

2019 Annual Meeting

The Zespri Annual Meeting will be held at 1pm on Wednesday 24 July at Trustpower Arena at Baypark, 81 Truman Lane, Mount Maunganui.

Nominations for Zespri directors and shareholder members of the Director Remuneration Committee will open on 1 May and remain open until 31 May. Nomination forms will be available from Zespri Grower Support Services — contact them either by phone on 0800 155 355 or email at contactzespri@zespri.com. You'll also be able to find the forms online via the Canopy website.

This year, three directors retire as required by the Zespri Constitution. The directors retiring in 2019 are Paul Jones, Jonathan Mason and Peter McBride. Paul and Jonathan are both standing for re-election, while Peter is retiring at the 2019 Annual Meeting.

In addition to the election of directors, shareholders will be asked to elect a shareholder member to the Director Remuneration Committee. Michelle Dyer, John Griffin and John Cook are currently shareholder members of this committee. Michelle Dyer will retire by rotation at this year's Annual Meeting and intends to stand for re-election.

Proxy forms and further information relating to the appointment of representatives will be sent to shareholders in June. Please remember that companies and other incorporated entities must appoint a representative as a proxy if they plan to attend and/or vote at the Annual Meeting.

applicant did indicate where the Gold3 would be planted, around 160 hectares of the

allocated area per bidder is shown in table two

Unrestricted pool will be grafted in regions

The spread of bids in terms of the total

which also shows the spread in 2018.

cutover with 13 percent undecided.

Initial indications show that approximately

54 percent of the allocated licence will be

new developments and 33 percent Hayward

Licence packs for successful bidders will be

posted from 27 May. This pack will contain

bidders' invoice for the licence. The remaining

outstanding balance for all licences will be due

on 19 July. If growers have any queries regarding

licence notification please call the Zespri Grower

the licence documentation including the

Support Services on 0800 155 355.

outside of the Bay of Plenty.

Gold3 and Organic Gold3 licence release results

Once again, the bid process for Gold3 (700 hectares) and Organic Gold3 (50 hectares) licence attracted strong participation, with 305 successful bids for Gold3 licence and 13 successful bids for Organic Gold3 licence.

The average size of successful bids for both pools increased this year. The average for the Unrestricted pool was 2.26 hectares for the Gold3 pool and 3.85 hectares for Organic Gold3. Both pools were oversubscribed, and the available area was allocated to the highest priced valid bids. The table below compares the 2019 results for both the Unrestricted and the Organic Gold3 pool with the 2018 results.

The full regional spread of licence allocations for the Unrestricted pool is not fully known at present as half of the allocations in the Unrestricted pool have yet to advise where the licence will be planted. However, of the successful applications where the

2019 versus 2018 (including Organic Gold3)

Item	2019 Organic Gold3 Pool	2019 Unrestricted	2018 Organic Gold3 Pool	2018 Unrestricted
Median price (\$ GST excl)	153,217	290,000	108,800	265,108
Minimum accepted price (\$ GST excl)	148,206	276,777	52,173	233,333
Total area allocated (Ha)	50	700	50	700
Total number of bids	77	800	45	710
Total number of bidders	57	546	32	413
Total number of successful bids	13	305	27	474

Indicative Orchard Gate Return ranges for the 2019/20 season

Below are the first Orchard Gate Return (OGR) forecasts for the New Zealand season. These forecasts represent a big season ahead, with potential to deliver excellent results for all stakeholders across the industry from grower to consumer. Working closely and supporting each other will be critical to our success, and the markets are also taking note of the latest crop information as harvest progresses.

As always, the markets will continue to strive to deliver the best possible returns per hectare, subject to actual yield, fruit quality and market conditions. The great taste of this year's crop has been well received and commented on in-market for initial SunGold arrivals. Each season, the markets prepare for a number of scenarios so they can respond in a timely way to changing crop signals to optimise value.

The below ranges are broad at this stage – an updated range of returns per tray for each pool will be published in the June issue of *Kiwiflier*.

Pools	Zespri Green	Zespri Organic Green	Zespri Gold	Zespri Green14
First indicative range per tray for 2019/20	\$5.20 -	\$8.00 -	\$9.70 -	\$7.00 -
	\$6.20	\$9.00	\$10.70	\$8.50
First indicative range per hectare for 2019/20	\$53,000 -	\$59,000 -	\$131,000 -	\$43,000 -
	\$64,000	\$66,000	\$145,000	\$52,000

Earlier this month, the Zespri Board also approved a forecast range of the Total Fruit and Service Payment, excluding the loyalty premium, of \$1,775 million to \$1,875 million. Zespri's forecast net profit after tax range for 2019/20 is \$180 million to \$195 million, including income from the 2019 SunGold licence release. Zespri's corporate gross revenue from this tender process will be in the range of \$208 million to \$213 million, exclusive of GST and before corporate tax.

Zespri moves into new Mount Maunganui head office

On 8 April, Zespri staff officially moved into our brand-new head office in Mount Maunganui following the completion of the first phase of the new office redevelopment.

A dawn ceremony in late March where kuia and kaumatua from local hapū and iwi blessed the new building to ensure it would be a safe and welcoming environment was attended by almost 150 staff and local industry stakeholders.

The new three-level office sits alongside our former headquarters and can accommodate 340 staff. Zespri Acting Chief People Officer, Dave Courtney, says the new head office marks a new chapter in Zespri's story.

"We achieved some great things in our old office and have some fond memories from our 23 years there, including the way our industry came together to work through some challenging times, but we've clearly outgrown it. Our new office provides a fantastic and modern working environment that connects us with the significant kiwifruit growing region of the Bay of Plenty, but also with our global markets who are represented in the names of some of our new meeting rooms.

"Sustainability is one of our major priorities at Zespri and it was important our new building reflected this. Visitors to the new building will notice a range of features like our smart exterior facades which help reduce the need for temperature control, solar panels on the roof for energy efficiency, rainwater collection technology and water-efficient plumbing fittings. We've also made sure that the range of timbers our contractors have used have the Environment Choice New Zealand tick or are Forest Stewardship Council certified, and that the carpets are Environment Choice New Zealand or Cradle to Cradle certified. We see the building not only as our new home, but a home for the wider industry, and we're committed to working together to continue to deliver positive results for our growers and our communities in the years ahead."

The new office will act as a hub for the kiwifruit industry, bringing together Zespri teams who had previously been working at three sites across Tauranga and fellow industry organisations New Zealand Kiwifruit Growers (NZKGI) and Kiwifruit Vine Health (KVH) who have ground floor offices in the new building.

The second phase of the building's construction will commence shortly, and is expected to be completed by the end of the year with an official opening to occur in early 2020.



Total number of successful bidders	12	243	19	353
Average size of successful bids (Ha)	3.85	2.26	1.85	1.48
Total hectares bid for (Ha)	167	1,681	99	1,079

Range of bids 2019 vs 2018 (Unrestricted Pool only)

	2019	results	2018 results		
	# Bidders	Total hectares allocated	# Bidders	Total hectares allocated	
20ha+	1	21			
15ha – 20ha	8	137	6	115	
10ha – 15ha	9	115	6	67	
5ha – 10ha	20	130	19	134	
1ha – 5ha	118	253	146	292	
<1ha	87	44	176	91	
Totals	243	700	353	700	



Grower open evening

Monday 17 June 5.30pm – 7.00pm

The Zespri Board of Directors is proud to invite growers and their families for a tour of stage one of the new headquarters. Join the board and design panel for a walk around the facilities, and understand how our new building contributes to the company's long-term strategy. Please RSVP (including number of people attending) by emailing events@zespri.com.

2 kiwiflier #401

1 May 2019

From the markets

China

The 2019 season is well underway, with the first two charter ships having arrived in China and kiwifruit selling in major markets at premium prices across the country. Demand is strong and the feedback from customers on taste and quality very positive in our fourth season as the Importer of Record.

To grow strong relationships, understand compliance and border issues and to do everything we can to ensure the season goes as smoothly as possible, Zespri meets with officials, regulators, distributors and customers at the start of each season. This year, CEO Dan Mathieson, Greater China Manager Michael Jiang, Head of Communications and External Relations Michael Fox, Head of Corporate Affairs in China Ivan Kinsella and Senior Corporate Affairs Manager John Li met with representatives of the General Administration of China Customs (GACC) and



China Inspection and Quarantine Association (CIQA) in Beijing.

They also met with the national industry association, the China Chamber of Commerce Foodstuff and Native Produce and Animal Products (CFNA), as well as officials from New Zealand's Ministry of Foreign Affairs and Trade, Ministry for Primary Industries and New Zealand Trade and Enterprise, along with the Shanghai South Port. The meetings showed Zespri and the New Zealand kiwifruit industry continues to be held in high regard for the quality of its fruit and for the relationships it builds in China. Zespri's focus is on building these relationships to help us widen our markets in China and driving greater returns to New Zealand growers.

On 23 April, Zespri China held a press conference and gala dinner to officially announce the season



start and show our appreciation to customers, distributors, journalists and industry associations. Chairman Bruce Cameron joined Trade Minister David Parker's trade delegation to China (along with a number of other business leaders) between 23 and 26 April, and the team also met with the Vice President of the official Xinhua News Agency - the biggest and most influential media organisation in China.

On 25 April, Bruce and the delegation visited 7-Fresh, the new retail chain of JD.com (China's second largest e-commerce platform and a million tray Zespri customer). The visit coincided with JD's Zespri season launch promotion, which achieved ¥5.28 million in sales over the first two days. This year's season is certainly off to a strong start!



April got off to a busy start with trade conferences in Japan, signaling the start of the selling season.

Zespri CEO Dan Mathieson addressed the Japanese gathering thanking everyone for their support in our effort to expand sales during the 2018 season, with sales reaching 28 million trays of kiwifruit.

Dan explained that the harvest in New Zealand has started well, with what promises to be an excellent crop (also and outlined the potential for further growth of the Japanese market based around growth of SunGold).

He concluded his speech by emphasising, the fact that the Japanese market has been and will remain to be a very important to our business.

"As Japan's forthcoming new Imperial era, Reiwa, means "beautiful harmony" we are committed to working closely with you, listening to your opinion carefully and doing our best for the Japanese consumer with your kind corporation".



Collaborative marketing update

Kiwifruit New Zealand (KNZ) has supported 18 individual companies with export approvals for the 2019 export season. KNZ's criteria for approving applications is largely based on successful applications meeting the test for wealth creation for New Zealand producers.

Zespri Collaborative Marketing Manager Warren Young says these 18 companies operate 26 separate sales programmes in varying volumes across a range of global markets. They often operate alongside a Zespri-run sales programme in the same market, although since 2016, Zespri has been active in establishing collaborative marketing partnerships with other local export companies for them to undertake market development with Zespri brand Green and Gold kiwifruit.

Zespri is not active with its own sales programmes in markets where these partnerships operate. Warren - who provides liaison between collaborative marketers and Zespri markets - says these partnerships cover Zespri brand kiwifruit sales in Thailand, Myanmar and Cambodia, Philippines, parts of Indonesia, Far East and West Russia and the Pacific Islands.

In 2018, three new partnerships were established with European Union-based companies covering Baltic States, Slovenia, Bulgaria, Romania and Serbia. This year, two new partnerships have been added covering the Canary Islands and Portugal, as well as three Central American countries, Costa Rica, El Salvador and Guatemala. Following the approval by KNZ, Zespri is required to contract with

each of these companies covering various aspects of the programme arrangements as each of the collaborative marketers is acting as a commission sales agent for the growers pools.

Single Point of Entry (SPE) background

SPE is created by the Kiwifruit Industry Restructuring Act 1999 and the Kiwifruit Export Regulations 1999. Under the SPE, only Zespri and approved collaborative marketers can export kiwifruit to all countries around the world except Australia. Under these Regulations, KNZ has the authority to issue export approvals to exporters to operate sales programmes in collaboration with Zespri. KNZ administers the annual application and approval process and independently determines if an application will be approved or declined.

Are you a potential leader in the horticulture industry? Keen to upskill?

You could earn a spot on this year's HortNZ Leadership Programme.



In these rapidly changing times, horticulture needs leaders that have the confidence and skills to take the industry into the future. The HortNZ Leadership Programme will help you (or your employee) prepare to successfully capture the opportunities and address the challenges out there.

This programme will:

- · Increase your confidence to take the lead and influence the future
- Help you better understand what leadership is all about
- Develop ready-to-use skills such as communication, teamwork, critical thinking and problem solving
- Offer an awareness of strategy and how to use it
- Provide a wider perspective and understanding of how to address industry issues, both now and in the future
- Improve self-knowledge and personal planning

· Create opportunities to network and develop relationships with other like-minded emerging and current influential leaders.

The programme will roll out in three phases:

- 1. Residential at Lincoln University: Wednesday 28 August - Sunday 1 September
- 2. Non Residential: September October
- 3. Residential in Wellington: Tuesday 29 October - Thursday 31 October.

Registration fees and travel

HortNZ is offering 12 scholarships that will meet all course fees and accommodation costs. There will also be up to six positions available for a fee of \$3,900 plus GST. Successful applicants will be asked to meet travel costs associated with one trip to and from Lincoln University. Canterbury and Wellington.

For enquiries, please phone Sue Pickering on 021 938 825 or email leadership@hortnz.co.nz. Application forms can be downloaded at http://www.hortnz.co.nz/our-work/people/ hortnz-leadership-programme.

Are you a potential leader in the horticulture industry?

Want to know more? www.hortnz.co.nz Sue Pickering 021 938 825

All emails to leadership@hortnz.co.nz Deadline 31 May 2019

Horticulture **New Zealand** Leadership Programme 2019





ZESPRI IN THE COMMUNITY

Zespri staff 'gumboot up' for Gumboot Friday

For many, having depression is like walking through mud every day and Gumboot Friday was about walking in their shoes for a moment and improving awareness. On Friday 5 April, Zespri staff showed their support for this important cause by wearing gumboots to work or donating to the cause (better yet, many people did both!).

All proceeds went directly towards helping Kiwi kids access free mental health counselling. We're proud to continue raising awareness of mental health through support of such initiatives, as well as through our "handle with care" messaging. People are our most important asset, so their wellbeing is critically important to our success.



Kellogg Rural Kiwi update Leadership Scholarship

Congratulations to Mike Murphy, NZKGI Communications Manager, who's been named the recipient of this year's Kellogg Rural Leadership Scholarship. The Kellogg Rural Leadership Programme is designed for people wanting to develop their leadership skills to take on roles in management and governance in the primary sector. Mike has a strong academic background and a passion to further improve his leadership skills, so is an extremely worthy candidate! Congratulations, Mike.



The Otanewainuku Kiwi Trust team recentl checked in on Zespri's kiwi, Koura, for his regular health check and he obliged with an "easy track and catch" (unlike his love interest Pistachio) which is a welcome relief! We're pleased to report Koura is holding a steady weight and is bright eyed and stroppy. After clearing their medicals, both Koura and Pistachio will now be left alone for the winter to feed up and be a wild kiwi couple. Izzy, our other kiwi, has been running rampant in the forest but is also settling in for winter



Koura the kiwi passed his recent health check with flying colours.

Bruce Cameron receiving the wero at Waitangi.

Visit the Zespri hub at Fieldays

Join us at the Mystery Creek Fieldays from 12 -15 June for updates from CEO Dan Mathieson, Zespri Directors and members of the senior executive team. We'll be located at E66/F65 in the Central Precinct where you can escape the crowds for a cup of tea, coffee or hot soup with the Grower Liaison Team.

The programme at our site is as follows:

- 9am onwards new variety tastings and refreshments
- 12-12.30pm season update from Zespri including our sustainability framework, NZKGI and KVH, followed by a sausage sizzle
- From 3.30pm refreshments and nibbles. On Saturday morning, we'll be serving a light informal brunch from 8am in the hospitality site.

foundation for how we'll continue to improve the way we market our positive, sustainable products to consumers and deliver positive outcomes for our growers.

For more information, to grab tickets or to use the interactive site map, visit the Fieldays website www.fieldavs.co.nz



Waitangi welcome

Zespri Chairman Bruce Cameron and External Relations Lead Amy Porter visited Kerikeri and were hosted by Ngati Hine Forestry Trustees for the day.

It was a special experience being greeted on the historical land of Waitangi, then on to Ruapekapeka to learn the history of the region. The group finished the trip with visits to orchards and a korero from Ngati Hine Forestry Trustees around their goals and aspirations for their people.



We look forward to updating you on the progress we're making this season and other key initiatives underway to connect growers ever closer to our consumers. This is the



Amy Porter and Ngati Hine Forestry Trustees holding photos used to illustrate the stories of the Ruapekapeka pa.

Industry Supply Group (ISG) meetings

This month's meeting (held on 18 April) was focused on operation matters for the current season. The May ISG Meeting will be held on 16 May.

Innovative Whangarei orchard wins Northland Ballance Farm Environment Award

Congratulations to the Malley family of Whangarei who've taken out the Supreme Award at this year's Northland Ballance Farm Environment Awards. Patrick and his wife Rebecca, and Patrick's parents Dermott and Linzi, own and operate Maungatapere Berries — a diversified horticulture business growing raspberries, blueberries, blackberries, and green and gold kiwifruit.

Raspberries are their biggest berry crop, but the kiwifruit canopy extends over 16.25ha, including 3.36ha of SunGold under cover to target high-taste, high-production, early season fruit.

Growing green and gold kiwifruit and three types of berries hydroponically has extended the harvest season to nine months and provided work for 45 permanent employees and up to 180 seasonal pickers.

Although operating as a conventional kiwifruit orchard, the Malleys have introduced a wide range of biological and organic pest and disease controls, as well as innovative biodiversity measures to support natural activities on the orchard.

The awards judges said the Malleys' employee

management was exceptional. "They've invested heavily and with compassion to provide opportunities and fair treatment for staff." The judges also said the innovative use of technology underpinning all aspects of the business was inspiring and had facilitated its rapid growth.

As well as the Supreme Award, the Malleys won the Ballance Agri-Nutrients Soil Management Award, Bayleys People in Primary Sector Award, Massey University Innovation Award, Hill Laboratories Agri-Science Award and WaterForce Integrated Management Award.

The Ballance Farm Environment Awards champion sustainable farming and growing through an awards programme which sees one Regional Supreme Winner selected from each of the 11 regions involved. These Regional Supreme Winners will be profiled at the Awards' National Sustainability Showcase in Hamilton, on Thursday 6 June, with each in the running for the Gordon Stephenson Trophy.

For more information about the awards, please visit www.nzfeatrust.org.nz.



Linzi, Patrick and Dermott Malley, proud winners of the Supreme Award at this year's Northland Ballance Farm Environment Awards.

Richard Glenn recognised for science and business excellence

Grower Richard Glenn also took out a couple of awards at the Waikato Ballance Farm Environment Awards. Richard's orchard won the Hill Laboratories Agri-Science Award which recognises excellence in the use of science and on-farm monitoring to increase productivity and minimise environmental impacts. He also won the Norwood Agri-Business Management Award, which recognises the approach that farmers take to accomplish the important management practices of operating a successful farm business, including the development and use of a business plan, benchmarking and succession planning.

Congratulations, Richard!



Growsafe certificates

Anyone applying agrichemicals (including weed spraying) is required by law to have training and instruction. The GAP programme requires all personnel that handle and apply agrichemicals to hold the appropriate GROWSAFE® certificate. This is because, the GROWSAFE® certification programmes are designed to cover various regulations such as the Health and Safety at Work Act, the requirements of the EPA for the use of highly ecotoxic substances, the Resource Management Act (RMA), Regional Plans and compliance with NZS8409: Management of Agrichemicals.

Recently there have been some Growers seeking further clarity on which certificate is required specific to their own circumstances. We advise all growers to check out the GROWSAFE[®] website https://www.growsafe.co.nz and visit the "Which certificate do I need?" section to determine the certification requirements for their own, their staff, or contractors application of agrichemicals on their orchard. GROWSAFE[®] provide helpful decision trees to determine the best certificate for your circumstances. At a minimum, all staff using agrichemicals should have a GROWSAFE[®] Basic certificate. This certificate is designed for applicators operating under supervision or new to agrichemicals. All applicators that are working with little or no supervision, managing or supervising others should hold a Standard certificate. As a general rule, it is recommended that all staff using agrichemicals attend a GROWSAFE® Basic course and at least one person from each workplace hold a GROWSAFE® Standard certificate.

Spray contractors or spray equipment calibrators that do so for hire or reward need to meet other specific requirements. GROWSAFE® offers high level specialist certificates specific for those needs and also an Advanced courses for managers and team leaders of large scale operations. For more information on these requirements and courses please go to the GROWSAFE® website.

If you have further questions on this or related topics such as Certified Handler requirements, or certification requirements for organic growing or use of a spray contractor, visit the FAQs page on the GROWSAFE® website.

SHARE BRIEFS

As at **23 April 2019** the last Zespri share price trade was **\$6.20** traded on **8 April 2019**. There were four buyers at **\$6.20**, **\$6.10**, **\$6.00** and **\$5.90**. There were two sellers at **\$6.27 and \$6.30**.

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

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

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

Want to see current buyers and sellers?

To get a list of the price for current buyers and sellers and the associated shares go to 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.

ZESPRI GROUP LIMITED SHARE TRADES 23 APRIL 2018 TO 23 APRIL 2019



Below is the current Market Depth information as at **23 April 2019.**

Quote Line at Tuesday 23 April as at 8.30am						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	6.200	6.270	6.200	0.000	0.000	0

Market Depth					
	BIDS			OFFERS	
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	8,000	6.200	6.270	2,000	1
1	10,000	6.100	6.300	2,000	1
1	4,000	6.000			
1	2,000	5.900			

	Last 10	Trades	
Date/Time	Quantity	Price (\$)	Value (\$)
8/04/19	3,225	\$6.20	19,995.000
8/04/19	2,000	\$6.20	12,400.000
5/04/19	2,000	\$6.15	12,300.000
5/04/19	3,000	\$6.10	18,300.000
2/04/19	10,000	\$6.05	60,500.000
21/03/19	1,000	\$6.00	6,000.000
21/03/19	2,000	\$6.05	12,100.000
21/03/19	9,000	\$6.00	54,000.000
21/03/19	25,000	\$6.00	150,000.000
19/03/19	1,000	\$6.00	6,000.000

*Zespri completed a 3-for-2 share split on 15 March 2019 which increased the number of shares on offer by 50 percent. The drop in share price after this date reflects the market adjustment following the share split.

Director share trading

For the month of April (as at **23 April**), there were 193,538 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 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 the Zespri Canopy will always provide the most up to date information held by Zespri.

Class 1 Fruit and Service Payments and Timings (including Loyalty Premium)

The following charts show when Fruit and Service Payments (including Loyalty) are made throughout the season (to two decimal points). Actual payments made YTD are above the dotted line with the average amount paid. Payments yet to be made are indicated below the dotted line.

- Submit is paid in the early months when fruit is submitted into inventory
- Pack and Time, KiwiStart and Taste Zespri is paid on FOBS, i.e. when fruit is shipped. Some of the

Zespri Green APRIL								
ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / FOBS TE	% of Pool Paid YTD
Apr-18	\$2.25	\$0.01					\$2.26	25%
May-18		\$0.09					\$0.09	26%
Jun-18		\$0.09	\$0.00				\$0.09	27%
Jul-18		\$0.01		\$0.35	\$0.72		\$1.08	39%
Aug-18		\$0.09	\$0.21	\$0.53	\$0.09		\$0.92	49%
Sep-18		\$0.14		\$0.36	\$0.10		\$0.59	56%
Oct-18		\$0.48	\$0.18	\$0.47	\$0.05		\$1.19	69%
Nov-18		\$0.39		\$0.69	\$0.08		\$1.17	82%
Dec-18		\$0.36	\$0.06	\$0.12	\$0.29		\$0.83	91%
Jan-19			\$0.00			\$0.10	\$0.10	92%
Feb-19		\$0.01	\$0.05		\$0.10		\$0.16	94%
Mar-19					\$0.16		\$0.16	96%
Apr-19					\$0.10		\$0.10	97%
May-19					\$0.12		\$0.12	98%
Jun-19						\$0.15	\$0.15	100%
Paid YTD	\$2.25	\$1.67	\$0.50	\$2.53	\$1.69	\$0.10	\$8.74	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.12	\$0.15	\$0.27	
		Total fruit	and sorvi		to 2019/1	0 forecast	\$0.01	

Total fruit and service payments - 2018/19 forecast \$9.01

Zespri Organio APRIL	c Green							
ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / FOBS TE	% of Pool Paid YTD
Apr-18	\$2.25	\$0.00					\$2.25	19%
May-18		\$0.03					\$0.03	19%
Jun-18		\$0.03					\$0.03	19%
Jul-18		\$0.00		\$0.39	\$0.80		\$1.19	29%
Aug-18		\$0.09	\$0.35	\$0.67	\$0.67		\$1.78	44%
Sep-18		\$0.23		\$0.90	\$0.35		\$1.48	57%
Oct-18		\$0.35	\$0.41	\$0.54	\$0.57		\$1.87	72%
Nov-18		\$0.15		\$0.78	\$0.54		\$1.47	85%
Dec-18		\$0.11		\$0.06	\$0.74		\$0.91	92%
Jan-19						\$0.10	\$0.10	93%
Feb-19		\$0.00	\$0.00		\$0.20		\$0.19	95%
Mar-19					\$0.27		\$0.27	97%
Apr-19					\$0.10		\$0.10	98%
May-19					\$0.09		\$0.09	99%
Jun-19						\$0.15	\$0.15	100%
Paid YTD	\$2.25	\$1.00	\$0.76	\$3.34	\$4.23	\$0.10	\$11.68	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.09	\$0.15	\$0.24	

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 2018/19 February forecast trays and actual payments to date
- YTD amounts for Pack and Time may move from previous Kiwifliers due to SLAs being paid late in a month.

Zespri Gold3 a APRIL	and Organi	ic Gold3							
ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Gold OB Premium	Loyalty Premium	Total payment / FOBS TE	% of Pool Paid YTD
Apr-18	\$2.80	\$0.12						\$2.92	19%
May-18		\$0.14						\$0.14	20%
Jun-18		\$0.18						\$0.18	21%
Jul-18		\$0.03		\$1.00	\$0.91			\$1.94	34%
Aug-18		\$0.24	\$0.22	\$1.50	\$0.49	\$0.02		\$2.46	50%
Sep-18		\$0.27		\$1.47	\$0.52			\$2.26	65%
Oct-18		\$0.45	\$0.26	\$0.54	\$0.33			\$1.58	75%
Nov-18		\$0.14	\$0.00	\$1.25	\$0.21	\$0.01		\$1.62	86%
Dec-18		\$0.02	\$0.03	\$0.01	\$0.82			\$0.87	91%
Jan-19			\$0.00				\$0.10	\$0.10	92%
Feb-19		\$0.00	\$0.02		\$0.20			\$0.23	94%
Mar-19					\$0.64	\$0.00		\$0.64	98%
Apr-19					\$0.10			\$0.10	98%
May-19					\$0.09			\$0.09	99%
Jun-19							\$0.15	\$0.15	100%
Paid YTD	\$2.80	\$1.58	\$0.54	\$5.77	\$4.22	\$0.03	\$0.10	\$15.04	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.09	\$0.00	\$0.15	\$0.24	
		То	tal fruit ar	nd service	payments	s - 2018/19) forecast	\$15.28	

Zespri Green1 APRIL	4							
ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / FOBS TE	% of Pool Paid YTD
Apr-18	\$2.80	\$0.06					\$2.86	28%
May-18		\$0.07					\$0.07	28%
Jun-18							\$0.00	28%
Jul-18				\$0.70	\$0.28		\$0.98	38%
Aug-18		\$0.00	\$0.27	\$0.70	\$0.65		\$1.62	54%
Sep-18				\$0.81	\$1.05		\$1.86	72%
Oct-18			\$0.34		\$0.42		\$0.76	79%
Nov-18				\$0.55	\$0.32		\$0.87	88%
Dec-18		\$0.01			\$0.60		\$0.61	94%
Jan-19						\$0.10	\$0.10	95%
Feb-19			\$0.00		\$0.10		\$0.10	96%
Mar-19					\$0.10		\$0.10	97%
Apr-19					\$0.10		\$0.10	98%
May-19					\$0.10		\$0.10	99%
Jun-19						\$0.15	\$0.15	100%
Paid YTD	\$2.80	\$0.14	\$0.61	\$2.76	\$3.61	\$0.10	\$10.02	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.10	\$0.15	\$0.25	

Total fruit and service payments - 2018/19 forecast \$11.92

Note 1: The submit and progress payments detailed in the tables are based on net submit trays. Note 2: Rates per TE of \$0.00 have values of less than \$0.005

Total fruit and service payments - 2018/19 forecast \$10.27

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

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





The month ahead: May



Harvest done and dusted?

There are three different stages which most growers will be at right now - you're waiting to harvest, harvest is all done and dusted and you're thinking about reviewing this season's outcomes, or you've moved on to thinking about next season.

Waiting for harvest - or in the midst of it

Now that we're well into MainPack, if you have an orchard that's harvested late, use the Harvest Preparation Checklist (Need to Know #2) to make sure everything is in order. It'll also be important to monitor maturity so you know what your crop is up to and you can make smart harvest decisions.

Monitor maturity

Brix at harvest is an important indicator of the storage quality of your crop. Keep a close eye on brix and firmness — once an individual fruit reaches eight to ten brix, dry matter accumulation will slow or stop, so there is little point in holding out for more taste. If you see a few fruit racing ahead of the pack, it's a signal your crop probably won't store that well, as there are fruit in the batch that are much more mature than the rest.

This season we've developed some great new resources to help you interpret your maturity clearance report. Find these, along with the maturity clearance criteria (separate resources for green and gold crops), on the harvest clearance test report page of Canopy (Canopy > Growing Kiwifruit > Orchard Management > Maturity & Harvest > Harvest Clearance Test Report). On this page you'll also find an updated

Maturity Testing FAQ resource (Need to Know #31), which contains pretty much anything you'd ever need to know about the testing process.

Thinking about next

season?

For SunGold growers, a really important thing to look out for is exploding softs. Over the past two seasons we've seen these very ripe fruit causing lots of issues at the packhouse. We'd strongly recommend managing them in the orchard. Some tips for minimising the problem include:

- If bins have been laid out earlier, check for and remove any fruit that may have dropped into them
- Take off thick picking gloves so pickers can feel if fruit is soft (but don't squeeze!)
- Brief pickers at the start of each day/orchard/ block to drop soft fruit or leave it on the vine.
 Good supervision will be critical
- Put auditors on every bin trailer, to look for softs and continually feed back to the pickers if they are not segregating soft fruit out
- Shake vines vigorously by grabbing the leaders (like a grape harvesting machine does) to try and drop the soft fruit off.

Feedback from several packhouses last year was that lines are much easier to pack when this advice

is followed and that will pay off in lower repacking costs over the next months in coolstore.

Assess wood type performance

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

Harvest done and dusted?

The crop is in the supply chain and your season is compete. There are still some important things to do before you can move on to thinking about next year.

Track your fruit using the Industry Portal

You can track your orchard's performance down to a maturity area using Zespri's Industry Portal. You can even check out what you have in onshore inventory and where in the world your fruit has been shipped to. Access the Portal from the home page on the Canopy website.

Post-harvest Psa-protection

Getting good coverage of fruit-stalk scars is important in protecting against Psa infection. Post-harvest applications of copper and Actigard (Actigard only works if you've still got relatively good leaf condition) have been shown to reduce Psa symptoms in spring.

Review the season

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

Thinking about next season?

- Begin planning for next season
 Assess pack-out results and identify constraints to production. Develop plans to address them next season. If your packhouse
- hasn't shared information about the phytosanitary status of your crop, ask them to. This will help you identify any particular pests which you need to focus on this season
- How have the structures coped? Now is the time to identify low hanging areas and other maintenance issues that are most easily addressed over winter
- Think about winter pruning strategies. Males might need work to remove late season growth and reduce crowding to improve spray penetration
- Remember that at the end of the day, your orchard is a business. Check out the onepage business planning template on Canopy to define your goals, gauge the health of your business and plan your objectives.
- Winter pruning it's that time again!
- What's your target? See the winter bud calculator on Canopy for a handy tool to set your numbers
- Specifications are really important. What do you expect your pruning team to deliver in terms of bud numbers and quality, cane spacing and wood types? Have you clearly articulated this? Use a pruning agreement. Search the Canopy website for a template.

Bringing in plant material

Grafting a block to SunGold or changing your males? If you need budwood, or replacement plants to fill gaps, make sure you know where you can source this plant material from — remember that there are movement controls in place to prevent the spread of Psa, including resistant strains (https://www.kvh.org.nz/ Movement_Controls).

OPC winter events schedule

In addition to Winter Workshops, this winter the OPC team bring you a suite of other events that address specific areas of interest. We aim to deliver events that are engaging, give you the opportunity to really think about what you're seeing, and that you leave with a plan to implement when you get home.

Gold3 Spur pruning field day: Tue 28 May (Bay of Plenty) & Wed 5 June (Hawke's Bay)



WINTER WORKSHOPS

This year the Zespri OPC team is joining forces with the Preharvest Assurance team to bring you our Winter Workshops. Here's what's on the menu:

SEASON OVERVIEW

Now that the fruit are off the vines and in a box we'll take a look back at the season that was. We're keen to get your input on the challenges or issues you faced this season so we can identify any areas that require further investigation. We will also remind you how to review your own performance using the awesome information in the Zespri Industry Portal.

	and the second se	OP CALENDAR
WHANGAREI	29 May, Wed 2pm - 5pm	Barge Park Showgrounds State Highway 14, Whangare
KERIKERI	31 May, Fri 9am - 12pm	Turner Centre 43 Cobham Rd, Kerikeri
HAWKES BAY	5 June, Wed 9am - 12pm	Duke of Gloucester, 389 Gloucester St, Taradale
GISBORNE	7 June, Fri 9am - 12pm	Bushmere Arms, 673 Matawai Rd, Waerenga-a-Hik
EDGECUMBE	18 June, Tue 9am - 12pm	Awakeri Events Centre State Highway 30, Awakeri
OPOTIKI	18 June, Tue 2pm - 5pm	Opotiki Golf Club 14 Fromow Rd, Opotiki
TE PUKE	19 June, Wed 2pm - 5pm	Orchard Church 20 Macloughlin Dr, Te Puke
KATIKATI	21 June, Fri 9am - 12pm	Fairview Gold Club 34 Sharp Road, Aongatete
WAIKATO	25 June, Tue 9am - 12pm	Mighty River Domain, 601 Maungatautari Rd, Karapiro
AUCKLAND	26 June, Wed 9am - 12pm	Pukekohe Park Raceway 222 -250 Manukau Rd
NELSON	27 June, Thu 9am - 12pm	Motueka Top 10 Holiday Park 10 Fearon St, Motueka
MOUNT	2 July, Tue 9am - 12pm	Club Mount Maunganui 45 Kawaka St, Mt Maunganu
WANGANUI	12 July, Fri 9am - 12pm	Anndion Lodge, 143-145 Anzac Pde, Whanganui

Two events, in BOP and Hawke's Bay, will visit the spur pruning trial sites. This trial is in year 3 and has shown an increase in dry matter and decreased variability compared to conventional replacement cane pruning with similar crop load. The science says it works, but what are the commercial realities?

To register for the BOP event, visit zesprievents.co.nz/SpurBOP.

To register for the Hawke's Bay event, visit zesprievents.co.nz/SpurHB.

Gold3 stringing bus tour: Thu 4 July, Bay of Plenty

This is an opportunity to see different types of stringing systems on commercial orchards. We'll discuss the pros and cons of these systems and why they might be a good solution for your orchard – or not – particularly with regards to labour.

To register, visit zesprievents.co.nz/Stringing.

CROP PROTECTION

We will give you an update on changes to the Crop Protection Standard (CPS) and take a look at recent trials focussed on improvements to pest & disease management (Psa, Sclerotinia, Scale Thrips, Cicada, PVH)

ON ORCHARD ZESPRI INNOVATION & OPC TRIALS UPDATE

What's new at the zoo? In this section we will give an overview of some of results that have come out of Zespri's Innovation and OPC on-orchard trial programmes. These range from simple on-orchard growing questions, to the more complex research that is funded through the Innovation framework. We'll let you know what trials are coming up for next season and get your feedback.

The 3-hour workshops will be relevant to all growers/orchard managers/supervisors and content will cover all varieties (Hayward, Gold3 and Green14). If you can't make the workshop closest to you, email the OPC team (opc@zespri.com) and we will send you any resources that we give out on the day.

Reminder to order nursery plants in advance



When KVH visits nurseries as part of the Kiwifruit Plant Certification Scheme (KPCS), the importance of growers ordering their plants well in advance is highlighted.

Without a reliable estimate on anticipated demand for the next season, nurseries take a conservative approach to avoid getting left with unsold stock. Growers should order plants as far in advance as possible — preferably a year — to avoid any shortage in supply.

Additionally, growers must only purchase plants that are KPCS certified, as KVH movement controls must be observed. A list of nurseries and their KPCS status is available online at www.kvh.org.nz. When it comes to 'grow for your own use,' growers are reminded that they may produce their own plants for use on the same property. There are no restrictions on these plants.

Growers may also produce up to 1,000 plants per year for movement between their own properties within the same KVH kiwifruit growing region. These plants don't need to meet the requirements of the KPCS but any plants being moved between properties must meet some risk management requirements. Growers in this case must complete and submit to KVH a Psa-V risk management plan.

Top tips for harvest hygiene



Harvest season presents a high-risk period for spreading Psa or other biosecurity risks between blocks, orchards and regions because of the numbers of vehicles, machinery and people movements involved.

Growers are responsible for protecting their orchards, and others, by ensuring the movement of harvest equipment, people and bins onto and around their orchard is minimised.

- · Clear loadout areas of weeds
- Clearly mark parking and hygiene control areas
- Only allow essential vehicles into the production area
- Limit access to established roads and tracks and use free orchard access signs available from KVH or your local pack-house
- Make sure contractors and staff understand your hygiene requirements
- Check all equipment (harvest bins, harvest machinery, picking bags etc.) coming on to your orchard has been cleaned and sanitised, and is free of plant and soil material
- Ensure people check that clothing, particularly headwear and footwear, is free of plant material on entry and exit
- Don't allow workers to bring imported fruit onto the orchard.

Additional people coming and going through orchards means more pairs of eyes can be on the lookout for unusual vine symptoms or pests. Ensure everyone knows to report the unusual to either KVH on 0800 665 825 or Biosecurity New Zealand on 0800 80 99 66.



Help dig out new wood-boring beetle

The public is being asked to report any sign of the granulate ambrosia beetle. This unwanted pest has been detected in five Auckland areas since February, and it's the first time the beetle — regarded as a serious pest overseas — has been found here. Kiwifruit is not known to be a host, but it does feed on a wide range of broadleaf trees and can spread fungal diseases.

The beetle resides under bark, making it difficult to detect. A tell-tale sign is distinctive protrusions of frass (compacted sawdust) from bark that look like toothpicks. They're caused by the beetles pushing frass out of tunnels bored into the trees. Other symptoms include sap oozing from the tunnel entrances and branch dieback.



Sawdust strings protruding from the trunk of a tree. Image: Jiri Hulcr, University of Florida.



Biosecurity New Zealand and local authorities are working together to identify the extent of the spread, inspect known host trees, and place lured traps around the detection sites in Auckland. Industry groups are also learning more from offshore researchers about risk, containment and long-term management options.

KVH is closely following the response and will update growers on any developments that indicate the kiwifruit industry could be impacted by the beetle or pathogens it could spread.

If you think you may have seen the granulate ambrosia beetle or any sign of frass on trees, take a photo and call Biosecurity New Zealand's exotic pests and diseases hotline on 0800 80 99 66. For more information, check out the Biosecurity New Zealand and KVH websites.



Side view of an adult female ambrosia beetle. Image: Lyle J Buss, University of Florida.



New Zealand Kiwifruit Growers Incorporated (NZKGI) ph: (07) 574 7139 or toll free on 0800 232 505 www.nzkgi.org.nz

Seasonal labour shortage declared for BOP kiwifruit industry

On 5 April the Ministry of Social Development (MSD) declared a labour shortage for the kiwifruit industry in the Bay of Plenty and extended the labour shortage in the Hawke's Bay. The BOP declaration is for the period 15 April until 27 May 2019.

At the time of the declaration, there was a shortfall of over 1,400 vacancies in the Bay of Plenty's kiwifruit industry.

"The industry has been working hard to attract labour for this year's harvest," says NZKGI CEO Nikki Johnson. "NZKGI has been running a media campaign to promote work in our sector and signals indicate that this has gone some way in reducing the number of vacancies. However, it's vital to our industry that there's The declaration of a seasonal labour shortage allows overseas visitors who already hold visitor visas to apply to vary the conditions of their visas for working in kiwifruit in the Bay of Plenty. Overseas visitors have been encouraged to visit the New Zealand Immigration website, where detailed information about varying the conditions of a visa can be found.

Nikki says NZKGI seeks to employ Kiwis as a first priority, especially those living in regions with orchards and pack-houses. "Because of the low unemployment rate, however, this isn't always possible. Other sources of workers, such as those from the Recognised Seasonal Employer (RSE) scheme and backpackers, are

Insist on good hygiene practices this harvest season.

enough seasonal labour for harvest, and there have been clear signs there may not be enough people to pick and pack the intended crop at season peak. So, it's entirely prudent and good risk management for MSD to take this step in support of our campaign."

Kiwifruit industry employers have been working closely with MSD to place New Zealanders in vacant roles. Between January and April this year, MSD has placed nearly 500 job seekers into the kiwifruit industry.

also required."

She says the industry continues to have robust discussions with government around increasing the number of workers available under the RSE scheme, as well as other avenues to meet demand during harvest.

NZKGI has recently secured co-funding and employed a labour coordinator to connect employers with workers over harvest and analyse current and future labour demands of the kiwifruit industry, and will use this information to deal with industry growth projections.



Q&A FROM THE FIELD

If I've done multiple clearance tests for SunGold, do I get paid the highest TZG result for each size?

If more than one maturity clearance sample is collected for a maturity area, the highest gross submit weighted average TZG is selected as the best sample. Zespri calculates which of your clearance samples is most profitable when overlaid with your actual submit size profile, to ensure you're always getting top dollar.

Can I spray a Psa protectant on my harvested, neighbouring unharvested blocks?

Applying a post-harvest protectant spray (such as copper and Actigard) for Psa is a good idea, but extreme caution must be taken to avoid drift/spray tank contamination onto non-harvested crops nearby. The outcome of residue found on fruit caused by spray drifting onto neighbouring blocks can range from the Ministry for Primary Industries requesting crops to be destroyed before harvest through to product recalls from offshore markets. In all instances, the grower remains responsible for these outcomes including all costs associated with required actions.

If you're considering applying a post-harvest spray, be sure to take extra precautions to avoid drift and rinse spray tanks well before applying clean up sprays. If you have any concerns, please get in touch with the Zespri Crop Protection team.

Will Zespri provide any budwood for the 2019 licence release?

Yes. Zespri will provide budwood to growers who don't have their own SunGold budwood on their KPIN. In consultation with KVH, it was agreed Psa risk is reduced where a grower is practicably able to use their own budwood from their existing SunGold at an individual KPIN level. Zespri will collect a provision of budwood for failed grafts in spring, but where possible, growers are encourages to collect a provision for themselves, too. Growers who stated they were going to use their own budwood on their licence application, but now require budwood from Zespri, should phone Grower Liaison Manager Support Lead Jane Frost on 027 511 1056 to organise budwood.

Can Zespri provide any male budwood?

No. Zespri doesn't collect any provisions of, or supply, male budwood. If any new male cultivars that look promising come through the breeding programme, Zespri will facilitate the release of these to industry. Keep an eye on the Canopy website and *Kiwiflier* for more information as it becomes available.

What is the approximate turnaround time for a residue sample? And when does it expire?

Allow a 14 day turnaround time for a residue sample. After collection and transport time, results are supplied to Zespri within seven working days from the receipt of the samples at the nominated lab. Residue results are valid for 42 days — crop not harvested within 42 days of the sample collection date will require re-sampling to mitigate risk of residue contamination in the period between the initial sample and harvest. If you have any questions, please contact Residue Programme Manager Malita Carle by phone on 07 572 7732 or by email at malita.carle@zespri.com.

Introducing our new team member, Brad Ririnui

We'd like to extend a very warm welcome to Brad Ririnui who started this month in the Grower Services team as a Grower Liaison Manager (GLM). Brad's no stranger to the industry or Zespri — he's come to us from GPS-it having headed up the PVR GPS mapping auditing function for the past ten years. In his new role, Brad will be looking after the Hawke's Bay and Te Puke (Reid Road to Rangiuru Road) regions.



THE ZESPRI GROWER LIAISON TEAM



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Jane Frost has moved into a new role as Grower Liaison Support Lead within the GLM team, project managing critical industry tasks for the team. She'll still remain the point of contact for the lower North Island and Whanganui growing regions.

Zespri International is proud to be owned by New Zealand kiwifruit growers. As the world's largest marketer of kiwifruit, we interact casie.r

BRAD RIRINUI Grower Liaison Manager Tel: 021 757 843 brad.rirnui@zespri.com

with our growers on a daily basis and provide year-round support.

From pruning to harvest, from orchard to market, from now and into the future, we're with you every step of the way.

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