



**P3: FROM THE
MARKETS**



**P4: ZESPRI IN
THE COMMUNITY**



**P10: THE MONTH
AHEAD – OCTOBER**



**P12: FROM
THE FIELD**

COVID-19 TESTING IN CHINA

In late September, Zespri was informed that a small sample of our fruit in China had tested positive for COVID-19 during routine testing at a retailer. All subsequent tests have come back negative.

The affected fruit was packed in the Bay of Plenty in May, before being shipped from Tauranga on 16 August. There remains no community transmission of COVID-19 in the Bay of Plenty. Upon arrival in Shanghai, the fruit was tested by China customs and Zespri, and disinfected as per standard China customs protocols before being cleared and distributed. The positive result was picked up from fruit from a Zespri 'Club Z' second tier distributor in Yaohai District in Hefei, Anhui Province.

Zespri is taking this matter extremely seriously, and having rolled out emergency management plans, continues to actively co-operate with relevant government agencies to trace the product shipment. We have also been fully cooperating with the Shanghai Market Regulation Bureau to investigate where the fruit under investigation was sent.

While all subsequent investigative tests of the remaining fruit from the batch in stock have come back negative,

local authorities in areas where the fruit was distributed did take steps ranging from temporarily removing fruit from shelves through to testing customers who purchased fruit from the retail outlets where the affected batch was sold.

Zespri CEO Dan Mathieson says the New Zealand Government has been supporting Zespri and the industry, while constructive relationships have also helped us as we have moved through the situation.

"We have appreciated the level of supportive and constructive engagement we have received," says Dan.

"Our team in China is doing an incredible job to manage the situation and is working hard with our partners there to ensure that trust is maintained in Zespri, that our industry's robust health and food safety processes are understood and that any impact on sales is minimised.

"This is where our hard work around our health and safety and supply chain systems and the trust we have built in our brand is critical and we will continue to do everything we can to protect that and ensure we maintain our reputation for providing the world's highest-quality kiwifruit."

We are continuing to supply our fruit into China as normal.

This includes the unloading and distribution of shipments following the test. These shipments have followed the standard import process including testing for COVID-19 and disinfecting in accordance with China Customs processes. This is the same process all previous imports to China have followed.

"We do expect some challenges from Chinese consumers, and we are responding to these concerns directly, emphasising the robust health and safety processes in the industry, our commitment to quality and the highest standards and the series of negative results," says Dan.

"While some short-term impact is expected, we are encouraged by the response from Chinese consumers who have continued to show trust in us to provide the highest-quality, safe Zespri Kiwifruit. We will continue to emphasise the robust health and safety processes in the industry, our commitment to quality and the series of negative test results."

We will keep you updated as we go through the process.

COME ALONG TO OUR GROWER ROADSHOWS!

We're looking forward to seeing growers at our upcoming October and November Roadshows for an update on season progress, labour and planning for the 2022 season, 2022 licence release for Zespri SunGold and Red Kiwifruit, and the EPA review of Hi-Cane.

In order to ensure we can contact trace effectively, we are asking everyone who intends on joining us to register beforehand.

Please register here: <https://zesprievents.eventsair.com/grower-roadshow/october-grower-roadshow>

Note, if COVID-19 Alert Level restrictions make it prohibitive to hold these roadshows, these will be postponed. Numbers may also be required to be capped depending on the Alert Level at the time.

DATE	TIME	LOCATION
Tuesday 26 October	1pm - 3pm	Nelson Motueka Top 10 Holiday Park, 10 Fearon Street, Motueka
Wednesday 27 October	11am - 1pm	Kerikeri Turner Centre, 43 Cobham Drive, Kerikeri
Thursday 28 October	11am - 1pm	Whangārei Northland Events Centre, 51 Okara Dr, Whangārei Access via East Corporate Entrance
Friday 29 October	9am - 11am	Auckland Navigation Homes Stadium, Cnr Franklin Road & Stadium Drive, Pukekohe
	2.30pm - 4.30pm	Waikato Hidden Lake Hotel & Apartments, 34E Lake Street, Cambridge
Monday 1 November	8:30am - 10:30am	Hawke's Bay The Crown Hotel, Corner Bridge Street and Hardinge Road, Ahuriri, Napier
	4pm - 6pm	Gisborne Bushmere Arms Hotel, 673 Matawai Road, Waerengahika
Tuesday 2 November	9.30am - 11.30am	Ōpōtiki Ōpōtiki RSA, 103 Saint John Street, Ōpōtiki
	3pm - 5pm	Edgecumbe Matatā Rugby Club, 12 Division Street, Matatā
Wednesday 3 November	6pm - 8pm	Tauranga Zespri Offices, 400 Maunganui Road, Mount Maunganui
Thursday 4 November	1pm - 3pm	Katikati Fairview Golf Club, 34 Sharp Road, Aongatete
Friday 5 November	9.30am - 11.30am	Te Puke The Orchard Church, 20 Macloughlin Drive, Te Puke

NOTE:

The October issue of *Kiwiflier* will be published on **Wednesday 3 November**. This is to ensure November approved and December indicative progress rates are based off the latest market information.

HI-CANE UPDATE

On 30 September, the Environmental Protection Authority (EPA) released their recommendations on the use of Hi-Cane in New Zealand. The report is a part of the reassessment process and gives the opportunity for public consultation and is not a final outcome of Hi-Cane use. However, NZKGI recognises the EPA's recommendations would have a significant impact on the industry and is managing the process accordingly. The recommendations include:

- Hi-Cane being banned and phased out over a five-year period
- Tighter controls taking immediate effect (during the phase-out period). These include:
 - Introduction of buffer zones
 - Update of hazard classifications
 - A maximum application rate of 25kg ai/ha
 - Update to labelling and packaging

NZKGI will provide an overview of the recommendations and updates on this topic through the NZKGI Weekly Update and the NZKGI website.

NZKGI will consider the EPA's recommendations along with Zespri and will work with Māori Kiwifruit Growers on a response to ensure the best possible outcome for growers.

NZKGI will also be communicating to growers the options for the industry to provide feedback to the EPA as part of the consultation process. The EPA has reconfirmed since the release of the draft recommendations that they will reassess these in light of public feedback.

You can read more about the reassessment recommendations on the EPA website: <https://www.epa.govt.nz/database-search/hsno-application-register/view/APP203974>

For more information contact NZKGI Senior Policy Analyst, Sarah Cameron: sarah.cameron@nzkgi.org.nz

2022 SEASON PLANNING UPDATE

Labour challenges

The Kiwifruit Industry is continuing to plan for the 2022 season with the continued expectation of substantial labour shortages as a result of the COVID-19 pandemic.

The reduction of access to overseas seasonal workers is expected to result in a labour shortage of 6,500 people.

With an additional 10–15 million trays of fruit forecasted to be packed in 2022, these labour challenges will likely result in significant capacity constraints in the industry, which may lead to fruit quality issues.

The Kiwifruit Industry's 'Five-Point Action Plan'

The industry has been working through a Five-Point Action Plan, which has involved a review of the challenges faced during the 2021 season and identifying the main constraints expected for the 2022 season.

The plan focuses on what areas the industry can alter to reduce the impediments to harvest and smooth the fruit flow through the season to maximise the utilisation of labour available to the industry.

It is anticipated the proposed actions will be recommended to the IAC in October, with the exception of that relating to Size 39 Zespri SunGold Kiwifruit, which has been prioritised to have the decision by the end of September.

Our Five-Point Action Plan includes:



1. Period 1 Procurement – review of procurement principles to identify opportunity to procure more fruit earlier to fill unutilised packing capacity in Weeks 13, 14 and 15.



2. Review Bulk Pack Mix – Review of proportion of bulk versus layered packing and phasing during the season to maximise labour resources through packing sheds.



3. Taste and Maturity Clearance Systems – Review of Taste Zespri programme and Maturity Clearance Systems to identify adjustments which can assist with the harvest decisions made by growers to smooth the flow of fruit.



4. Size 39 Zespri SunGold Kiwifruit – Identify and remove impediments to harvest presented by Size 39 Zespri SunGold Kiwifruit.



5. Shipping schedule – Review of shipping commitments by Zespri to relieve pressure on Post-harvest coolstore capacity.

Size 39 Zespri SunGold Kiwifruit

Zespri has undertaken a review of the 2021 season which has shown that Size 39 Zespri SunGold Kiwifruit presented an impediment to harvest as a result of a reasonable amount of growers deciding to hold off harvest. This caused delays, and as a result, Mainpack packing was more congested. This contributed to a detrimental impact on fruit quality with softening of large size fruit.

The IAC have agreed to the following two adjustments to Size 39 Zespri SunGold Kiwifruit ahead of the 2022 season:

- **Adjusting the weight band for Size 39, 36 and 33 Zespri SunGold Kiwifruit** – this will allow approximately 45 per cent of Size 39 fruit to move into Size 36, and will reduce the proportion of the crop in Size 39. The larger fruit which has moved from Size 39 into Size 36 will need to clear the MTS for Size 36, which is lower than the MTS for Size 39.
- **Moving Size 39 Zespri SunGold Kiwifruit to Non Standard Supply for the 2022 and 2023 season** – In order to provide a clear signal to growers that on-orchard practices should be amended to reduce the amount of Size 39 Zespri SunGold Kiwifruit grown and reduce impediments to harvest, as well as factor in the limited market demand Zespri has signalled, Size 39 Zespri SunGold Kiwifruit have been made Non Standard Supply for 2022 and 2023. Full detail on this will be provided in the October issue of *Kiwiflier*.

Next steps

Discussions will continue within the industry in the coming month, including at both ISG, NZKGI Forum and IAC meetings, with a view to reaching industry agreement on potential changes for the 2022 season by the IAC meeting in October.

2021 HAIL COMPENSATION – GOLD3

On Boxing Day 2020, a significant hail event in Nelson resulted in 2.97 million trays of fruit being lost in the region. The damage caused by this devastating event was well in excess of the Gold3 Hail Insurance Policy limit of \$7 million, which has resulted in affected growers' recovery values being pro-rated down from \$9.00 to \$3.11, or 35 percent of the anticipated original insured value.

The Industry Advisory Council (IAC), which is made up of representatives from NZKGI, suppliers and Zespri, has approved a retrospective top-up payment to be made to the hail fund, to be funded through a per tray deduction on Gold3 conventional trays. IAC have agreed that the deduction of 3.3 cents per tray from each grower in the Gold3 Conventional Pool will be contributed to top-up the hail fund, unless each Grower has provided notice to Zespri that they wish to opt out of participating in the top-up fund, or their post-harvest operator has provided notice as an agent for that grower, by 20 October 2021.

Zespri has worked through how to facilitate the Grower opt-out notice with post-harvest entities. Onwards, Zespri has sent out an email to all Gold3 Conventional growers from the 27 September onwards to obtain each grower's response, in regard to whether they wish to opt out or not. The email contains an online notice option, which provides an easy mechanism for growers to electronically indicate whether they wish to contribute to the hail fund or not. The email is personalised to each Gold 3 Conventional grower. By clicking the 'START THE SURVEY' button at the bottom of your email, you are taken to the online response tool where you will be

asked to respond and submit your option. All responses will be returned directly to Zespri. A small number of growers who do not have an email address listed against the titleholder account will be receiving their notification via post. If you have not received an email and think you should, please contact our Grower Support Services Team on 0800 155 355 and we will verify the correct email or titleholder account for your grower number.

Zespri is seeking notice by close of business on **20 October 2021**. Zespri will advise each post-harvest entity of the preferences of its growers, and will deduct the contribution from the November progress payment for all growers who have not notified Zespri that they wish to opt out of the contribution.

The intention of the process is for each grower to have their own view on whether they wish to support the Nelson growers. In some cases, post-harvest suppliers may have legal powers as an agent of the grower under their applicable Supply Agreement to opt a grower out of the contribution. While Zespri will be required to recognise this agency where there is a legal standing, it is encouraged that all growers take the opportunity to express their preference with respect to the contribution, to enable discussion with their post-harvest entity. If you are unsure of whether the post-harvest agency arrangement applies to you, please check with your post-harvest representative. Zespri encourages growers to have their own say on whether they wish to support the industry hail top-up fund. If you have any questions on this, please contact the Grower Support Services Team on 0800 155 355, or your post-harvest representative.

Note: The option to respond is done via an online feedback tool so Zespri is able to receive and collate all responses. The email was sent from the Zespri Insurance Team using the "getfeedback" tool. The email address itself may appear different to our usual email addresses, however this is not spam and a response is required from each Gold3 Conventional Grower. The subject line in the email sent is '2021 Gold 3 Hail Contribution'. If you are a Gold3 Conventional Grower who submitted fruit for the 2021 season and you have not received an email, please call the Zespri Grower Support Services Team on 0800 155 355.

2021 ZESPRI HORTICULTURAL SCHOLARSHIPS: APPLY NOW!

Applications are still open for the 2021 Zespri Horticultural Scholarships. These scholarships are available to students already enrolled in tertiary study, who have successfully completed, or are currently completing, their first year of study.

The scholarships aim to support studies towards a career in the horticulture industry, and could include degrees in science, management, marketing or business.

Applications close at 5pm on 15 October 2021 and must be submitted by email to scholarships@zespri.com.

For more information and to download the application form, visit www.zespri.com/en-NZ/hort-scholarship.

PROMOTING FREE TRADE IN ASIA PACIFIC

Zespri CEO Dan Mathieson was a keynote speaker at the RCEP Economic and Trade Cooperation Business Summit in Nanning, Guangxi, recently.

RCEP is the Regional Comprehensive Economic Partnership, a trade agreement between 15 economies in the Asia Pacific region that New Zealand signed up to in 2020. RCEP's total population, economic volume, and trade all account for about 30 percent of the world.

The event coincided with the 18th China-ASEAN Expo and China-ASEAN Business and Investment Summit, which was welcomed in a letter from China's President Xi Jinping. China is willing to strengthen strategic mutual trust with ASEAN, deepen cooperation in fighting the pandemic, economy, trade

and other areas, and promote the early coming into force and implementation of RCEP, he said.

Dan contributed to the summit with a pre-recorded speech, with Zespri the only foreign company invited to speak at the event, among various business and industry associations.

In his address, Dan said: "As a New Zealand exporter and the world's largest marketer of kiwifruit, we're incredibly supportive of efforts to promote stronger international trading ties. And we know New Zealand and China are strong advocates, with our bilateral FTA among the most comprehensive in the world. An agreement like RCEP, which when it comes into force will be the world's largest free trade agreement, has us very excited because of both the intent it shows and the benefits it delivers."



Zespri CEO, Dan Mathieson.



FROM THE MARKETS

MARKET SIGNALS REMAIN STRONG

Despite a challenging season, market demand remains positive, following the Northern Hemisphere summer fruit period.

Overall, more than 74 percent of fruit has been delivered in market with Zespri SunGold Kiwifruit sitting at 82 percent delivered and Zespri Green Kiwifruit at 64 percent.

Zespri Chief Market Performance Officer Linda Mills says in particular, the teams are seeing a good uplift ahead of the mid-autumn festival period which is a key holiday and gifting occasion in Greater China.

“Nonetheless, our teams are mindful that the seasonal conditions have been challenging and maintaining high fruit

quality is important. We continue to work hard to ensure a good consumer experience,” says Linda.

Marketing activity continues to keep Zespri top of mind for consumers to maintain loyalty for repeat purchase and to create demand by attracting new consumers to try our great products, or encourage lapsed consumers back to choosing Zespri Kiwifruit.

Demand is also being created with our new look in-store activations that have been trialed this season as a result of our Sales Excellence team initiatives.

“We have received really positive feedback from the customers with whom we did the trials in France, and we await updates from other trial markets as they evaluate the results.”

Fruit delivered in-market as at 28 September 2021

Zespri SunGold Kiwifruit:



Zespri Green Kiwifruit:



Total Zespri Kiwifruit delivered:



Malaysia

Metal cut and scoop spoon giveaway is back!

Our team in Malaysia has brought back the ever-popular metal cut and scoop spoon, following a successful gift-with-purchase promotional campaign last season which garnered 23 percent higher sales.

This year's campaign aims to drive a further 25 percent of incremental sales with these on-pack premiums. Given the campaign's success in Malaysia last season, a similar campaign rolled out in Indonesia last month, where it's expected to achieve 60 percent in incremental sales.



Australia

Kiwi Brothers TVC and digital campaign hits new heights

Our ever-popular Kiwi Brothers campaign in Australia has just concluded, reaching a whopping 8.2 million viewers via television. In addition, the digital arm of the campaign secured close to 16,000,000 impressions on YouTube, and more than 6,000,000 impressions across social media.



Singapore

Kiwi Brothers do it again!

Our digital advertising campaign featuring the Kiwi Brothers concluded on 22 August reaching a cumulative 11.2 million people and achieving more than 37 percent over the set KPI.

The campaign highlighted important key messages such as: “A Kiwifruit can fulfil 100% of your daily Vitamin C” and “softer is sweeter”, as well as sharing tips to quicken ripening, including placing it next to apples and bananas after purchase.



Germany

Zespri Kiwifruit a favourite at Muddy Angel Run

Zespri is the main sponsor of Germany's Muddy Angel Run, which included 10 events taking place across the nation's major cities.

The Muddy Angel event is 5km run with muddy hurdles. It is Europe's number one muddy run event targeting active, open-minded women. The event included displays of Zespri-branded event material, a slide, and a dedicated Zespri stand with kiwifruit sampling to promote the benefits of our great tasting fruit.

This year, the Muddy Angel Run team also launched the Xletix Kids Runs where Zespri sponsored two events. Families enjoyed 1km or 3km running events with muddy hurdles — as well as getting to sample our kiwifruit.



Spain

Top of the pop-ups

In September, the team in Spain opened a Zespri pop-up stand in Madrid's top Carrefour store for sales.

Consumers were able to sample and buy our delicious kiwifruit. Around 7,000 Zespri SunGold Kiwifruit samples were given out in a beautiful butterfly box with a spife during the first week. Each consumer provided feedback through a survey in the Sampla App to measure sales, brand performance and insights.

Zespri is the first fruit brand in Spain to have a combined sampling-sales activity in a branded pop-up store.



Japan

'Kiwi Day'

Vibrant displays of Zespri Kiwifruit could be seen in Japan's retail stores on 'Kiwifruit Day', celebrated on 1 September.

Customers visiting premium fruit shop 'Takano' from 1 September could also purchase some special kiwifruit dessert creations.



US

Zespri Kiwifruit keeps soaring

In August, Kiwifruit jumped to fourth place in the fastest growing fruit segment in the US. It is also one of 10 fruit segments to show positive growth in volume versus last year, with Zespri SunGold Kiwifruit driving the majority of growth (+54 percent in dollar sales). Well done US team!





ZESPRI IN THE COMMUNITY

Zespri Young and Healthy Virtual Adventure kicks off in October!

There's less than a month to go before this year's Zespri Young and Healthy Virtual Adventure begins, and with more students participating from across kiwifruit-growing regions compared to last year, we can't wait for students to learn and track their daily healthy habits.

Virtual Adventure creator Kim Harvey is counting down the days until the adventure opens and tamariki can design their avatars.

"I'm delighted another 20,000 tamariki can participate in the Virtual Adventure this year — embedding valuable healthy habits like caring for their mental wellbeing,

drinking enough water, learning about how nutritious foods can support their mental and physical health and getting great sleep," says Kim.

"With its online platform, the Virtual Adventure is perfect for tamariki to participate no matter the Alert Level, and we'll be supplying plenty of tips for whānau to get involved this year too!"

The Adventure begins on Wednesday 27 October with inspiring ASICS Ambassadors Kane Williamson, Ardie Savea, Amelarianne Ekenasio and Samantha Charlton lending a hand to support this year's 'travellers'.



Getting kiwifruit to those in need

The New Zealand Food Network plays an important role in supporting communities around New Zealand.

The team works with food producers, manufacturers and wholesalers to get bulk, surplus food to those who need it most, like food rescue organisations, charities and iwi.

Zespri joined the New Zealand Food Network as a donor and to date we've shared nearly 25,000kg of fresh fruit – or 27 pallets. We're proud to support the network and help those in need access our fresh, healthy fruit.

Check out four pallets of Zespri Green Kiwifruit arriving at the New Zealand Food Network's Auckland and Christchurch distribution centres in September.



Korea: more than 800 boxes of Zespri Kiwifruit donated

850 boxes of kiwifruit were donated to World Vision Korea, ensuring those in need received a healthy boost of Vitamin C.



United States: No Kid Hungry campaign

As children in the US head back to school in the wake of COVID-19, one in six kids are still living with hunger.

In an effort to ensure every child in every community has access to the food they need to thrive, No Kid Hungry — a national campaign to end childhood hunger in America — is uniting its corporate partners (that's us!) and the general public to help rebuild a brighter future for kids.

From now through to 8 October, No Kid Hungry is launching its 'Rebuilding' campaign to bring attention to how the work of feeding children is a critical part of the recovery from the pandemic, and the many ways individuals can get involved and do their part to ensure no child is faced with hunger.

Zespri is proud to partner with No Kid Hungry and to support this fall campaign by asking our community to join the effort and #RebuildWith Zespri SunGold Kiwifruit. In addition to a monetary donation, we are amplifying No Kid Hungry messages on our own social channels and partnering with a local influencer to tap into new audiences.

Additionally, for every hashtag #RebuildWith followed by Zespri SunGold Kiwifruit shared on social we will donate \$1 to No Kid Hungry, up to \$10,000. That can support up to 100,000 meals! Help us spread the word by sharing #RebuildWith Zespri SunGold Kiwifruit on social or donate here: <https://www.nokidhungry.org/rebuild>



SAVE THE DATE:



EXPORTNZ'S 50TH ANNIVERSARY IN TAURANGA

REGISTER NOW:

Join us in celebrating ExportNZ's 50th anniversary in the Bay of Plenty

Friday 19 November 2021 | 6.30pm – 9pm
Zespri International Ltd, 400 Maunganui Road, Mt Maunganui (dependent on COVID-19 Alert Level restrictions)

ExportNZ has been going for 50 years strong in 2021 and we've partnered with Zespri to celebrate this golden milestone.

We'll gather our past award winners along with Aotearoa's most ambitious and emerging export leaders on Friday 19 November at Zespri International, Mt Maunganui. Make sure to register now and be a part of our community celebration of this amazing journey!

Register here: <https://www.exportnz.org.nz/training-and-events/bay-of-plenty-events/exportnz-50th-celebration-bay-of-plenty>



FOOD SAFETY SYMPOSIUM

Date: Friday 19 November
Venue: Trustpower Baypark - 81 Truman Lane, Mount Maunganui
Price: \$50 per person
Time: 9am to 3pm, followed by networking

Following on from the successful Symposium held in November 2019, the Kiwifruit Food Safety Group (KFSG) will host another event bringing together people from the kiwifruit industry to hear from subject matter experts in areas such as Product Security, Foreign Matter Contamination, Notifiable Disease, Root Cause Analysis and Food Safety Culture.

Register here: <https://zesprievents.eventsair.com/food-safety-symposium-2021/foodsafetysymposium2021>

Full programme to follow.

KidsCan stepping up for families during lockdown



KidsCan works incredibly hard to make sure Kiwi kids don't go without the support and essentials they need to participate in learning.

With schools closed due to the COVID-19 lockdown in New Zealand, the food normally provided to up to 40,000 children was unable to get to them. To help, KidsCan launched an urgent appeal to deliver food parcels to families in communities most affected by COVID-19. Generous New Zealanders and businesses were quick to support the appeal, and KidsCan CEO Julie Chapman says enough money has been raised for 6,000 food parcels.

"The families receiving these parcels have been overwhelmed by the sheer amount of nutritious food provided, and by the kindness of strangers," says Julie.

"They have sent beautiful messages of gratitude thanking everyone for caring. Thank you to the Zespri team for your continued support — you have made a real difference."

As part of Zespri's commitment to make positive contributions to our communities, we're proud to partner with KidsCan and to have supported those in need through the appeal.



ZESPRI GLOBAL SUPPLY UPDATE

SPOTLIGHT ON OUR GROWERS IN KOREA

As a global supplier of kiwifruit, Zespri supplies 180 million trays of kiwifruit globally from 4,300 orchards in New Zealand, France, Italy, Korea and Japan.

With an increase in domestic demand in Korea, orchard area and projected yields are seeing rapid growth. This year's annual production volume is expected to be more than 600,000 trays, up 10 percent on last year.

Korea is actively expanding local Zespri SunGold Kiwifruit production to fill the customer demand in the New Zealand off-season.

Recently, a promotional video was prepared to demonstrate the opportunities for new and existing growers to expand Zespri SunGold Kiwifruit planting in Korea. Through interviews with Zespri Korean growers on Jeju Island, the video includes an explanation of Zespri's history, vision and systems, and grower training.

Want to see how kiwifruit is grown in Korea?

Check out the video on Zespri Kiwifruit in Korea here to find out more about our operations in this part of the world, and what some of our growers in the region have to say about their experience: <https://youtu.be/8sTjCRO5F2M>. Or, scan the QR code here:



Here's a timeline of our Kiwifruit's journey in Korea to date:

- 2004** Zespri Kiwifruit seedlings first planted on Jeju
- 2006** First harvest of Zespri Kiwifruit
- 2012** Zespri SunGold Kiwifruit first cultivated
- 2014** Zespri Korea achieves GDP Kiwifruit production of 888,888 trays
- 2018** Zespri Fresh Produce Korea established to manage Zespri Global Supply for Korea
- 2021** 494 planted orchards (214 currently producing), 3 packhouses



(L-R) Zespri Korea Growers Hyangrang Kim, Meyongil Oh, and Hengpyo Hong.

NEW ORCHARD IN JAPAN ON TRACK FOR FIRST HARVEST

A new orchard growing Zespri SunGold Kiwifruit in Japan is on track for its first harvest in 2022.

Located in Mie prefecture, the 7.3 hectare site was planted by our Japanese growing partners, Asai Nurseries, in March 2020.

The style of growing in this orchard in Japan is very similar to that of growers in New Zealand, and teams on the ground work closely with New Zealand contractors to ensure healthy vines and great-tasting kiwifruit. The overhead netting was manufactured by New Zealand's NetPro in early 2021.

The orchard stems from a partnership between Asai Nurseries and Zespri which started in 2019 to consolidate the land and achieve scale. However, there were some delays getting it off the ground due to the COVID-19 pandemic.

The new orchard joins a pool of approved Zespri SunGold Kiwifruit nurseries in Japan, which has seen rapid improvements in the quality of nursery plants over the years.



The 7.3 hectare orchard will see the first harvest of Zespri SunGold Kiwifruit in 2022.



The ground preparation includes breaking up the clay pan which sits at 1.5m to improve drainage in the orchard, and prevent Kiwifruit Vine Decline Syndrome (KVDS).

NEW ZESPRI SUNGOLD KIWIFRUIT DEVELOPMENT ON THE WAY IN ITALY!

Agriculture investment company IDeA Agro, in partnership with Agrintesa Cooperativa Agricola, have broken ground on a new kiwifruit development of 110 hectares of Zespri SunGold Kiwifruit in Aprilia, Latina (Italy).

Agrintesa is one of the four partners that Zespri works with to grow Zespri SunGold Kiwifruit in Italy.

A further 60 hectares of existing Zespri Green orchards will also form part of this new partnership.

Zespri Executive Officer for Northern Hemisphere Supply, Nick Kirton, says that developments

such as this are important for Zespri's Global Supply Strategy.

"We're excited to see this new orchard take shape, as we look to grow to meet demand for supply of great tasting Zespri Kiwifruit all 12 months of the year," says Nick.

Orchard development is underway now in preparation for planting in 2022.

Stay tuned for more updates and photos as this exciting new development progresses.



Updates from our Pre-harvest Team



ZESPRI PRE-HARVEST ASSURANCE TEAM: WHAT WE DO

The Pre-harvest Assurance Team has seen significant changes over the past 12 months, as the need for development and improvements grows to keep up with changes in market and customer expectations, as well as regulatory changes here in New Zealand.

Next year, a new version of GLOBALG.A.P. (V6) is being launched which will see more emphasis on sustainable growing practices. The ZespriGAP programme is also undergoing a Five-Year GAP Refresh Project, which kicked off earlier this year.

The Pre-harvest Assurance Team looks after protecting the integrity of the Zespri brand by providing fit-for-purpose assurance programmes and supporting sustainable good agricultural practices. We do this through three core functions:

1. Working with our stakeholders to understand and translate our market, customer and regulatory requirements as they relate to on-orchard practices
2. Managing these requirements within assurance programmes that deliver to our stakeholders' expectations
3. Ensuring compliance to the requirements of programmes through audit and monitoring.

Growers will already be familiar with these programmes, most of which are part of our assurance programme, GLOBALG.A.P., that covers all things relating to good agricultural practice. Key to the success of the GAP programme are:

1. **The Contractor CAV Programme:** ensures contractors supplying services in the kiwifruit industry are operating to the good agricultural practice requirements, including a focus on labour compliance.
2. **The Crop Protection Programme:** supports the use and application of agrichemicals. As part of this programme, we manage the *Spray Diary* system – a valuable tool to both ensure compliance and inform crop protection decisions for the industry.

3. **The Residue Assurance Programme:** works to ensure products meet destination market allowable residue limit (MRLs) based on residue results.

The team also manage the Organic Certification Programme on behalf of organic growers. This programme ensures that we meet the certification requirements needed to export organic Zespri Kiwifruit to our customers around the world. In addition to the standard market access requirements, organic growers, packers and Zespri need to meet the regulatory requirements for growing, packing and exporting organic fruit. Requirements vary from country to country.

We work with the industry to ensure we maintain our social licence to grow kiwifruit in our local communities in New Zealand and in our growing regions around the world. Here in New Zealand, regulatory recognition for GAP certification programmes and their functions has become of critical importance.

We've been working to ensure we maintain an efficient GAP programme that serves to meet both market and regulatory expectations, while remaining tailored for kiwifruit growers.

Our ultimate goal is to ensure the best outcomes for our people, product and environment. Part of this work also aims to reduce audit duplication and cost for growers.

Examples of regulatory and GAP programme overlaps are:

- **Food Act 2014:** GLOBALG.A.P. is recognised for registering growers, audit and reporting under a Section 40 template food control plan.
- **RMA Part 9A Freshwater Farm Plans:** currently under review.
- **Climate Change Response Act (He Waka Eke Noa Primary Sector Partnership):** currently under review.

Keep an eye on the 'Pre-harvest update' section of future editions of *Kiwiflier* for an introduction to the people behind our assurance programmes and more detail on what they do. In the meantime, if you have any questions get in touch with the Pre-harvest Team at preharvest@zespri.com.

SPRING PSA MANAGEMENT

Spring is a very high-risk time for Psa-V, so it's important to use cultural controls and products with different modes of action such as AureoGold (a bio-bactericide) and Actigard (an elicitor). Note, there are some limitations affecting product choice, such as CPPU is not permitted on Gold3 or Red19 varieties, biologicals may suit lower risk sites and bactericides may suit high-risk sites, but product use should always be integrated where possible.

Zespri is working to reduce industry reliance on bactericides and has limited the number of allowed applications.

Please refer to the Kasumin® and KeyStrepto™ User Guides, which are available on Canopy.



UPDATE TO FERTILISER RECORDING REQUIREMENTS UNDER ZESPRI GAP

There have been changes to requirements under Zespri GAP relating to the provision of fertiliser data to Zespri.

At the start of this season, changes to the Zespri GAP programme made it mandatory to enter records of fertiliser applications in the Zespri fertiliser diary. It was already mandatory to keep a record of this information (including product, rate and location of application), however use of the diary was not required.

There is an increasing need for Zespri to have access to accurate and complete fertiliser records in a readily available format, in order to respond to requests and react to issues with regulators. Zespri is working closely with NZKGI to support the industry in keeping up to date with a rapidly changing regulatory environment, such as proposed requirements for Farm Environment Plans and Fresh Water Farm Plans, and having accurate information on fertiliser practices is key to this engagement. Collecting the data for these reasons is still critical.

Improvements were made to the Fertiliser Diary last season in response to feedback from industry. However, some challenges remain, particularly for those entities managing multiple KPINs and different varieties. Key issues include the inability to bulk upload data due to fertiliser blends being tailored across the industry. These practical issues have made it difficult for some growers and management companies to fulfill the Zespri GAP requirement to enter fertiliser data into the Zespri system through the Zespri Fertiliser Diary.

We acknowledge these difficulties and have made a decision that application of soil applied fertiliser use through the Zespri Fertiliser Diary will not be mandatory this season and will not be classified as such for GAP audits.

All growers and management companies are still required to maintain their own records of soil applied fertiliser to meet Zespri GAP requirements. Growers that are able to, including those that used the tool last season, are still encouraged to record data in the Zespri Fertiliser Diary and provide feedback where possible. It is a simple way to record fertiliser inputs and provides the opportunity for Zespri to better understand the use of fertiliser in the industry. In addition, Zespri will use trial orchards and pilot sites to gather insights.

Our goal remains to develop an accurate database of fertiliser use that is ready for inputs from the 2023 season.

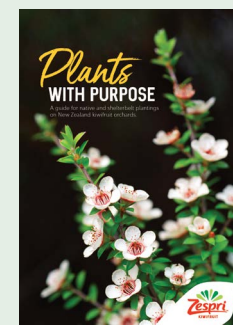
We are currently in the process of reviewing our systems through the Grower Enablement workstream of the Horizon Programme. Horizon is aimed at updating our systems to futureproof our ability to deliver fruit to market and returns back to growers, as well as to provide improved tools and support to growers.

Once developed, this system will enable us to develop a clearer picture of soil fertiliser use across the industry in order to fulfill our regulatory reporting requirements, protect our brand, and develop more sustainable growing practices. We will be reaching out to growers and Management System Owners as we go through the design and implementation process.

If you would like to discuss this issue further with us, please contact Melanie Walker (melanie.walker@zespri.com), or one of the Zespri Grower Liaison Managers (contact details are on page 12 of this issue of *Kiwiflier*).

PLANTS WITH PURPOSE

– NATIVE AND SHELTERBELT PLANTING GUIDE FOR KIWIFRUIT ORCHARDS



From replacing weed-infested areas or attracting pollinators, to helping care for water quality; native plants can bring a range of benefits to non-productive orchard areas.

If you've been thinking about a native or shelterbelt planting project for your orchard, now's a great time to start planning so you can plant next winter.

For many kiwifruit growers, the biggest challenge is knowing what species to plant to achieve their goals and avoid orchard risks, so we've compiled a new planting guide to help with that.

Find the digital version on Canopy on the Sustainability page (Canopy > Zespri & The Kiwifruit Industry > About Zespri > Sustainability) or email extension@zespri.com to request a digital or printed copy.

2021/22 PROGRESS PAYMENTS FOR OCTOBER AND NOVEMBER

CLASS 1 - APPROVED PROGRESS PAYMENT 15 OCTOBER 2021	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.14	\$0.35	\$0.35	\$0.05	\$0.10	\$0.10	\$0.05
Zespri Organic Green	\$0.33	\$0.90	\$0.75	\$0.70	\$0.05	\$0.05	\$0.10
Zespri Gold3	\$0.79	\$0.60	\$0.55	\$1.30	\$0.80	\$0.05	No supply
Zespri Organic Gold3	\$1.02	\$0.40	\$1.10	\$1.40	\$1.15	\$1.00	No supply
Zespri Green14	\$0.05	No payment	No payment	\$0.05	\$0.05	\$0.05	\$0.05

CLASS 1 - INDICATIVE PROGRESS PAYMENT 15 NOVEMBER 2021	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.08	\$0.10	\$0.10	\$0.10	\$0.05	\$0.05	\$0.05
Zespri Organic Green	\$0.41	\$0.70	\$0.65	\$0.70	\$0.25	\$0.25	\$0.10
Zespri Gold3	\$0.15	\$0.05	\$0.05	\$0.30	\$0.30	\$0.20	No supply
Zespri Organic Gold3	\$0.33	\$0.20	\$0.30	\$0.40	\$0.50	\$0.45	No supply
Zespri Green14	\$0.05	No payment	No payment	\$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.

October 2021 approved progress payments on Net Submit trays

Approved per tray progress payments for 15 October 2021:

Class 1	
Zespri Green	\$0.14
Zespri Organic Green	\$0.33
Zespri Gold3	\$0.79
Zespri Organic Gold3	\$1.02
Zespri Green14	\$0.05

November 2021 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 15 November 2021:

Class 1	
Zespri Green	\$0.08
Zespri Organic Green	\$0.41
Zespri Gold3	\$0.15
Zespri Organic Gold3	\$0.33
Zespri Green14	\$0.05

SHARE BRIEFS

As at 21 September 2021, the last Zespri share price trade was \$10.20 traded on 20 September. There were four buyers at \$10.18, \$10.10 and \$10.00. There were five sellers at \$10.22, \$10.25, \$10.30 and \$11.00.

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

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

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 October, there are a total of 7,304 dry shares as of 21 September 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 October, there are no excess shares that are required to be sold as of 21 September 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 September 2021.

Quote Line at Tuesday 21 September as at 11:15am						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	10.18	10.22	10.20	0.00	0.00	0

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	5,000	10.180	10.220	5,000	1
1	2,000	10.100	10.250	2,000	1
1	5,000	10.000	10.300	10,000	1
1	5,000	10.000	10.300	10,000	1
			11.000	15,000	1

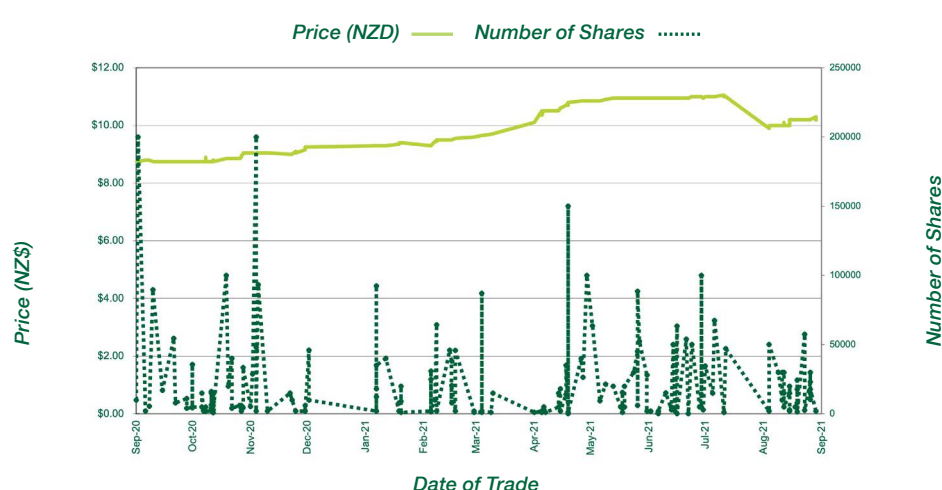
Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
20/09/2021	2,000	\$10.30	20,600.000
20/09/2021	2,000	\$10.20	20,400.000
17/09/2021	23,000	\$10.20	234,600.000
17/09/2021	30,000	\$10.20	306,000.000
17/09/2021	10,260	\$10.20	104,652.000
17/09/2021	30,000	\$10.20	306,000.000
17/09/2021	15,000	\$10.20	153,000.000
17/09/2021	17,740	\$10.20	180,948.000
14/09/2021	57,500	\$10.20	586,500.000
14/09/2021	2,500	\$10.20	25,500.000

Director share trading

For the month of September (as at 21 September), there were no shares traded by entities associated with Zespri Directors. See 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 SEPTEMBER 2020 TO 21 SEPTEMBER 2021



CLASS 1 FRUIT AND SERVICE PAYMENTS AND TIMINGS

(INCLUDING LOYALTY PREMIUM)

The following charts show when Fruit and Service Payments (including Loyalty) are made throughout the season (to two decimal points).

Actual payments made YTD are above the dotted line with the average amount paid.

Payments yet to be made are indicated below the dotted line.

- Submit is paid in the early months when fruit is submitted into inventory.
- Pack and Time, KiwiStart and Taste Zespri are paid on FOBS, i.e., when fruit is shipped. Some of the Supplier Accountability payments are subject to SLA terms.
- Progress will be paid in the remaining months at levels subject to Zespri Management approval.
- Average payments per TE are based on the 2021/22 August 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.

ZESPRI GOLD3 SEPTEMBER								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$3.30	\$0.09					\$3.39	21%
May-21		\$0.10	\$0.00				\$3.49	22%
Jun-21		\$0.13					\$3.62	23%
Jul-21		\$0.08	\$0.00	\$1.16	\$1.50		\$6.36	40%
Aug-21		\$0.13	\$0.47	\$1.50	\$0.05		\$8.51	54%
Sep-21		\$0.38	\$0.01	\$1.38	\$0.04		\$10.32	65%
Oct-21					\$0.79			
Nov-21					\$0.15			
Dec-21								93%
Jan-22						\$0.10		
Feb-22								
Mar-22								98%
Apr-22								
May-22								
Jun-22						\$0.20		100%
Paid YTD	\$3.30	\$0.91	\$0.48	\$4.04	\$1.59	\$0.00	\$10.32	
Balance to pay	\$0.00	\$0.58	\$0.48	\$1.76	\$2.38	\$0.30	\$5.51	

Total fruit and service payments - 2021/22 Forecast \$15.83

ZESPRI ORGANIC GOLD3 SEPTEMBER								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$3.30	\$0.04					\$3.34	20%
May-21		\$0.10					\$3.44	20%
Jun-21		\$0.10					\$3.54	21%
Jul-21		\$0.10		\$1.54	\$0.38		\$5.56	33%
Aug-21		\$0.28	\$0.33	\$2.32	\$0.02		\$8.52	50%
Sep-21		\$0.39	\$0.01	\$1.69	\$0.36		\$10.97	65%
Oct-21					\$1.02			
Nov-21					\$0.33			
Dec-21								93%
Jan-22						\$0.10		
Feb-22								
Mar-22								98%
Apr-22								
May-22								
Jun-22						\$0.20		100%
Paid YTD	\$3.30	\$1.00	\$0.34	\$5.56	\$0.77	\$0.00	\$10.97	
Balance to pay	\$0.00	\$0.35	\$0.31	\$1.97	\$2.99	\$0.30	\$5.92	

Total fruit and service payments - 2021/22 Forecast \$16.89

ZESPRI GREEN SEPTEMBER								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$2.44	\$0.01					\$2.45	24%
May-21		\$0.06					\$2.51	25%
Jun-21		\$0.05					\$2.56	26%
Jul-21		\$0.05		\$0.43	\$0.87		\$3.90	39%
Aug-21		\$0.11	\$0.27	\$0.69	\$0.05		\$5.02	50%
Sep-21		\$0.21	\$0.01	\$0.68	\$0.05		\$5.97	60%
Oct-21					\$0.14			
Nov-21					\$0.08			
Dec-21								91%
Jan-22						\$0.10		
Feb-22								
Mar-22								96%
Apr-22								
May-22								
Jun-22						\$0.20		100%
Paid YTD	\$2.44	\$0.48	\$0.28	\$1.80	\$0.97	\$0.00	\$5.97	
Balance to pay	\$0.00	\$0.85	\$0.29	\$1.39	\$1.21	\$0.30	\$4.04	

Total fruit and service payments - 2021/22 Forecast \$10.01

ZESPRI ORGANIC GREEN SEPTEMBER								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$2.45						\$2.45	19%
May-21		\$0.04					\$2.49	19%
Jun-21		\$0.01					\$2.50	19%
Jul-21		\$0.04		\$0.65	\$1.86		\$5.04	39%
Aug-21		\$0.08	\$0.42	\$1.03	\$0.05		\$6.63	51%
Sep-21		\$0.17	\$0.00	\$1.17	\$0.05		\$8.01	62%
Oct-21					\$0.33			
Nov-21					\$0.41			
Dec-21								91%
Jan-22						\$0.10		
Feb-22								
Mar-22								97%
Apr-22								
May-22								
Jun-22						\$0.20		100%
Paid YTD	\$2.45	\$0.35	\$0.42	\$2.85	\$1.95	\$0.00	\$8.01	
Balance to pay	\$0.00	\$0.44	\$0.44	\$1.78	\$1.95	\$0.30	\$4.91	

Total fruit and service payments - 2021/22 Forecast \$12.92

ZESPRI GREEN14 SEPTEMBER								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$2.80						\$2.80	23%
May-21							\$2.80	23%
Jun-21							\$2.80	23%
Jul-21				\$1.26	\$1.62		\$5.69	48%
Aug-21			-\$0.12	\$1.28	\$0.05		\$6.89	58%
Sep-21			\$0.06	\$0.51	\$0.74		\$8.20	69%
Oct-21					\$0.05			
Nov-21					\$0.05			
Dec-21								84%
Jan-22						\$0.10		
Feb-22								
Mar-22								96%
Apr-22								
May-22								
Jun-22						\$0.20		100%
Paid YTD	\$2.80	\$0.00	-\$0.06	\$3.05	\$2.42	\$0.00	\$8.20	
Balance to pay	\$0.00	\$0.00	\$0.58	\$0.76	\$2.13	\$0.30	\$3.77	

Total fruit and service payments - 2021/22 Forecast \$11.97

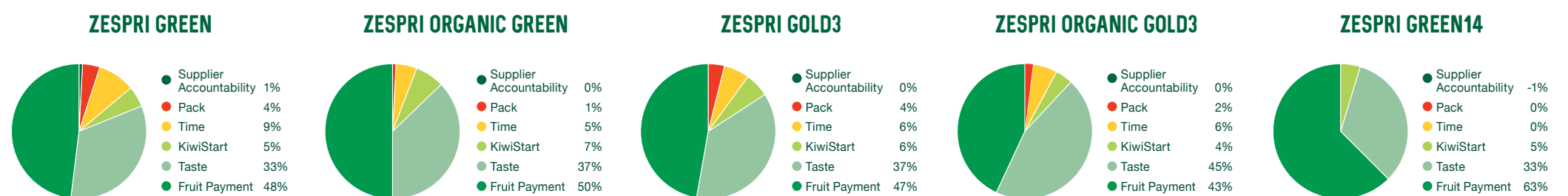
Note 1: The submit and progress payments detailed in the tables are based on net submit trays.

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

Note 2: Rates per TE of \$0.00 have values of less than \$0.005.

2021/22 SEASON GROWER PAYMENT PORTIONS – TOTAL FRUIT AND SERVICE PAYMENTS

2021/22 AUGUST FORECAST



Does not include loyalty.

WANT TO BUY ZESPRI SHARES?

There are two ways to trade – on-market through unlisted securities exchange, or off-market.

Our Constitution provides that shares can only be moved to an individual or entity that owns or leases a New Zealand kiwifruit orchard. Producers are entitled to hold up to six shares for every one tray of production (6:1 share cap).

ON-MARKET SHARE TRADING

An on-market trade requires the services of a share broking firm. The shares are being publicly traded on the share market.

Zespri shares trade on the Unlisted Securities Exchange (USX) platform. USX have seven approved brokers in which to trade shares with.

To buy, you will need a broking account in the same legal entity name your orchard is owned or leased in. If you are unsure of the legal entity you need to set your broking account up in please reach out to Zespri in the first instance.

You are required to register with one of the approved USX brokers to be able to trade on-market.

OFF-MARKET SHARE TRADING

An off-market transfer is for privately transferring shares between two parties without using the services of a share broking firm. This type of transfer is where two parties have organised the trade outside of the market and agree on a share price and payment without the use of a broker.

When an agreement has been made both must complete and sign the relevant sections of an “Off-Market Transfer Form” and return the form to either Zespri or to Computershare, our share registry office.

Once this has been received and approved by both Zespri and Computershare, the transfer of shares is conducted by the share registry.

For more information on how to purchase shares or obtain an off-market transfer, please visit Canopy: <https://canopy.zespri.com/EN/grow/zespri/Shares/Pages/Share-trading.aspx> alternatively you can contact Grower Services on 0800 155 355.

APPROVED USX BROKERS



Craigs Investment Partners
P: 07 577 6049
E: lawrence.young@craigsip.com
www.craigsip.com



Forsyth Barr
P: 0800 367 227
www.forsythbarr.co.nz



Jarden NZ
P: 04 474 4400
E: info@jarden.co.nz
www.jarden.co.nz



Tribe Financial
P: 09 478 9332
E: info@tribefinancial.co.nz
www.tribefinancial.co.nz



JB Were
P: 0800 555 555
www.jbwere.co.nz



Hamilton Hindin Greene
P: 0800 10 40 50
E: enquiries@hhg.co.nz
www.hhg.co.nz



Hobson Wealth Partners
P: 0800 742 737
E: info@hobsonwealth.co.nz
www.hobsonwealth.co.nz

2021/22 GPS AUDIT SEASON UNDERWAY

Zespri conducts GPS audits on orchards to ensure the hectares of grafted varieties matches the hectares of Zespri licence issued. All orchards that have been allocated licence in either the 2020 or 2021 licence release, will now be scheduled for a GPS Audit.

Zespri also undertakes a random audit programme every year, so please be aware that if your orchard has not recently been audited you may be contacted by a GPS mapping provider to arrange a visit.

Key points to note:

- If your orchard is on the list to be audited for the 2021/22 season, a mapping provider will be in contact via an email and phone call to advise you of the estimated date of the audit.
- If you have *not* finished all grafting for your allocated area or have any other vital information about your orchard that the mapping provider needs to know (i.e., structural changes), please let them know as soon as possible so they can discuss and reschedule the visit.
- We are committed to health and safety, please advise the caller if there are any specific health and safety requirements, we should be aware of before visiting your site. To ensure the safety of our staff and growers, GPS auditors have updated their procedures in line with the new COVID-19 Alert Level guidelines.
 - Ensure a QR code is available for the surveyor to scan before entering the orchard.
 - Where there is no QR code, we are using the manual bookkeeping option on the COVID-19 Tracer app and any paper-based sign option as provided.
 - While on orchards, GPS-it surveyors will:
 - Wear appropriate face masks
 - Practice physical distancing
 - Practice appropriate health and hygiene methods on arrival and departure
 - Each GPS surveyor has completed a workplace COVID-19 checklist. This ensures they understand their requirements for entering and completing work on an orchard for each COVID-19 Alert Level.

- Zespri also strongly recommends that an orchard representative is on site at the time of the audit so that they can answer any questions or queries the surveyor may have, such as:
 - Have you made any changes to block names?
 - Are there any mid-row splits that aren't easily identifiable?
 - Do you have any special instructions regarding structural changes, assembly re-alignment, shelter removal or any other pending changes?

- The preliminary audit imagery results can be available for you to see within 10-15 minutes of the audit being finished.
- Once the audit has been completed and the results are processed by Zespri, the grower will receive a copy of the map and the audit results sent via email. As part of this process, the map will also be forwarded to the post-harvest entity that you have previously nominated through the Zespri registration process. This is to ensure that they have the latest version of the map for maturity clearance and spray diary updates.

For more information around GPS Mapping & Audits follow this link on Canopy:

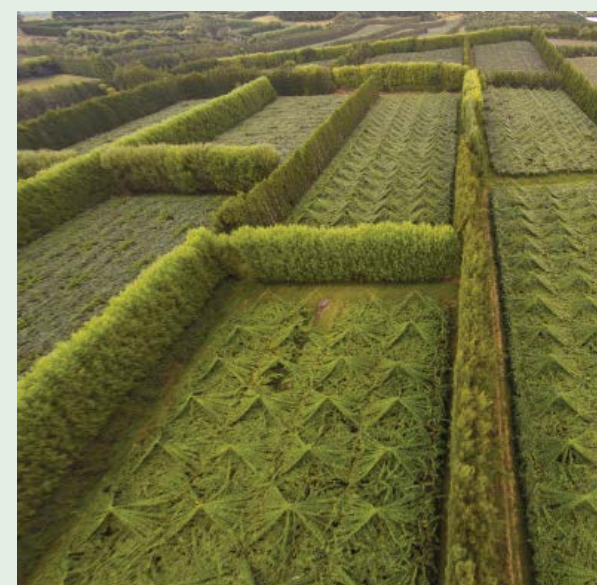
<https://canopy.zespri.com/EN/grow/licensing/GPSmapping/Pages/default.aspx>

What is GPS auditing for?

Zespri is committed to the ongoing protection of PVR varieties and ensuring the compliance as per the Zespri Variety Licence conditions and making sure they are strictly adhered to for the benefit of all licensed holders, 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
- Promoting the control of volumes of kiwifruit supplied in order to protect grower returns
- Preserving the value of Zespri's investment in new varieties.

Zespri understands that in some cases, overplanting is minor and unintentional, however it is clear in other cases that Zespri



has identified instances where growers have deliberately or recklessly exceeded their licensed area.

It is important for growers to understand Zespri does not have a “minimum area” under which they will not pursue unauthorised plantings. If growers are found to be overplanted, they are required to rectify the overplanted area. The process to rectify the overplanted area will depend on the level of overplanting. Please refer to the *Unauthorised plantings of Zespri proprietary varieties: Overview on Canopy* which explains the requirements for overplanted areas.

If you have any questions regarding your audit or audit results please email the Licence team at new.cultivars@zespri.com.

Please make sure Zespri's Grower Support Services has your most up-to-date email address. You can check all your details are accurate and current by accessing the Industry Portal or emailing contact.canopy@zespri.com, or call the team on 0800 155 355.



KEY FOCUS: OCTOBER GLOBAL EXTENSION TEAM

Counting and
thinning

Pollination

Scale

Red19
establishment

THE MONTH AHEAD: OCTOBER

Counting and thinning

Understanding how many flowers you have, deciding what you want to keep to achieve your target crop load, and developing an efficient strategy for getting to your target number of king flowers is key to achieving a good dry matter result. As you are going through your planning, keep in mind the labour constraints that the industry has been experiencing. Are there more labour efficient strategies that you could employ and do you have access to the labour that you'll require to achieve your targets in a timely manner?

Shoots will nearly be big enough on Gold3 to start finalising your strategy for getting to your target for king flowers per m². In another few weeks, you'll be able to tell if the lateral flowers will abort (fingers crossed!) Or if you'll need to remove them manually. Too many flowers? Check out *Need to Know NK7* (Canopy > Zespri & The Kiwifruit Industry > Publications > Need to Knows > NK7) to help you choose which flowers to thin off. Watch the thinning videos on Canopy with your orchard staff to refresh your knowledge about why thinning is critical in Gold3, and learn some thinning strategies to achieve your target crop load. The videos are available in English and Punjabi: *Canopy > Growing Kiwifruit > Orchard Productivity > Videos*

Pollination

Pollination is rapidly approaching. Keep communicating with your beekeeper, have a written pollination agreement, and don't forget about bee safety when applying agrichemicals. A pollination assessment gives you heaps of valuable information and only takes a few minutes to set up. For details, check out the information on Canopy.

If you are pollinating under hail netting, there has been a fair amount of research conducted into how to minimise impacts on hives, check out the page on Canopy (Canopy > Growing Kiwifruit > Orchard Management > Pollination > Pollinating under Cover) for ideas and discuss with your beekeeper. Strategies such as like small hives (nucs) and providing accessible water for the bees can help with pollinating under cover.

Have you ordered pollen in case of bad weather during pollination? If not, get on to it now! Check out the Pollination page on Canopy for resources on supplementary pollen (Canopy > Growing Kiwifruit > Orchard Management > Pollination).

Scale

Spring is an important time for scale control, so if you have scale get on top of populations early. Use monitoring records from last season to assess your past levels of scale. If you have a high pressure site or had scale on your fruit last harvest consider whether you need two scale sprays before flowering? Remember you have the option of a second, earlier spray; good options for the earlier spring application include Calypso or mineral oil at 1 percent. Check out the CPS for more details. Adding a superspreader to your pre-flowering Movento is important; research has shown that Movento with Du-Wett improved scale control compared with Movento alone. Consult the Zespri Crop Protection Standard before booking in your spray.

Pre-flowering oils are a key tool for effective scale control in organic systems. There is little risk in applying copper and oils together pre-flowering, so designing your spray programme just got a whole lot easier. See the *Need to Know – Scale Control in Organics* (Canopy > Zespri & The Kiwifruit Industry > Publications > Need to Knows) for more information.

Males

Flowering is the best time of year to identify what type of males you have in your orchard. To help, check out KVH's 'identifying male varieties guide' here. This is a really useful resource with descriptions and pictures of different varieties of males.

Red19 establishment

How do your grafts look?

Now is a good time to check progress with your grafts. Is sap building up around the graft? Consider removing the tap to relieve sap pressure. This avoids the risk of sap sitting and causing trunk tissue to rot. If there are unusual symptoms, consider calling KVH: 0800 665 825.

- Has the young soft growing tissue been damaged by frost, birds, slugs, snails or other pests?
- Are Psa symptoms showing? Do you have a robust prevention programme?
- If there has been damage is the green tissue remaining so the shoot may grow?
- A graft-take survey last year showed 91% of vines had at least one strong growing scion per vine.
- Consider what budwood needs to be replaced and have

an order ready when the booking system opens later in the month.

First Red19 Crops

Red19 naturally flowers around mid-October up to three weeks before Gold3 so it's time to think about crop load, pollination and fruit sizing. Crop loads under 50 fruit per square metre produced bigger fruit in trials.

- Thin early to optimise fruit growth and reduce crop load and variability.
 - Thin flower buds before pollination to optimize shoot growth
 - Thin flowers early to optimise fruit growth
 - Remove late flowers to reduce fruit variability
 - Overcropping young canopies and delaying thinning stunts development and results in shoot termination.
- The diploid male cultivar, Russell, has flower timings that synchronise with Red19. The male Earp (MC079) provides coverage for late flowers.
- Hand pollinated Red19 fruit produced between 250 to 750 seeds with an average of 477 seeds per fruit when Russell pollen was used.
 - Supplemental pollen applications should be no more than four days apart.
 - Pollen from Russell, Earp and Chieftain set a similar percent of fruit and produce similar fruit weight and dry matter. When Chieftain has been used the red colour of the fruit in both the centre and through the flesh was slightly reduced.

It's a good time to consider what to do to optimise the size of your fruit.

- A Plant & Food Research trial at Te Puke showed thinning, girdling and applying Benefit-Kiwi increased fruit size by 10 to 20g with several combinations.
- Optimum timing for single applications of Benefit-Kiwi was 4-6 weeks after mid-bloom. Further work is underway to check that other fruit quality parameters are not impacted.
- Optimum timing for girdling was 6-9 weeks after mid-bloom.
- Trials are continuing to experiment with practices to increase fruit size.

IRRIGATION WORKSHOPS

The Global Extension Team are looking forward to heading back out on orchard in October with another round of irrigation workshops (subject to Alert Levels).

If you currently irrigate and want to check that your system is applying water as efficiently and effectively as possible, please join us for this hands-on workshop.

We will show you how to use a simple bucket test to see if your irrigation system is working as it should, and we'll discuss the importance of efficient irrigation for kiwifruit production. You'll leave with a checklist you can use to

help detect irrigation system problems and optimise water use on your orchard. Lunch will be provided at this workshop.

To find details and dates of a workshop in your region, visit the link below or find the workshops advertised on the Canopy home page. We will also be providing details of the workshops in our *KiwiTips* issues throughout October.

<https://zesprievents.eventsair.com/irrigation-workshops-2021/irrigation-workshops-2021/Site/Register>

WELCOME TO RED 2021

The beginning of September, not unlike last September, was interrupted by COVID-19 restrictions. This meant that the Global Extension Team had to take the 2021 Welcome to Red event virtual.

The event was a great way for Red19 growers, particularly new Red19 licensees, to hear from a wide range of teams across Zespri, including the Grower Liaison, Marketing and Commercial teams.

An addition to this year's event was the inclusion of a grower panel, with pre-commercial trialists Andrew Dawson and Robbie Mayston joining Zespri's Tom MacMorran in answering as many curly questions from the online audience as they could fit into the time they had.

The Global Extension Team would like to thank all of those who have participated online and will continue to do so with the coming round of Producing Red19 virtual field days. We appreciate how beneficial in-person events are, and can't wait to see you all at events throughout the country in person when it is safe to do so.



The team bunkered down in the meeting room in a socially distanced manner to host the live event, under the watchful eye of Wendy Taylor (foreground) from the Tours and Events team.



LISTEN IN TO KIWICHAT

KiwiChat is a six-month pilot series of podcasts being delivered by Zespri, where you'll hear about key seasonal orchard topics from growers, orchard managers, researchers and other industry representatives.

If you are signed up to receive *KiwiTips* you will be automatically subscribed to receive *KiwiChat* updates. If you don't receive this email and would like to receive *KiwiChat* then sign up by typing the following into your browser bit.ly/KiwiChat.

The latest episodes of *KiwiChat* are all about scale. In Episode 3.1 we hear from Cathy McKenna who gives an overview of scale as a pest for kiwifruit, and Zespri's Market Access Manager Shaun Slattery about the China Market Access Protocol and what this means for scale management out on orchard. In episode 3.2 we are chatting to three growers about the critical steps in their scale management programmes out on orchard.

You can access *KiwiChat* through Canopy, just go to Growing Kiwifruit > Global Extension Team > KiwiChat Podcast.



WHEN LIFE THROWS A CURVE BALL WHAT CAN WE DO? ALL BLACKS MENTAL SKILLS COACH HAS SOME TOP TIPS

Being on the front foot with a positive mindset makes a world of difference when life throws us a curve ball, says Gilbert Enoka.

And he should know. As mental skills coach to the All Blacks, Gilbert is an expert at helping sports teams and individual athletes excel on the world stage. His association with our national rugby squad goes back more than 20 years. The sought after speaker's insights into the psychology behind success and resilience are in high demand.

Whether it's on or off the sports field, his strategies have struck a chord with people from all walks of life.

NZKGI caught up with Gilbert to record a unique interview for our popular podcast series where he shares some top tips on dealing with life's hard knocks.

It's already proved a big hit with NZKGI members and others working in the primary sector, with many telling us they found the interview incredibly insightful and helpful.

After reading about the podcast in the NZKGI Weekly Update, a subscriber got in touch saying: "I know our management team and front line will benefit enormously. I have distributed internally."

Another person had also forwarded the podcast link to colleagues so others could benefit from the 30-minute interview. She said: "I enjoyed the listen and have shared it with my team..."

The podcast contributes to NZKGI's work in the pastoral care space. Whether it's lockdown pressures or other trigger points in life, such as business worries or family issues, Gilbert says changing your mindset is a key factor to successfully dealing with a gnarly situation.

"A good strategy is to ask yourself 'is what I'm thinking or what I'm doing helping me or hindering me?'"

"By asking yourself a question like that you can reframe the situation and it helps move. We want to prevent people from getting stuck. Sometimes it's physically getting up and moving, sometimes it's changing a thought pattern you may have in your head."

Gilbert says there are many ways to build resilience but actually experiencing some level of stress can have positive spinoffs. Techniques that work in sport can equally work in other situations.

"If you want to improve your ability to be stronger amidst the turns and tumbles that happen in sport, then we need to

develop resilience. We have what we call emotional recovery activities.

"You get tough by exposing yourself to waves of stress and waves of recovery. It's the graduation and experience of both that's really important.

"If all you do is unwind and have fun you won't get tough. And if all you do is exposing yourself to challenge all the time you'll get weak because of the overexposure."

Getting the right balance is essential for mental wellbeing, he says. "We get people to plan activities where they can pour energy into themselves. For some it's a massage, for some it might be a PlayStation for some it's conversations with other people, but it's uniquely individual and deliberate in its nature.

"We want people to name it and time it. So for 20 minutes I'm doing an emotional recovery activity."

Listen to the podcast on www.soundcloud.com/nzkgi or scan this QR code.



MOST UNWANTED TIME OF THE YEAR



Fruit flies and Brown Marmorated Stink Bug (BMSB) are considered two of the biggest biosecurity threats to the kiwifruit industry, and from September they are both in their highest-risk period for entry into New Zealand.

A quick reminder of the damage these unwanted pests can do and what to look out for:

Fruit flies:

- High likelihood of entry – have crossed our borders many times.
- Production impacts for a range of horticultural crops but considered low for kiwifruit.
- Severe market access restrictions, particularly for Queensland Fruit Fly, which is not present in most major kiwifruit markets.



BMSB:

- Pierces kiwifruit resulting in fruit drop and rot. Fruit loss is typically 5-10 percent, but up to 30 percent on the worst blocks.
- Extremely difficult to eradicate – early detection is essential.
- Major nuisance pest overwintering inside homes in huge numbers.
- High likelihood of entry as a hitchhiker on shipping containers, cars, machinery, and luggage.

For more information on these and other biosecurity threats to the kiwifruit industry, see our *Kiwifruit's Most Unwanted* list on the KVH website (www.kvh.org.nz) and contact us on 0800 665 825 if you would like posters or leaflets about these pests sent out to you.



PROSECUTION FOR ILLEGAL PLANT MOVEMENTS



A Whangārei grower has been fined \$17,500 after pleading guilty to charges relating to breaking biosecurity rules designed to protect the kiwifruit industry from harmful diseases.

The charges relate to breaches under the Biosecurity Act, including the illegal movement of plant material, where the grower knowingly moved material from Katikati, a recovery region, into the Whangārei region, at the time a Containment region, without authorisation or testing to ensure the material was free from Psa.

These proceedings are the result of an investigation and prosecution by the Ministry for Primary Industries (MPI) that included information provided by KVH regarding concerns about kiwifruit plant material being moved between growing regions to which strict movement restrictions apply.

KVH's role is to work with the kiwifruit industry, to ensure best biosecurity practice and protect our industry investments and livelihoods. We do this through providing support and education, however we support MPI in their investigation and prosecution.

Strong action must be taken in situations like this to ensure our collective efforts are not put at risk by the actions of a few, and to protect the integrity of New Zealand's biosecurity. Growers can have faith that everything possible is being done to keep unwanted pests and diseases out as well as manage current threats like Psa.



KIWIFRUIT BIOSECURITY INDUSTRY DAY

Join KVH and Zespri, as well as special guest speakers, for a morning dedicated to learning more about research initiatives underway to protect the New Zealand kiwifruit industry from unwanted pests and diseases.

Originally scheduled for Thursday 2 September, this event was postponed due to changes in COVID-19 Alert Levels and associated restrictions, and we are delighted to confirm it will now take place on Thursday 11 November.

At the event we will share with you our research from the last 12 months and work alongside you to help shape our projects and priorities going forward.

Where: Trustpower Arena

When: Thursday 11 November 2021, 9am

To RSVP visit: <https://www.kvh.org.nz/newsroom/id/3174>

Note, all events are dependent on COVID-19 Alert Levels and will be adapted or postponed if required.



INDUSTRY SUPPLY GROUP (ISG) SEPTEMBER MEETING

The main agenda items discussed were as follows:

- 2022 season planning
- 2022 Supply Agreement
- Review of CC/RK model update
- Pest Management – Commercial framework
- China Protocol Update – Phytosanitary pest data
- Repack Trial update

The next ISG meeting will be held on 21 October 2021.

Q&A FROM THE FIELD

KEY CONTACTS:

Industry Stakeholder Manager:
Tom MacMorran 027 511 2005

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

Organic Supply Specialist:
Teresa Whitehead 027 257 7135

I am a new grower and I want to learn more about the kiwifruit industry. Who do I contact?

Every new grower is allocated a Zespri Grower Liaison Manager. They will contact you once you join the industry through the new grower registration process, or you can ring the Zespri Grower Support Services Contact Centre on 0800 155 355 and they will direct you to the right contact.

How many more shares can I buy?

If you have a copy of your most recent shareholder statement, you will be able to find out how many more shares you can purchase on page 3 of your statement under 'available headroom'. If you cannot locate a shareholder statement, you can email shares@zespri.com for a copy of your statement or call 0800 155 355.

I want to remove a shelterbelt to join blocks. What is the process for gaining Gold3 licence for this area?

Licensed growers who plan to remove internal shelterbelts to modify block sizes, or to put in overhead netting, can apply to purchase additional licence for the area where the shelter will be removed.

To be eligible for a shelterbelt removal licence, you must submit an application in writing to newcultivars@zespri.com. Your application must be submitted and approved by Zespri before any shelter is removed. You can only apply for an internal shelterbelt between adjoining Gold3 blocks.

Your application must include supporting calculations and a GPS map to outline the area required; and be for 10 percent or less of the total licensed area (if an area more than 10 percent is required, additional documentation is required to explain why this area is needed and this will be considered on application).

All applications are reviewed on a case-by-case basis by the Zespri Licence Committee. A Zespri Grower Liaison Manager will arrange an audit with you before the shelter removal, and again after grafting has been carried out.

Do I have to give my neighbours a spray plan and who can help me with this?

Your neighbours can request a copy of your spray plan. In most instances, if they are within 50 metres of your spray area, you have a legal right to provide this. If you wish to discuss your specific requirements, please contact Jemma Pryor, Compliance and Investigation Specialist, on 027 283 6192.

How do I find out the rules regarding bird scarers?

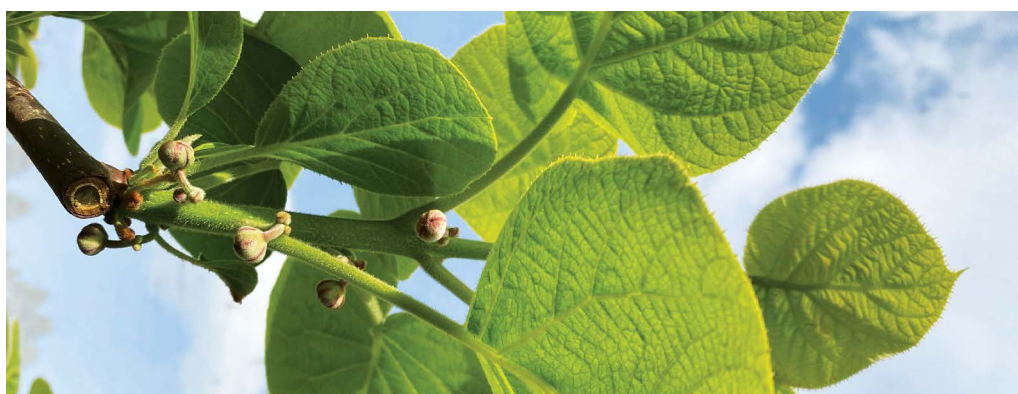
Each council has their own set of rules. Please contact your local council for further information, or head to your local council website and search for the AirPlan.

Why haven't I yet received my Zespri Dividend Payment?

If you haven't received your payment, you most likely don't have your bank account registered with Computershare. As advised previously, cheques are no longer being issued.

How to get bank account details loaded with Computershare

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



Red19 buds.

REGISTRATIONS OPEN!



2021 GROWER EDUCATION FORUMS

Half-day Forum: Wednesday 27 October, 9am-1pm

Two-day Forum: Wednesday 3 and Thursday 4 November, 9am-4pm

Location: Zespri Office, 400 Maunganui Road, Mount Maunganui (dependent on COVID-19 Alert Level restrictions at the time)

Two-day Grower Education Forum

- Designed to give a comprehensive understanding of the Zespri system.
- Targeted at a broad range of people from new growers, Industry Grower representatives and growers who would like to refresh their knowledge of the Zespri system.

Half-day Payments Forum

- For growers and industry representatives that would like a more in-depth understanding of the Zespri payment system.

Key outcomes

- Advanced understanding of both the industry and Zespri corporate
- First hand in-market experience of the integrated Zespri system in our key markets
- Empowerment in understanding the capability and value of the Zespri marketing system
- Engagement of a broad grower base from which ongoing key positive relationships are created and/or developed
- Understand the Zespri payment system with relation to the money flow.

Market Trip (Note, these trips are currently on hold due to COVID-19 – however, participants will be eligible to attend once they resume).

- Phase two of the education strategy will be a short in-market experience in some of Zespri's key markets as part of the development and further education of the participants.
- This is only available to participants who have completed both days of the in-house two-day seminar at Zespri (this market trip is partially funded by Zespri).

Spaces are limited, so it's important you register now! Register here: <https://zesprievents.eventsair.com/growereducation2021/growereducationforum2021>

If you have any queries, please contact Stacey Baldock, Grower Services Coordinator on 027 526 8913 or email stacey.baldock@zespri.com.



ANNUAL GROWER GOLF DAY

The Zespri Grower Liaison Team is excited to be hosting the annual Zespri Golf Day at the Fairview Golf Course in Katikati. This is a great opportunity for you to mix and mingle with fellow growers and industry partners.

Date: Friday 3 December 2021 (dependent on COVID-19 Alert Levels at the time)

Venue: Fairview Golf Course, Katikati

Time: 1pm tee-off

It will be an Ambrose Tournament and all entrants will be mixed into groups of four. This event is open to current and existing golfers, with spot prizes and entertainment at every hole.

Please register here and include a handicap (if you have one): <https://zesprievents.eventsair.com/3rdgolfdays/3rdgrowergolfdays/Site/Register>

If you have any queries, please contact Stacey Baldock, Grower Services Coordinator on 027 526 8913 or email stacey.baldock@zespri.com.

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FOR FURTHER INFORMATION OR FEEDBACK PLEASE CONTACT: THE ZESPRI GROWER SUPPORT CENTRE (0800 155 355) P.O. BOX 4043, MOUNT MAUNGANUI. TEL: 07-572 7600, FAX 07-572 7646 www.zespri.com canopy.zespri.com EMAIL: contact.canopy@zespri.com

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