. Brown Marmorated Stink Bug (BMSB) damage is so far less than one to two percent thanks to the combined strategy of pest control and mechanical barriers of nets used to close the orchard. With almost two months until harvest time, temperatures are easily reaching 35°C during the day, however our growers' orchards are looking good.



Nets covering the kiwifruit to prevent infestation of BMSB.

ZESPRI DIVIDEND PAYMENTS

The Zespri Board has approved the payment of a 2020/21 final dividend and the payment of a 2021/22 interim dividend to shareholders. The 2020/21 final dividend is 27 cents per share, authorised for payment on 13 August 2021. It brings the total dividend paid for 2020/21 to 133 cents per share.

An interim 2021/22 dividend payment of 144 cents per share is authorised for payment on 13 August 2021. This interim dividend payment is being made to distribute the majority of funds generated from the April 2021 Gold3 and Red19 licence issue. Further 2021/22 dividends are expected to be paid in December 2021 and August 2022 in line with our normal dividend cycle.

Both the final dividend and the interim dividend are payable to all holders of fully paid ordinary shares in Zespri Group Limited who are registered as holders of such shares in the share register of the Company on 6 August 2021. If you intend to trade shares prior to 6 August, please seek advice from your share broker as to your eligibility for these dividend payments. The final and interim dividend will be fully imputed. A supplementary dividend will be paid to all non-resident shareholders who do not receive the benefit of imputation credits.

2021/22 PROGRESS PAYMENTS FOR AUGUST AND SEPTEMBER

CLASS 1 - APPROVED PROGRESS PAYMENT 13 AUGUST 2021	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05
Zespri Organic Green	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05
Zespri Gold3	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	No supply
Zespri Organic Gold3	\$0.02	No payment	No payment	\$0.05	\$0.05	\$0.05	No supply
Zespri Green14	\$0.05	No payment	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05

CLASS 1 - INDICATIVE PROGRESS PAYMENT 15 SEPTEMBER 2021	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05
Zespri Organic Green	\$0.10	\$0.30	\$0.05	\$0.20	\$0.05	\$0.05	\$0.05
Zespri Gold3	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	No supply
Zespri Organic Gold3	\$0.08	No payment	\$0.05	\$0.05	\$0.30	\$0.25	No supply
Zespri Green14	\$0.05	No payment	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05

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.
3. The reinstatement of the Taste Zespri programme, and the increase of Submit rates for all Class 1 pools excluding Zespri Green14 and Zespri Green size 42, has resulted in the payment of lower Progress rates compared with the prior season.

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.

August 2021 approved progress payments on Net Submit trays

Approved per tray progress payments for 13 August 2021:

Class 1	
Zespri Green	\$0.05
Zespri Organic Green	\$0.05
Zespri Gold3	\$0.05
Zespri Organic Gold3	\$0.02
Zespri Green14	\$0.05

September 2021 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 15 September 2021:

Class 1	
Zespri Green	\$0.05
Zespri Organic Green	\$0.10
Zespri Gold3	\$0.05
Zespri Organic Gold3	\$0.08
Zespri Green14	\$0.05

Other August payments

Other service and incentive payments will be made in August, most significantly Taste and Kiwistart. Refer to the Grower Payment Booklet for further details.

SHARE BRIEFS

As at 21 July 2021 the last Zespri share price trade was \$11.00 traded on 20 July 2021. There were five buyers at \$10.95, \$10.90, \$10.87, \$10.00 and \$9.75. There were three sellers at \$11.05 and \$11.10.

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 August there are no dry shares as of 21 July 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 August there is no excess shares that are required to be sold as of 21 July 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

Follow us on reapp for our mobile IR experience

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

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

Quote Line at Wednesday 21 July as at 10:00am						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	10.95	11.05	11.00	0.00	0.00	0

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	9,910	10.950	11.050	2,000	1
1	2,000	10.900	11.050	5,000	1
1	2,000	10.870	11.100	2,000	1
1	12,000	10.000			
1	2,000	9.750			

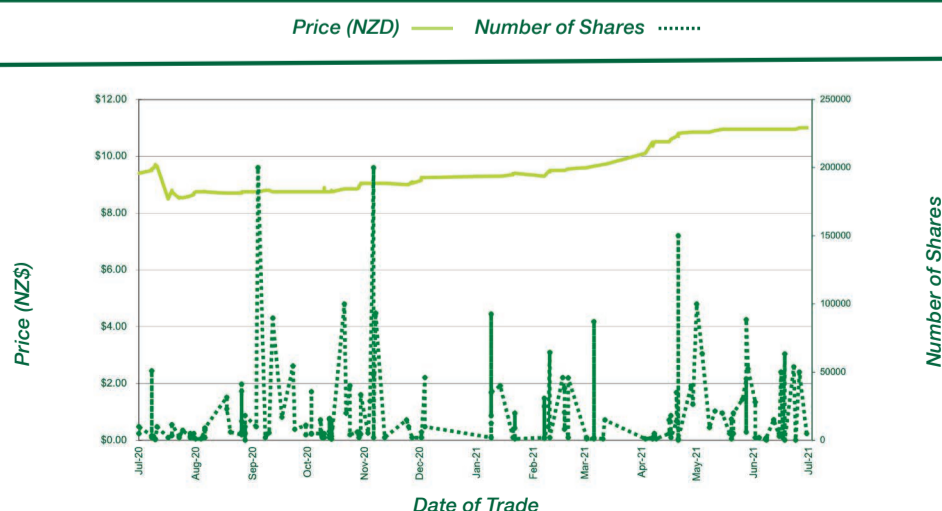
Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
20/07/2021	5,000	\$11.00	55,000.000
16/07/2021	50,125	\$11.00	551,375.000
14/07/2021	90	\$10.95	985.500
13/07/2021	54,000	\$10.95	591,300.000
8/07/2021	220	\$10.95	2,409.000
8/07/2021	63,330	\$10.95	693,463.500
7/07/2021	2,000	\$10.95	21,900.000
6/07/2021	50,000	\$10.95	547,500.000
5/07/2021	5,000	\$10.95	54,750.100
5/07/2021	3,000	\$10.95	32,850.000

Director share trading

For the month of July (as at 21 July), there was 27,551 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 *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 Canopy will always provide the most up-to-date information held by Zespri.

ZESPRI GROUP LIMITED SHARE TRADES 21 JULY 2020 TO 21 JULY 2021





KEY FOCUS: AUGUST GLOBAL EXTENSION TEAM

Winter pruning

Budbreak strategy

Scale control

Other things to look out for

THE MONTH AHEAD: AUGUST

Winter pruning

- Understanding what you want to get out of the winter pruning job is critical for success. A good job focuses on both bud numbers and quality and missing either of these two aspects will create problems down the track. Remember that you need even bud density right across the bay, so try counting buds by wire rather than at a whole bay level to get a good picture of this distribution. For resources and tools to help you understand and make good decisions about winter pruning, visit the 'Canopy Management and Pruning' page on Canopy.
- When planning your winter pruning this year, keep in mind your plan for labour over the coming season. Now is a good time to be thinking about labour efficient techniques and setting up your canopy to accommodate these.
- Monitoring the pruning job and giving feedback to staff are especially important tasks with more inexperienced staff on the job this year. Use the 'Is it worth monitoring?' calculator in the Calculators & Apps section on Canopy to work out how much you'd need to reduce costs, or increase OGR, to pay for the job. You may be surprised by how little it costs!
- Don't overdo the 'insurance' by tying in too many extra winter buds, and have a plan to manage additional flower numbers in spring if these extras prove unnecessary. Flower thinning is going to be a key pinch point with the reduced labour force this season.

- Double mulching your winter prunings is very successful tool for cicada control. A 2016 Plant & Food Research trial showed double mulching destroyed or partly shattered 80-97 percent of cicada egg nests.

Budbreak strategy

- Using low-drift technology for hydrogen cyanamide applications is compulsory. All nozzles, used in conjunction with drift-reducing adjuvant (such as DriftStop), significantly reduce spray drift and will perform as well as conventional nozzles, provided sprayers are well set up.
- Ensure air volumes are adjusted when spraying unpruned canopies and assess spray coverage before applying budbreak sprays.
- If you're considering an alternative to hydrogen cyanamide, watch the GET webinar on alternative budbreakers on the Canopy website > Growing Kiwifruit > Global Extension Team > GET Events & Webinars > GET Webinar Series, and check out our resources relating to alternative budbreakers on the 'Alternative Budbreak Enhancers' page on Canopy (Canopy > Growing Kiwifruit > Orchard Management > Budbreak Enhancers).

Scale control

- Scale levels continue to be of concern. Focus on crown removal to eradicate scale habitat and improve coverage. A winter oil may help with scale control and assist return bloom.

For all you need to know on winter scale control in conventional and organic orchards, check out last month's *Kiwiflier Spotlight on Winter Scale Control* (Canopy > Zespri & The Kiwifruit Industry > Publications > GET Kiwiflier Spotlight Series).

Other things to look out for

- Continue to monitor for Psa and remove secondary infection promptly, especially in male vines as the sap begins to rise in August.
- Check that your frost protection and irrigation systems are working properly.
- A significant amount of dry matter is removed from your vines over harvest, as well as vital nutrients. Get a soil test done before budbreak to determine nutrient requirements and get a fertiliser plan in place. Different products will release nutrients at different rates, so work with a specialist to work out what is best for your orchard.
- Base fertiliser and compost applications should be targeted as close to budbreak as possible as soil temperatures begin to lift. If soils are water-logged, delay application to prevent excessive soil compaction. Consider how much of your fertiliser is likely to run off or wash through the soil — little and often can be a better approach than all at once.
- If you haven't already, contact your beekeeper now to confirm your supply of hives for pollination. If you are planning to use artificial pollen, order this now to lock it in for spring.

IMPORTANCE OF MONITORING WINTER CHILL

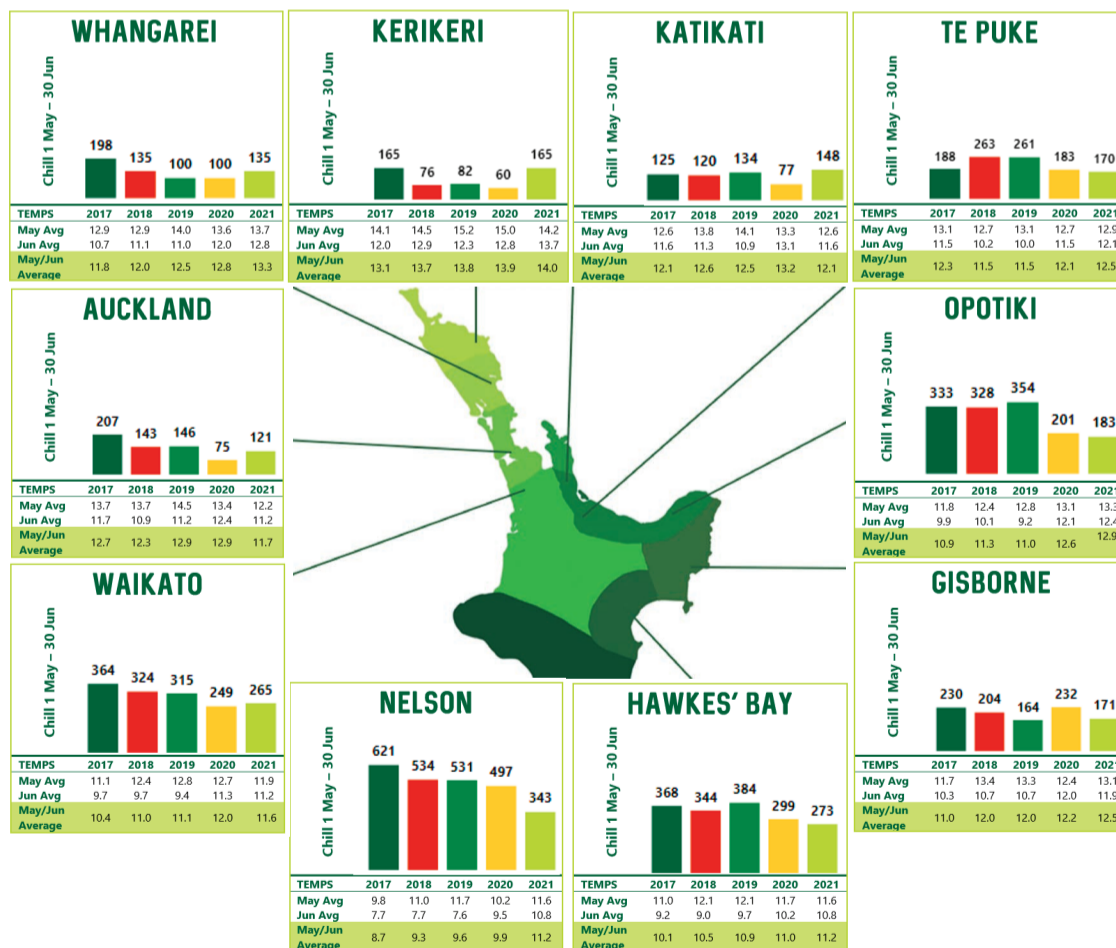
The winter chill data for your region allows you to optimise your budbreak application date for this specific season — as every year, the winter season is a little different and we have been seeing a trend of warmer temperatures in winter.

By understanding the winter chill for the season, you can better predict when budbreak will occur and therefore get a more accurate idea of the date that you need to spray to meet the target days before budbreak. Getting spray timing right is important to maximise the number of flowers with the minimum spread in the time of flowering.

What we're saying is, don't just spray on the same date you did last year and the year before that — check how much winter chill has built up on your orchard over May, June and July so you can fine-tune the best date to apply your budbreak enhancer on your site.

Having a weather station on your orchard puts you in a great position to understand exactly what this is for your site. If you don't have a weather station, you may be able to use one close to your orchard on harvest.com or the KVH website which has data available for the regions. We've graphed this data for some of the regions around New Zealand and compared it to the past four seasons. You can find more detailed winter chill information for each region over the past five seasons, along with resources for working out your budbreak date, on the Canopy > Growing Kiwifruit > Orchard Management > Budbreak > Identify, predict & monitor budbreak.

Winter chill data looks to be tracking lower for five regions which may delay the start of budbreak in those regions, but remember to consider your site and factors such as vine age, stress and trunk girdling.



Have you tried the Hazel Trex™ test (previously called the BreakNSure test) for optimising the timing of your hydrogen cyanamide applications? Hazel Trex™ was developed to indicate when vines are at the optimal physiological stage to apply hydrogen cyanamide, i.e., the stage at which you should get the best results in terms of increasing budbreak and flowering. The test looks at changes in genes in dormant buds. When you take a test you will receive an index that indicates whether the timing is right for your budbreak application, whether it is early, or whether you are running late.

Using the Hazel Trex™ test in conjunction with understanding winter chill for your orchard can help to optimise the timing of budbreak enhancers.

You can find out more information about the Hazel Trex™ test in the July 15th issue of KiwiTips (Canopy > Zespri & The Kiwifruit Industry > Publications > KiwiTips > 2021 KiwiTips Issue 15), or find the webinar recorded on Hazel Trex™ in Canopy > Growing Kiwifruit > Global Extension Team > GET Events & Webinars > GET Webinar Series.

PROPOSAL TO RETAIN NZKGI'S VALUE TO GROWERS BY INCREASING ITS LEVY



NZKGI has grown substantially in recent years, resulting in an increased output in the organisations' value for growers.

For NZKGI's 2021 AGM, a motion is proposed to change the organisations levy from 1 cent per tray of kiwifruit exported outside New Zealand (excluding Australia) to 1.1 cent, an increase of a tenth of one cent.

The resolution stems from a unanimous decision made at the March 2021 Forum meeting in recognition that NZKGI's activities should be maintained, and that this was not possible within the current levy rate. NZKGI's Commodity

Levy has funded the organisation since 2012. At the last levy renewal referendum in February 2017, growers voted to set a maximum levy rate of 1.5 cents per tray, which the proposed 1.1 cent falls within.

With the proposed levy, NZKGI intends to continue to operate as it has for the past five years with activities in each of the six portfolios. Continuing NZKGI's current outputs is not feasible with the current resourcing. Key points to this are:

- Two staff are currently co-funded by government. This means that the output of the organisation would decrease if these positions were no longer funded by government and NZKGI did not have the resource to fund them.

- Current staff are working beyond capacity and this is not sustainable.
- The organisation is going through a transition period with the changeover of CEOs.

NZKGI has published detailed information covering the value the organisation's six portfolios have delivered to Growers in recent years. We encourage you to visit the 'Organisation' page of the NZKGI website where this information can be read: www.nzkgi.org.nz

Are you up to date with business-critical information?

NZKGI's Weekly Update newsletter is distributed each Friday containing current need-to-know information for Growers and stakeholders. Subscribe to the newsletter here: www.nzkgi.org.nz

2021 BAY OF PLENTY YOUNG GROWER OF THE YEAR

Bryce Morrison, a Grower Services Representative at Seeka, has been named Bay of Plenty's Young Grower of 2021 at an awards dinner in Tauranga.

The competition took place on 22 July, at Mount Maunganui College, where eight competitors tested their skills and ability to run a successful orchard in a series of challenges. These were followed by a speech competition discussing 'What are the important lessons we have learnt from COVID that could be implemented for future years', at a gala dinner. Bryce excelled in individual challenges, and impressed judges with his speech on COVID. Emily Woods came in second place, while Quintin Swanepoel was third. Bryce's prize includes an all-expenses paid trip to Wellington to compete for the title of National Young Grower of the Year 2021, in August, as well as \$1,500 cash.

Bryce comes from Christchurch, where he also completed his Horticultural Management studies at Lincoln University. After spending four years in the industry with Fruition Horticulture,

28-year-old Bryce has recently embarked on a new journey with Seeka, joining their grower services team.

Bryce feels he brings a fresh energy to the industry and likes to tackle problems with new ideas and technical solutions. One of Bryce's major achievements includes the Gold Futures and Cut it Out projects, which helped the industry better understand and manage Psa. Beyond work, Bryce loves spending time outdoors. Always hopping on board for industry events, this was Bryce's second time competing in the Young Grower of the Year competition.

Erin Atkinson, chair of the BOP Young Growers says that the calibre of this years' contestants has made the 2021 event special.

"The contests of this year's BOP Young Grower competition have shown great potential for strong careers in the horticulture industry. The competition is the perfect environment to put their knowledge on display and it's reassuring that we have such young talent coming through our industry."

New Zealand Kiwifruit Growers Inc. CEO Colin Bond says that these competitions are important to highlight the skills and careers associated with the horticulture industry.

"Horticulture is undergoing rapid change in areas such as regulation and the make-up of the labour force. It is critical that we have skilled talent with careers in the industry to lead a pathway forward. The 2021 BOP Young Grower competition is an illustration of not only the careers available, but that some of our young and upcoming people will hold the industry in good stead."

Bryce will go on to compete in the national Young Grower of the Year competition, run by Horticulture New Zealand. The national finals will put the regional finalists to the test through a series of business and practical modules which will assess their horticultural skills, business knowledge, leadership abilities, and oratory talents. Bryce will compete for the national title of Young Grower 2021 with the winners from other regions.

UPDATED WEATHER & DISEASE PORTAL IS NOW LIVE



Since the start of April, growers have been able to opt-in and trial a newer version of the Weather & Disease Portal on the KVH website.

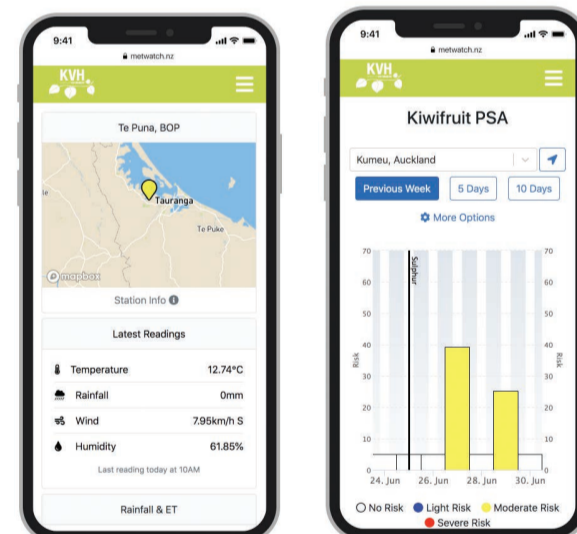
The trial has gone well, and the new version is now live for all to use, making it easier than ever to see and assess weather patterns across orchards.

The Portal is an important and useful digital decision tool used daily across the kiwifruit industry. It is the central point of access for the Psa Risk Model, chill units, and latest weather forecasts across all major growing areas. This update builds on this

existing functionality to introduce an advanced IBM Weather Company Forecast that will enable more locations as well as:

- latest weather readings, evapotranspiration (ET), and rainfall budgets on the Dashboard;
- bee foraging risk conditions;
- improved mobile and desktop user experience and graph views.

You need to log-in to access the portal. You can do so via the KVH website at www.kvh.org.nz or by contacting the office at info@kvh.org.nz.



SKY-HIGH SURVEILLANCE



Early winter, when leaves turn yellow, is the best time to detect wild kiwifruit vines from the air.

Over two weeks in July, aerial surveillance was undertaken for the Te Puke gullies and pine blocks from No 4 Road to Paengaroa. About 250 infestations were detected in the Te Puke area – sometimes there were multiple infestations on one property (e.g., through a pine block).

Information from the flights will now be collated and analysed for trends and will also be of huge help to the surveillance contractor to quickly find infestations and programme their destruction.

The cost of this surveillance was co-funded by KVH and Bay of Plenty Regional Council (BOPRC). KVH also recently co-funded aerial surveillance with the Tasman District Council, with a flight in Golden Bay detecting 39 infestations. Local contractors, the Project De-Vine Trust, have begun control work on these.

You can see surveillance photos and read more about the collaborative wild kiwifruit management programme – including KVH, Zespri, councils, and landowners – on the KVH website at www.kvh.org.nz.



Aerial surveillance of wild kiwifruit vines.

INDUSTRY SUPPLY GROUP (ISG) JULY MEETING

The main agenda items discussed were as follows:

- Period 1/Schedule 2 Review
- Fruit ID Update
- H&S Forum – Reporting & Alignment
- China Protocol/Pest amnagement
- Red commercial model
- GA1CK CT39 Discussion
- Hail Policy
- Supplier Accountability information paper

The next ISG meeting will be held on 19 August 2021.

Q&A FROM THE FIELD

KEY CONTACTS:

Industry Stakeholder Manager:
Tom MacMorran 027 511 2005

Grower Engagement Manager:
Sue Groenewald 027 493 1987

Grower Liaison Managers:
Sylvia Warren 022 101 8550
Brad Ririnui 021 757 843

Organic Supply Specialist:
Teresa Whitehead 027 257 7135

When do GAP inspections start?

GAP inspections start in August and should be completed by January. Remember to complete a site risk assessment for each individual orchard, and check the following: Have you got clean, stocked toilets all year round? Are your blocks clearly marked on your orchard and do they match your map? Are your accident and emergency procedures permanently and clearly displayed within 10 metres of your store, mixing area and filling station? Have you got an up-to-date spray plan? Have you completed your annual water test?

Contact the Pre-harvest Team if you require any assistance by emailing preharvest@zespri.com or by phoning 0800 155 355.

My shares are held in the name of a company (i.e., Ltd or Limited) or other incorporated entity. How do we vote at the Zespri Annual Meeting?

You are classed as a 'corporate shareholder'. Corporate shareholders who wish to vote at the meeting must appoint a proxy at least 48 hours prior to the meeting. The 2021 Annual Meeting will be held at 1pm on Wednesday 18 August at Trustpower Arena, 81 Truman Lane, Mount Maunganui. Alternatively, you can vote via postal voting or online voting ahead of time. Computershare Investor Services Limited is authorised to receive and count postal votes at the meeting, independent of Zespri. For more information, contact Zespri Share Registry Officer, Hayley McCulloch on 0800 155 355.

I have had scale issues, why is it so important to control scale and what can I do about it?

Scale is our number one market access pest and we need scale-free fruit to meet demands from our premium markets. Markets with scale restrictions are Japan, Korea, China, Taiwan, India, Mauritius, Thailand, Cambodia, Indonesia, Mexico and Chile.

When officials find scale on fruit that has been shipped to markets, they can have the fruit dumped and the potential financial loss to the grower pool is significant.

Effective long-term scale control is about reducing and keeping populations as low as possible on the vine and takes regular monitoring, well-timed applications of appropriate sprays and cultural controls.

For more information about scale and both organic and conventional control options, visit:

Canopy > Growing Kiwifruit > Pest Management > Scale

When do growers receive payments for this season's crop?

Growers will receive payments according to the following schedule.

For more information, check out the Grower Payment Booklet on Canopy: <https://canopy.zespri.com/EN/grow/zespri/payments/Documents/grower-payment-booklet.pdf>

Payment timings	Submit	Progress	KiwiStart	Taste Zespri	Supplier Accountability	Pack and Time	Loyalty
April 2021	●					●	
May 2021	●					●	
June 2021	●					●	
July 2021		●		●	●	●	
August 2021		●	●	●	●	●	
September 2021		●		●	●	●	
October 2021		●	●	●	●	●	
November 2021		●		●	●	●	
December 2021		●		●	●	●	
January 2022 ^{AB}					●		●
February 2022		●					
March 2022		●					
April 2022		●					
May 2022							
June 2022		●					●



NEWSLETTER SUPPORTS RED19 GROWERS

Growers voted for Raising Red as the name for the newsletter supporting Red19 establishment and first crops. *Raising Red* was formerly known as Zespri's *GraftCare* newsletter and is produced by the Global Extension Team, GET.

Raising Red features interviews with Red19 licensees and has timely tips for new developments and growing the new cultivar. As Red19 is an early cultivar with a natural budbreak nearly three weeks before Gold3 and four weeks ahead of Hayward, it can trip up even the most experienced growers as buds, flowers and fruit may appear before anticipated and sometimes growers haven't completed all the planned orchard tasks especially before flowering.

The newsletter helps growers stay-on-track with Red19. It's sent fortnightly to readers from July to December and monthly in the first six months of the year. All growers, orchard managers and postharvest representatives can register for the newsletter here: <https://confirmsubscription.com/h/d/9A106109E8F2D639>. Subscribe or look through earlier issues at: Canopy > Zespri & The Kiwifruit Industry > Publications > Raising Red.

Kiwifruit



New Zealand

KNZ BOARD ELECTION

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

Colin Olesen's first 3-year term expires on 30 September 2021, and he will be standing for re-election for a second term.

The election timetable is:

2021 KNZ Director Election Timetable

Nominations open for Director Election	Monday, 26 July
Nominations close	Monday, 9 August
Voting poll opens	Monday, 30 August
Voting poll closes	Monday, 13 September

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

SAVE THE DATE!

AUG
5-6

2021 HORTICULTURE
CONFERENCE – 'RESILIENCE
AND RECOVERY'
MYSTERY CREEK - HAMILTON

Each year, HortNZ holds a conference to bring together growers and leading industry figures to celebrate the achievements of the industry, and look to what the future can hold.

The two-day conference will focus on the array of challenges and opportunities currently facing the industry in the COVID-19-affected world. A diverse range of speakers will provide perspective from New Zealand and overseas, industry and government. They will offer insight as the horticulture industry looks to 2022 and beyond. Find out more and register here: <https://conferences.co.nz/hortnz2021/>.

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