

June forecast and market commentary

Zespri has published its June forecast for the 2019/20 season, following the meeting of the Zespri Board on 18 June.

“With our New Zealand harvest nearly complete, we’re ahead in terms of the supply of fruit on where we were this time last year,” says CEO Dan Mathieson. “It’s great to hear from several of our markets that consumers are letting them know they’re really impressed with the taste of this year’s crop. This is helping the markets maintain the strong start to the season in terms of run rates. SunGold is well ahead of last year in terms of fruit delivered into market, a result of our earlier harvest this season, and the great taste

is supporting sales in the smaller sizes. Green and organics have also had a steady start, with summer fruit and domestic fruit supply volumes reportedly being down in several markets. With our smaller fruit size compared to the last few years and the drop in Green supply, it will be a challenging year, but our team will be working even harder to again deliver strong returns for our growers and industry.”

Our second forecast of the year for Orchard Gate Returns (OGRs) is presented to the right. The range presented recognises that we are early in the selling season and we’ll be announcing a per tray result in August.

POOLS	2019/20 Indicative Range – June forecast (per tray)	2019/20 Indicative Range – June forecast (per hectare)	2019/20 Indicative Range – April forecast (per tray)	2019/20 Indicative Range – April forecast (per hectare)
Zespri Green	\$5.50 - \$6.50	\$54,000 - \$64,000	\$5.20 - \$6.20	\$53,000 - \$64,000
Zespri Organic Green	\$8.30 - \$9.30	\$54,000 - \$61,000	\$8.00 - \$9.00	\$59,000 - \$66,000
Zespri Gold	\$10.20 - \$11.20	\$137,000 - \$151,000	\$9.70 - \$10.70	\$131,000 - \$145,000
Zespri Green14	\$6.80 - \$7.80	\$35,000 - \$40,000	\$7.00 - \$8.50	\$43,000 - \$52,000

Total Fruit and Service Payment

The forecast Total Fruit and Service Payment Range (excluding loyalty premium) for the 2019/20 season is \$1,750 million - \$1,850 million.

Forecast corporate profit range

The forecast range of corporate net profit after tax for 2019/20 is \$182 million to \$192 million, including licence release income.

Sustainability in action at Fieldays

Sustainability was a key focus for Zespri at this year’s Fieldays. This annual event, the largest agricultural show in the southern hemisphere, was held from 12-15 June at Mystery Creek near Hamilton. As always, we took the opportunity to meet with many growers visiting the event, to provide some warm hospitality and to discuss what matters to our business.

This year, our team promoted some of the environmental and social issues our industry needs to continue to focus on. This includes building on work already underway to reduce our plastics in packaging, managing our water use, and improving worker wellbeing through GLOBALG.A.P. Growers were asked to vote on the areas they see as priorities by placing kiwifruit into bags marked with the names of the subjects that mattered most. Having used the classic kiwi thermometer graph to track results, some clear favourites emerged from grower feedback.

Zespri CEO Dan Mathieson used his lunchtime talk with growers to highlight the importance of our industry continuing to produce a product that has a positive impact on our environment and communities. Dan confirmed that consumers, communities and regulators both here and abroad are increasingly demanding this sort of action

and that if we don’t meet their expectations, we’ll face barriers getting our fruit into their fruit bowls and potentially stronger regulations. He also highlighted the importance of our industry continuing to work together to find solutions, and that if we act now, we’ll have an opportunity to create greater value for our industry.

Zespri’s Head of Sustainability Rachel Depree says it was fantastic to hear directly from growers on sustainability. “Seeing the support for sustainability and hearing what priorities matter most to growers is really helpful as we start to progress our sustainability strategy. We’re looking forward to talking more with growers and the wider industry about this in more detail over the coming months.”

The Zespri events team ensured we also had a sustainable site at Mystery Creek with a very specific focus on waste management resulting in a huge reduction in the waste to landfill from our site this year. There was also a concerted effort made to use items that have less of an impact on our environment. This, together with our focus on engaging with our industry to hear their views, resulted in Zespri being recognised as the inaugural winner of the Fieldays Contribution to Sustainability award.



The Zespri team was recognised by Fieldays for our performance on waste reduction at our grower site.

Zespri Annual Meeting and voting packs



The Zespri Annual Meeting will be held at 1pm on Wednesday 24 July 2019, at Trustpower Arena, 81 Truman Lane, Mount Maunganui.

Shareholders will have received their Annual Meeting packs in late June, including the Annual Review, Annual Report (if requested), Notice of Meeting, Voting and Proxy Form and candidate biographies. Director nominations closed on 31 May 2019. Paul Jones is standing in vacancy one and Jonathan Mason is standing in vacancy two. David Jensen and Craig Thompson are standing in vacancy three.

Vacancies one and two are uncontested. Shareholders must vote for or against the candidate in those particular vacancies, or abstain. The candidate must receive more votes for than against to be elected. There are multiple candidates standing in vacancy three. Shareholders must vote for one candidate in that vacancy, or abstain. The candidate receiving the highest number of votes with respect to this vacancy will be appointed as a director.

With respect to the shareholder members of the Director Remuneration Committee, Michelle Dyer is retiring by rotation and standing for re-election. As there is only one candidate in this vacancy, shareholders must vote for or against the candidate, or abstain. The candidate must receive more votes for than against to be elected as a shareholder member.

Voting on resolutions can be done up to 48 hours before the meeting, or at the meeting. Advance votes can be lodged online via InvestorVote or by mailing your completed Voting and Proxy Form to Computershare for

receipt before 1pm on Monday 22 July 2019. If voting at the meeting, please take your admission card, which can be found on your Voting and Proxy Form to the Annual Meeting (see the below note regarding corporate shareholders). Shareholders should have recently received their instructions for using InvestorVote direct from Computershare, including their confidential access information.

Please note: If shares are owned by a company or other incorporated entity and the shareholder wishes to vote at the meeting, the shareholder must appoint an individual as a proxy to attend the meeting and vote on his or her behalf. Proxy appointments can be done online through InvestorVote or by completing the proxy information on the Voting and Proxy Form with the name of the proxy, leaving the voting instructions blank and returning the form to Computershare before 1pm on Monday 22 July 2019.

All advance votes and proxy appointments (whether submitted online or by post) must be received by Computershare before 1pm on Monday 22 July 2019. If you have appointed a proxy, please ask that individual to be at the Annual Meeting early to register for electronic voting at the meeting.

Please do not deliver Voting and Proxy Forms to Zespri’s offices or personnel.

Questions regarding completion of Voting and Proxy Forms (including through InvestorVote) can be directed to Computershare by calling +64 9 488 8777 or sending an email to corporatereactions@computershare.co.nz. Any questions about the Annual Meeting, voting cap or transferring shares, can be directed to Zespri Grower Support Services (0800 155 355).

From the markets

Italian OPC field days

After an unusual start to the season with heavy rain for all of May and temperatures below average at flowering time, the Italian OPC team still managed to run a series of seven post-flowering field days across Italy to engage growers. The field days focused on the technique of girdling which has provided positive results from recent trials.

Each workshop was very practical, with growers trying their hand with the technique on the vines. Most growers were very enthusiastic about our data in terms of fruit size and economic gain — it's great to see more growers who are keen on improving their crops by adopting new techniques.



Girdling was a focus of the seven post-flowering field days in Italy.

Healthy 10k Run

The UK team was part of another Healthy 10k Run event in Birmingham city centre recently, where it handed out just under 5,000 kiwifruit samples to runners and spectators. SunGold fruit samples were chosen to help raise awareness of the versatility of the fruit — you can eat the skin, for example, which most people didn't realise! Although it was quite a wet morning, everyone was pleased to have something delicious and refreshing to snack on.



Participants and spectators enjoyed versatile SunGold samples.

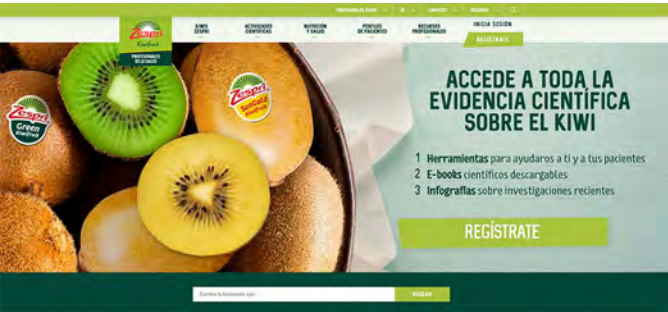
New healthcare professionals website

Zespri Spain is launching an exclusive website for health professionals based on the scientific benefits of kiwifruit in a healthy diet. With the aim of increasing knowledge of the health benefits of both Zespri Green and Zespri SunGold varieties, the platform offers tools for health professionals to improve their patients' diet and nutrition while recommending the Zespri brand.

The website is aimed at three types of health professionals: physicians, nutritionists and dieticians, and paediatricians and nurses. Health professionals will find nutritional information and information on conferences, symposiums, clinical trials and other scientific activities involving the brand. They'll also be able to consult the specific benefits of the nutrients and properties in kiwifruit and the benefits to different patient profiles.

The website also has a section of materials such as articles on kiwifruit, recipe books and e-tools for their patients, which health professionals can download once registered with the site.

Check out the website at <https://www.zespri.eu/profesionales-salud/home>.



Kiwifruit is front and centre of new Spanish website for health professionals.

Momentum 2020

Save the date!

The two-day industry conference is set to take place on 13 and 14 February 2020 at Trustpower Arena. The key themes of the conference are future thinking and sustainability, with a focus on how we're evolving the Zespri brand and a deep dive into our sustainability framework.

With international keynotes, deep dive sessions, networking opportunities, the official opening of the new Zespri headquarters and the Hayward medal dinner, Momentum 2020 is not to be missed. Pop the date in your calendar now and keep an eye on *Kiwiflier* for further details being released over the coming months.



ZESPRI IN THE COMMUNITY

Government tour

The end of May saw our government tour season conclude for 2019. Between March and May we hosted six groups, with participants from various ministries including: Ministry of Foreign Affairs and Trade, Ministry for Primary Industries, Ministry of Business, Innovation and Employment and New Zealand Trade and Enterprise. These

tours are an invaluable experience for us to show officials around our industry for the day, and they are always enjoyed by attendees. A big thank you must go to the growers, post-harvest facilities and Plant & Food Research who always go out of their way to host us at such a busy time of year, we couldn't do it without you all!



MPI and MFAT officials at Trevelyan's.

How's Koura?

Koura and Pistachio, everyone's favourite kiwi couple, were spotted cuddled up in a newly discovered part of the forest when Sheryl, one of the Otanewainuku Kiwi Trust's volunteers, went searching for them recently. It seems Koura — our golden boy — was kicking about for his usual health and tracker check however

he did lead Sheryl to his girlfriend Pistachio whose tracker was broken. Both kiwi received new gear and were returned to their burrow where the roof was rebuilt. Koura and Pistachio have gained 280g each, so are in good shape for the rest of winter.



Koura and Pistachio in their winter burrow.

Why is it so important that all Gold3 licence holders help protect their own investment?

The industry has invested significantly in PVR licences and it's important that Zespri and growers continue to protect the investment in licensed varieties. Licence releases from Zespri are performed in line with market signals and supply and demand forecasts from our markets which are reviewed annually.

Overplanting at an individual KPIN level can seem insignificant to growers, but on an industry level, additional hectares outside the existing 7,400 licensed hectares can quickly amount to significant levels. With the recent increase in Gold3 licence prices and high returns, it's crucial that Zespri continues to protect growers' investments in the variety and identify over-planters. Zespri will continue to take a hard-line approach towards these infringers.

Zespri understands that in some cases, overplanting is minor and unintentional, however it's clear in other cases that growers have deliberately or recklessly exceeded their licensed area. It's important for growers to understand Zespri doesn't have a "minimum area" under which they won't pursue unauthorised plantings.

Zespri requires strict adherence to the licence terms and conditions and the consequences for overplanting are severe, to the extent of termination of any Gold3 licence and exclusion from bidding in future licence releases. This hard-line is taken to protect the approximately 1,500 growers across 2,049 orchards — that have made the investment in Gold3 licence and subsequent orchard development since the variety was released in 2010. Growers who graft or plant without a licence, or plant in excess of their licensed area, are enjoying the rewards of the success of Gold3 without making the investment. Zespri conducts its own audit programme to ensure it's maintaining the legitimacy of the licence base and will find cases of overplanting. However, if people become aware of instances where Gold3 may have been grafted or planted without the grower having the licence, they can contact Zespri directly to confidentially relay their concerns and these will be investigated through the annual audit process.

Zespri may also take into consideration pre-existing breaches of its intellectual property rights when offering new opportunities for licences or trial activities to growers.

There have been instances lately where an updated audit shows a different mapped area to a previous audit although no structural changes have been made to the orchard. GPS mapping technology has improved significantly over the past 10 years resulting in more accurate maps. If a grower receives an audit with a change in their mapped area and they believe it's due to mapping

inconsistencies then we urge them to contact the Grower Support Services Team so an analysis can be undertaken with GPS-it looking at all the historical measurements.

Growers are reminded that if they're converting or grafting an area with Gold3 it's their responsibility to practice due diligence and ensure that the licence is sufficient to cover the area intended to be grafted. If this requires the area to be GPS mapped, growers are required to do this at their own cost. GPS mapping can be done by any of Zespri's approved mapping providers found on Canopy > Growing Kiwifruit > Zespri® Variety Licences > GPS Mapping & Audits. If GPS-it has previously mapped the orchard they may be able to calculate the area to be grafted based on measurements they've previously obtained without requiring another onsite visit. There's still a cost involved with this and in some instances a visit may be required by GPS-it. Growers are urged to ring GPS-it if they wish to explore this further.

If Zespri becomes aware of any overplanting we may either conduct a site visit and/or may designate that orchard to be re-visited by a mapping provider at a later date for a random audit.

If you have any doubt about what your licensed area is compared to your planted area (for example, because you have a number of separate licences on a single KPIN), please contact the Zespri Grower Support Services Team on 0800 155 355 who will confirm this for you.

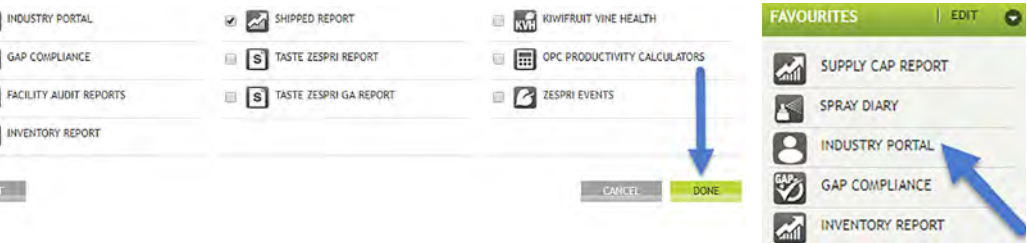
If you have any queries regarding the terms of your Gold3 licence, if you feel that you may be currently overplanted or if you'd like to confirm your licensed vs planted area, please contact the Zespri Grower Support Services Team or a Zespri Grower Liaison Manager.

The Unauthorised Grafting Policy can be found on the Canopy at (Canopy > Growing Kiwifruit > Zespri® Variety Licences > GPS Mapping & Audits > Unauthorised Plantings).

How can I check what my licence area versus planted area is?

You can check what your licensed area is compared to your planted area for all your KPINs by logging onto the Zespri Portal, which can be found through a link on the Canopy website home page. The Industry Portal contains your details and information on the orchards you own or lease.

Step 3: Once you have selected your favourites, scroll down to the bottom of the page and click 'done'.

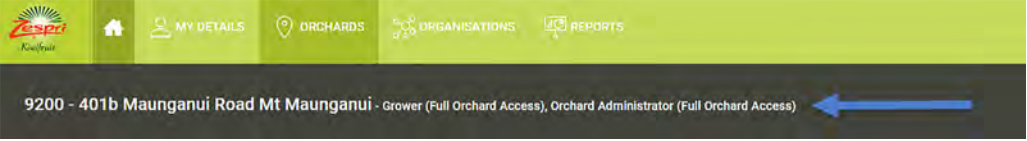


The Industry Portal link will now be permanently located on your favourites. Now just click the link to take you to the Zespri Industry Portal landing page.

Step 4: Click on 'orchards' (all orchards you're connected to will be displayed through this link). If you can't see one that you believe you should be connected to, please call the Grower Support Services on 0800 155 355 to discuss.



If you have multiple KPINs, they will appear in a drop down box here.



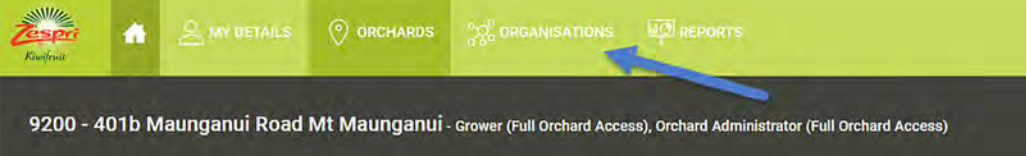
Step 5: Once you have selected a KPIN, scroll down to the bottom of the page you will see 'variety summary'.

Variety	Licensed Area	Total Planted	Processing Planted	Non-Processing Planted	Mapped	Latest Survey
Hayward (H01)	0.00	9.29	0.00	9.29	0.00	
SunGold (G3)	1.00	0.98	0.00	0.98	0.00	

This will show your licensed area versus your planted area for all of the varieties on the KPIN you have selected. Please note, the planted area is generated from your spray diary blocks. If you've received a GPS audit recently or grafted some blocks your spray diary won't be updated yet until season rollover which will happen in the first week of July.

If you hold multiple licences under one legal entity, you're also able to see what your total licensed area for your legal entity is.

Select 'organisations' at the top of the page.



Scroll down to the bottom of the page and you'll see 'licence holding'. This hectare amount is a total of all licenses held by the selected entity which can be spread across multiple KPINs.

Licence holding
(Name)Account - SunGold (G3)

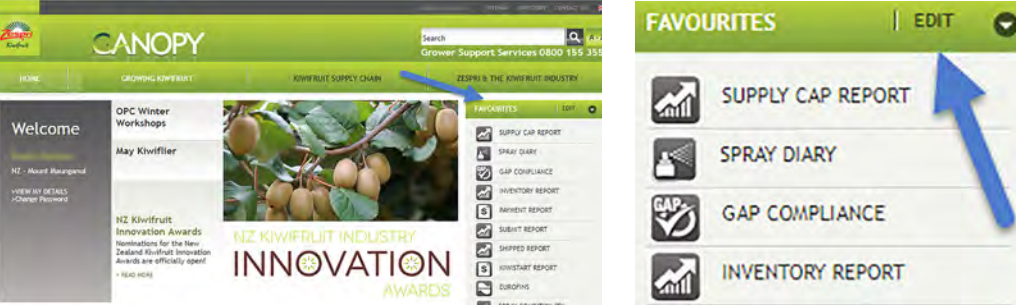
If you have multiple entities, they will appear in a drop down box here.



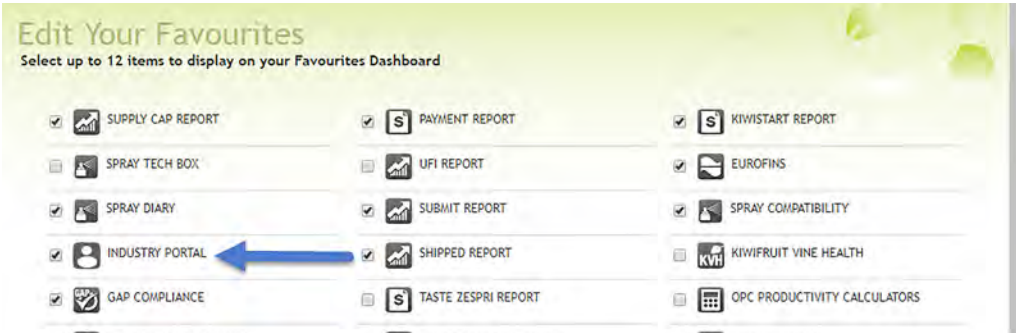
If you're having trouble logging into Canopy or cannot see a KPIN or entity you should be connected to, please contact the Grower Support Services Team by phone 0800 155 355 or email at contactcanopy@zespri.com.

How to add the Industry Portal to your homepage of the Canopy website

Step 1: Locate your 'favourites' box on the Canopy homepage and select 'edit' (see image below). This will open a new window called 'edit your favourites'.



Step 2: Select 'INDUSTRY PORTAL'.



2019/20 Season Return Analysis

Class 1 - Approved Progress Payment 15 July 2019	Average on Net Submit	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.71	\$0.65	\$0.85	\$0.85	\$0.65	\$0.65	No payment
Zespri Organic Green	\$0.52	\$0.50	\$0.75	\$0.70	\$0.55	\$0.55	\$0.05
Zespri Gold3 & Organic Gold3	\$0.48	\$0.50	\$0.40	\$0.60	\$0.60	No payment	No supply
Zespri Green14	\$0.50	\$0.70	\$0.70	\$0.80	\$0.50	\$0.50	\$0.30

Class 1 - Indicative Progress Payment 15 August 2019	Average on Net Submit	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	No payment
Zespri Organic Green	\$0.26	\$0.05	\$0.45	\$0.35	\$0.25	\$0.25	\$0.05
Zespri Gold3 & Organic Gold3	\$0.08	\$0.05	\$0.05	\$0.15	\$0.05	No payment	No supply
Zespri Green14	\$0.24	\$0.80	\$0.55	\$0.50	\$0.20	\$0.20	\$0.10

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

2019/20 Season Taste Zespri Payments

This table details the calculation of the Maximum Taste Payment and Average Taste Zespri payments for the 2019/20 Season based on the December 2018 forecast.

- Payments are made on FOBS volumes (i.e. volumes shipped).
- As the July and August payments are based on the December 2018 forecast, the 13 September 2019 payment will include an adjustment following the August 2019 forecast.

- Trays shipped between the payment dates will receive a catch up payment on the 15th of the month following load-out.
- At the time of the December forecast it was assumed that SunGold and SunGold Organic size 39 fruit would be grouped with the Non-Standard Supply fruit, hence it was excluded from the Class 1 Fruit Value and Taste Calculation (and included in the Non-Standard Supply Calculation). It has since been confirmed that this size will remain in Class 1 and the Final Taste Rates to be determined at the August 2019 forecast will reflect this.

2019/20 Season indicative Taste Zespri Payments – based on December 2018 forecast	Class 1				Non-Standard Supply	
	Zespri Green	Zespri Organic Green	Zespri Green14	Zespri SunGold Total	SunGold Size 42	SunGold Organic Size 42
	\$ per TE	\$ per TE	\$ per TE	\$ per TE	\$ per TE	\$ per TE
December 2018 forecast fruit payment	\$4.05	\$6.39	\$6.46	\$6.65	\$6.58	\$8.01
Plus 2018/19 season taste payments (at December 2018 forecast)	\$2.51	\$3.36	\$2.82	\$5.87	\$3.14	\$5.99
December 2018 forecast fruit payments including taste	\$6.57	\$9.75	\$9.28	\$12.53	\$9.72	\$14.00
Percentage payable as Taste Zespri	60%	60%	60%	70%	70%	70%
Maximum taste payment per tray	\$3.94	\$5.85	\$5.57	\$8.77	\$6.80	\$9.80
2019/20 average TZG	0.77	0.75	0.55	0.80	0.65	0.77
Average Taste Zespri payment per tray 2019/20 Season	\$3.05	\$4.41	\$3.08	\$7.05	\$4.41	\$7.58

Payment Schedule:						
15 July 2019 (based on December 2018 forecast)	30%	30%	30%	30%	30%	30%
15 August 2019 (based on December 2018 forecast)	30%	30%	30%	30%	30%	30%
13 September 2019 (based on August 2019 forecast)	20%	20%	20%	20%	20%	20%
15 November 2019 (based on August 2019 forecast)	20%	20%	20%	20%	20%	20%

Note: amounts above are not rounded to two decimal places, therefore rounding differences may apply.

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. The rates have been set without direct reference to the size ratios.

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

July 2019 approved progress payments on Net Submit trays
Approved per tray progress payments for 15 July 2019:

Class 1	
Zespri Green	\$0.71
Zespri Organic Green	\$0.52
Zespri Gold3 & Organic Gold3	\$0.48
Green14	\$0.50

August 2019 indicative progress payments on Net Submit trays
Indicative per tray progress payments for 15 August 2019:

Class 1	
Zespri Green	\$0.05
Zespri Organic Green	\$0.26
Zespri Gold3 & Organic Gold3	\$0.08
Green14	\$0.24

Orchard Gate Return
The OGR calculations reflect post-harvest cost data compiled by Ingham Mora Limited in May 2019, the June 2019 forecast fruit loss percentages and current productive hectare information.

SHARE BRIEFS

As at **21 June 2019** the last Zespri share price trade was **\$8.20** traded on **18 June 2019**. There were five buyers at **\$8.10, \$8.00, \$7.90, \$7.50 and \$7.35**. There were three sellers at **\$8.25, \$8.30 and \$8.35**.

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

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

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

Want to see current buyers and sellers?

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

Below is the current market depth information as at **21 June 2019**.

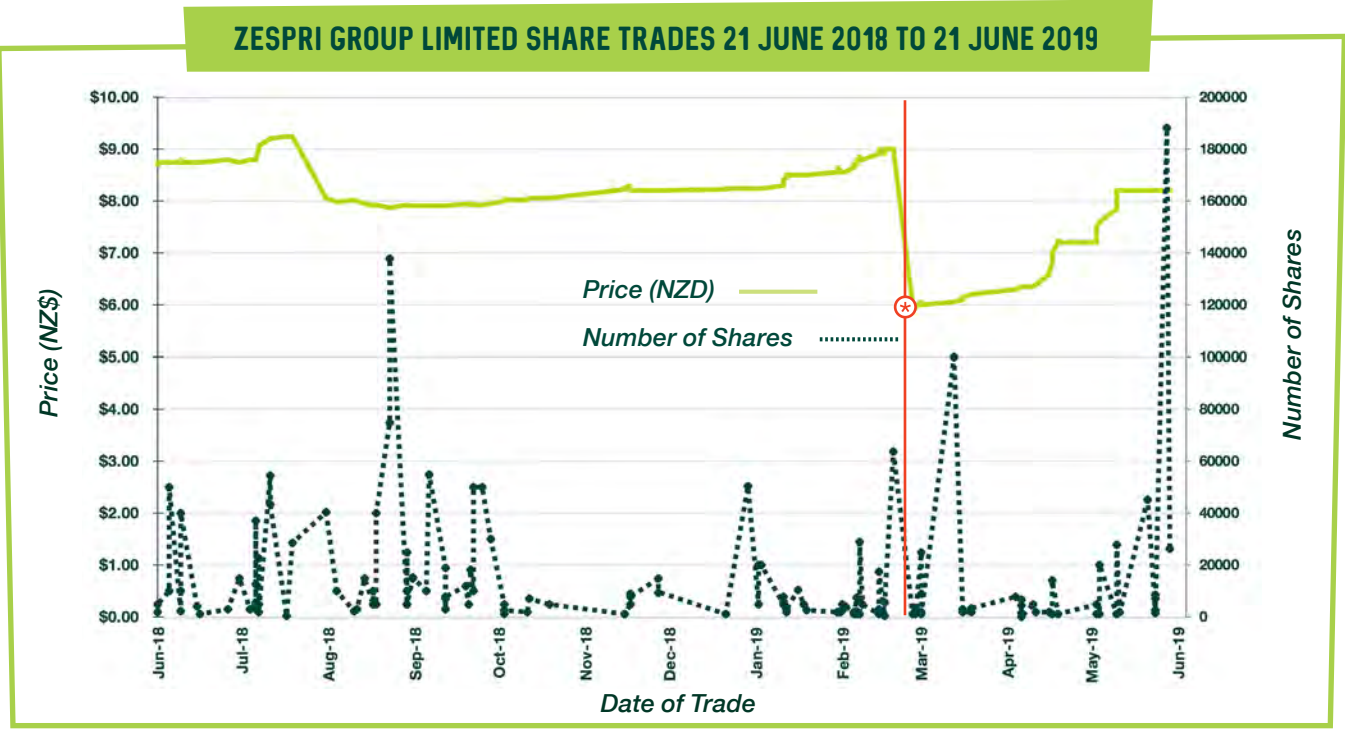
Quote Line at Friday 21 June as at 8.10am						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	8.100	8.250	8.200	0.000	0.000	0

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	2,000	8.100	8.250	2,000	1
1	4,000	8.000	8.300	10,000	1
1	1,000	7.900	8.350	1,000	1
1	1,000	7.500			
1	5,000	7.350			

Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
18/06/19	26,315	\$8.20	215,783.000
17/06/19	188,000	\$8.20	1,541,600.000
13/06/19	1,700	\$8.20	13,940.000
13/06/19	8,600	\$8.20	70,520.000
13/06/19	7,000	\$8.20	57,400.000
13/06/19	2,700	\$8.21	22,167.000
10/06/19	45,057	\$8.20	369,467.400
31/05/19	2,000	\$8.20	16,400.000
30/05/19	28,000	\$8.20	229,600.000
30/05/19	1,000	\$8.10	8,100.000

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

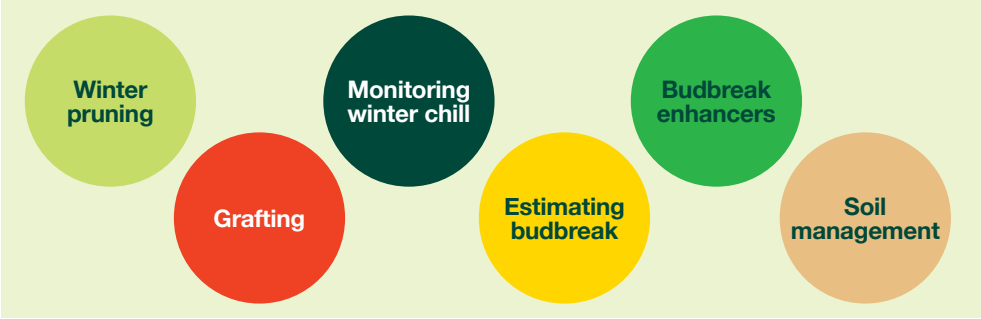
Please note that at any time content for *Kiwiflier* is finalised for publication, there may be some trades associated with director entities which have been matched and transacted, but the paperwork has not yet been received by Zespri or Computershare. As such, there may be some lags in reporting trading 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.



*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.



Key focuses July



Harvest is done and dusted, chill units are stacking up and your winter woollies are probably getting a good workout. Winter is when the foundations are set for the season ahead — so good planning and attention to detail are critical for your future success.

Planning your winter pruning

- The winter pruning job is all about balance and getting the right number of high quality buds across the bay. You'll need to think carefully about your target bud number: if it's been a warm winter, flower numbers are likely to be slightly lower, but overdoing it can cause real headaches down the track. Work through the process of calculating bud numbers using the template available in *Need to Know 21: calculating targets in winter and spring*
- A rule of thumb in horticulture is 'like grows like'. What does this mean? If you tie in big strong canes, they'll grow more big strong canes. It's the same for weak wood — tie it in and that's what you'll get more of. Identify your ideal wood type and focus on getting that wood into your canopy.

Creating and communicating your winter pruning specification

- Once you know what a good pruning job on your orchard looks like, you'll need to articulate this using clear instructions that your pruners will understand (pictures can be a big help here)
- Frequent and prompt feedback is really important for getting a good result — do your pruners know if they're meeting your specifications?

Grafting

- Register for the Graft Care newsletter if you're not already receiving it. This season

we'll be covering development, conversion and grafting males in established blocks, so there's something for everyone!

- If you're supplying budwood to another orchard, be sure to register with KVH. Record budwood source and destination to ensure traceability of plant material
- If you're sourcing new rootstock plants, only source KPCS (Kiwifruit Plant Certification Scheme) plants unless you have 'Grow for your own use' rootstock. Keep planting records to ensure traceability for GLOBALG.A.P.

Hygiene and crop protection

- Avoid pruning in wet conditions and maintain hygiene from vine to vine. Supplying two sets of tools makes it easy to sterilise between vines. For more information, refer to the KVH best practice management guide
- Minimising spray drift is essential to maintain good community relationships, so have your sprayer professionally calibrated and don't spray if drift is going to occur onto sensitive areas
- Apply copper products at the recommended winter rates. As an absolute minimum, apply after leaf-fall, before and after pruning and again prior to budbreak. Additional applications around significant frost or wet events may also be beneficial.

Soil management

- Get a soil test done before budbreak to determine nutrient requirements and also get a fertiliser plan in place. Different products will release nutrients at different rates, so work with a specialist to work out what's best for your orchard.

Getting the most out of budbreak enhancers

While hydrogen cyanamide is the industry standard budbreak enhancer, work continues looking for an effective alternative. There are several commercial options available for growers, including Armorbark and Advance Gold. What all these alternatives have in common is that timing of application is critical for success. Consider using the BreakNSure test to refine the timing of application. This test is now available in a pack of two, and with an index for either hydrogen cyanamide or Advance Gold application.

Regardless of the product you choose, there are a few things to focus on that will help to get the best out your application while keeping the neighbours happy.

Monitoring winter chill

The KVH website has a brilliant 'chill unit' calculator that's easy to use. You can see how winter chill is progressing this year compared to the past four seasons. If you get stuck, there's also a short instructional video — check it out at www.kvh.org.nz. Other sites like www.harvest.com and www.hortplus2.com can provide data from local weather stations.

Estimating budbreak

The formula for estimating the date of natural budbreak is as follows: $(6.35 \times (\text{May} + \text{June}) / 2) + 201 = \text{mean budbreak date (in Julian days)}$ where May and June are average temperatures for the month.

For example, 1 January has a Julian day of 1, and 25 September has a Julian day of 268.

Some simple steps to optimise budbreak:

- Apply the product in the right window — see the KiwiTech Bulletin N81

- Predicting Budburst available on the Canopy website
- Ensure your sprayer is properly calibrated including adequate air volume, especially if canes are not tied down
- Increase the rate of DriftStop™, particularly if spraying under marginal conditions such as when drying is very rapid, very slow or if rain is anticipated
- Regularly monitor sprayer speed
- Assess spray coverage visually by standing behind the sprayer to ensure spray is reaching the whole canopy (do this before you add chemical to the tank)
- Place water-sensitive papers in the canopy to assess coverage — are there areas where spray droplets aren't reaching?
- The hydrogen cyanamide page on the Canopy website has heaps of resources to help you get your application right
- Set up a simple budbreak assessment. This lets you see how effective your application was and identifies the natural budbreak date for your orchard — and how well the chill units predicted it.

Spray-sensitive areas

If you're spraying near a sensitive area (such as houses, schools, footpaths or neighbouring crops) think carefully about how you'll manage this to avoid spray drift. High quality shelter is your friend here — if you've got gaps, it's a good time to think about how you can address these in both the short and long term. Make sure you meet your obligations about notifications and notify everyone who needs to be informed.

Winter workshops feeding a hunger for knowledge

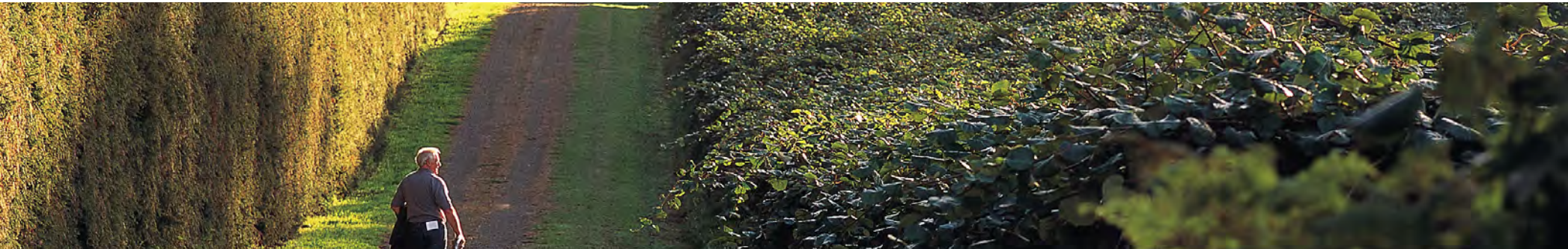
Growers are having to navigate an increasingly complex landscape of compliance, legal requirements, management systems and community expectations, and the OPC team's goal is to help you understand this landscape and make confident decisions about your business. With the help of the pre-harvest Assurance team, we've just completed this season's Winter Workshops which have focused on sharing the latest research and development trial results with you.

The pre-harvest team gave an update on where the industry is headed with regards to agrichemicals, and shared plans to form a grower

advisory group to give better grower input into the crop protection standard moving forward. They'll be back on the road later in the year once changes to the crop protection standard have been confirmed.

The OPC team has developed a set of great resources summarising recent work on some of our key pests and diseases, orchard productivity research (both carried out by the team and contracted out by the Zespri Innovation team) and on safe spraying.

You can access these resources via the Canopy website, or contact the team to request printed copies if you didn't make it to one of the workshops.



Orchard vehicle safety

Vehicles on orchards remain a critical risk that need to be actively managed.

As part of Zespri's Enforceable Undertaking (which is a commitment to promote health and safety and was agreed with Worksafe New Zealand in October 2017 following a tragic quad bike fatality), a research project was commissioned to investigate light vehicle safety on orchards.

The research was led by Mackie Research and Auckland University of Technology (AUT) and the report provides insights into the suitability of a variety of types of vehicles for the typical activities on an orchard.

Today, with an even greater focus on health and safety, there's a need to be more proactive about managing risks and objectively assess the suitability of various vehicles for different tasks and contexts.



ARE YOU THINKING OF BUYING A NEW VEHICLE?

FIND THE MOST SUITABLE VEHICLE FOR USE ON YOUR ORCHARD

This handy guide has been produced following a comprehensive research project into the suitability of various vehicle types for kiwifruit orchards. The assessment considered the main types of activities undertaken on orchards alongside the different types of vehicles that might be used and rated their suitability.

The research was completed by Mackie Research in conjunction with AUT as part of Zespri's Enforceable Undertaking and the full report can be found at <https://canopy.zespri.com>.

The vehicle is designed specifically for this task or is inherently safe across a range of terrain and user conditions

The vehicle is suitable for the task in some circumstances but not in others

The vehicle is unsafe to use for this task across commonly encountered conditions

N/A Task and vehicle combination highly impractical

Tasks which light vehicles may be used for	Walking	Mountain bike or E-bike	Two-wheeler or motorcycle	Quad bike	Side-by-side #	Roadworthy utes, cars and 4WD's	Orchard tractors (small, low tractor)
Personal transport for inspection and supervision							N/A
Groups of people getting around the orchard			N/A				
Light construction and maintenance work	N/A	N/A					
Other tasks involving trailed implements	N/A	N/A	N/A				
Spot spraying		N/A	N/A	*		N/A	

* Quad for spot spraying – the red rating rather than yellow reflects the multiplying effect of the Mental Model of Risk mismatch

Side-by-side vehicles – note that modification can vary

SIDE-BY-SIDES

Tasks include personal transport, inspection and supervision

FOR

- Commonly has complete safety system for two people when unmodified
- Easier to operate than a quad – active riding skills not required
- Designed to carry personal and extra loads

AGAINST

- The safety concept requires occupant restraint in seat and door openings covered. Getting in and out frequently often leads to these features being ignored or removed
- Most are too high to fit under the crop all year round unless modified by roll over protection/roof removal
- Untested local modifications to rollover protection common
- Training, site competence assessment and supervised period required

“A MUCH LIGHTER ALTERNATIVE TO CARS AND UTES ON THE LAND”

ORCHARD TRACTORS

Tasks include spot spraying and other tasks involving trailed implements

FOR

- Conventional option, safer for a range of users
- Light trailer and large machine slower. So inherently safer for a range of users when towing
- Fewer skills needed
- Generally more stable on variable surfaces

AGAINST

- Less maneuverable than smaller vehicles
- Training, site competence assessment and supervised period required



ROADWORTHY UTES, CARS & 4WDS

Tasks include personal transport, inspection and supervision

FOR

- Weather protection
- Standard vehicle operating licencing
- Complete passenger focussed safety system

AGAINST

- Training, site competence assessment and supervised period required

“INVESTMENT IN TRACKS AND AREAS DRIVEN ON CAN REDUCE MOWING NEEDS AND MAKE TURNING ON HEADLANDS SAFER AND LESS DAMAGING TO SURFACES AND DRAINAGE”

WALKING

Tasks include moving workers, knapsack spraying, and personal transport, inspection and supervision

FOR

- Reduced risk to others
- Health benefits
- Able to spend more time noticing aspects of orchard
- Least investment required for roading and surface improvement/retaining
- May be more cost effective. Just PPE/ Boots and backpacks and whatever kit is needed for carrying personal and picking gear in
- Low tech – low cost

AGAINST

- Time taken to get around the property
- Risk of slips, trips and falls
- Musculoskeletal injury risk
- Risk of being struck on tracks or in orchards by drivers especially at busy times when new and unfamiliar staff on the property
- No weather protection
- Limited by capacity and productivity
- Fatigue and time to be considered. Effort best used in work, not excessive travel

MOUNTAIN BIKE OR E-BIKE

Tasks include moving workers and personal transport, inspection and supervision

FOR

- Lower impact than heavier powered vehicles
- Low investment required for roading and surface improvement/retaining
- Health benefits
- Reduced noise

AGAINST

- Risk of being struck on tracks or in orchards by drivers or others on bikes
- Requires active riding – being able to ‘read the route’ and anticipate changes in surface and slope
- Mowing and maintenance must be to a high standard
- No weather protection
- Requires off-road experience
- Minimal safe load carriage with impacting balance
- Requires strapped helmet
- Need one bike per person trip

QUAD BIKE [AND QUAD WITH TRAILER]

Tasks include moving workers, light construction and maintenance work

FOR

- Fast method of transportation
- Low profile allows access under canopy

AGAINST

- Most designed for single person use
- Training, site competence assessment and supervised period required
- Requires active riding and therefore predictable surface needed
- Loading a trailer with people creates dynamic loads (left to right shift causing roll; front to back shift deloading near rear wheels prompting jack-knifing when traversing slopes)
- Easy to overload with tools or materials and dangerously increase instability

“OPERATING ON TERRAIN THAT LIMITS ACCESS FOR SOME VEHICLES – TESTS THE BOUNDARIES OF THE VEHICLES AND OPERATOR’S SKILLS”

Have you completed your orchard's biosecurity plan?

Kiwifruit growers are encouraged to strengthen biosecurity plans through a new guide from KVH.

The new five step on-orchard biosecurity guidelines are a set of measures designed to protect a property from the entry and spread of pests and diseases and have been developed to provide guidance and help growers identify risks, as well as learn how to address them.

Implementing on-orchard biosecurity is the responsibility of every person working on or visiting an orchard. With several high-profile pest and disease introductions into New Zealand over the last decade, including Psa, kiwifruit growers and orchard workers need to be biosecurity aware to protect themselves and surrounding businesses.

By using the guidelines to develop a biosecurity plan, you'll be able to identify and prioritise biosecurity practices that are relevant to your orchard and property and be able to treat biosecurity planning in a similar manner to quality assurance or risk planning, such as health and safety or emergency preparedness.

What's a biosecurity plan?

It's a document that outlines how you manage your orchard and how you'll respond to a pest or disease outbreak. It describes your processes on-orchard and how you're addressing biosecurity risks.

It can be as short, or long, as you need — the new five-step on-orchard biosecurity booklet is designed to be used as a template, with tips and suggestions for customising a biosecurity plan that works for your operation and that can be built on over time.

Having a plan in a biosecurity response or an emergency is critical. Early detection and reporting give us the opportunity to suppress any kind of serious disease.

Why have a biosecurity plan?

As a grower or person in charge of an orchard, you need to have a plan that covers the steps you take when moving machinery, tools and plant material on and off your property, how you trace and record all these things, how you manage the risks that might already be present, and the steps you should take if you see anything unusual.

By having a plan written down you can get everybody who's involved in your business on the same page.

Investing a little time in establishing good biosecurity practices on your orchard promises a hundredfold reward, not only through the smooth operation of day-to-day business but the avoidance of financial problems, movement restrictions and possible market access issues in the future from unchecked disease or pest populations.

The new five-step on-orchard biosecurity guidelines booklet is available from KVH by phoning 0800 665 825 or emailing info@kvh.org.nz. Copies will also be distributed in the GAP grower manual update packs distributed by Zespri.

More information and electronic copies of the guide are available on the KVH website at www.kvh.org.nz.



YOU HAVE THE POWER TO PROTECT YOUR LIVELIHOOD

Kiwifruit biosecurity threats could affect... Orchard Gate Return • Jobs • Community

THE NEXT BIG THREAT COULD BE HERE, UNDETECTED AND SPREADING.

IT MIGHT ALREADY BE ON YOUR DOORSTEP.

YOUR LIVELIHOOD IS AT CONSTANT RISK.



5 steps to protect your investment

- 1. UNDERSTAND YOUR RISKS**
What pests and diseases could arrive from offshore?
• What is happening in my local area?
• How might these enter my orchard? (Who and what enters my orchard that might bring these in?)
- 2. AGREE WHAT MUST HAPPEN ON SITE**
• Share knowledge with staff and contractors.
• Agree requirements and ensure that they are met.
- 3. SOURCE AND TRACE CLEAN PLANT MATERIAL**
• Rootstock, budwood, pollen, shelter and compost.
• Kiwifruit Plant Certification Scheme (KPCS) certification is mandatory for sourcing rootstock.
• Keep tracing records updated.
- 4. CHECK AND CLEAN**
• Consider the risk from: tools, vehicles and machinery, harvest bins, people, clothing.
• Ensure everything coming across your boundary is free from soil and plant material.
• Sanitise highest-risk items.
• Clean tools at least between rows.
- 5. REPORT THE UNUSUAL**

CATCH IT SNAP IT REPORT IT

CALL KVH 0800 665 825
OR MPI 0800 80 99 66



Ko Tātou
THIS IS US BIOSECURITY 2025



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

NZKGI 2019 AGM

Date: Wednesday 24 July
Time: 11am
Venue: Trustpower Arena, 81 Truman Lane, Mount Maunganui

All growers will receive their Annual Report and voting papers via post in July, including:

- Agenda, 2019 resolutions and explanatory notes
- Annual Report document incorporating chairman's report
- Chairman's report
- Portfolio reports
- Financial summary for 2018
- Budget for 2020
- Voting form.

Full audited financial statements, minutes of the previous meeting and explanatory information are available on the NZKGI website (www.nzkgi.org.nz).

Growers may vote prior to the AGM by casting an internet vote or by returning their vote by post. All votes must be received no later than 5pm on 23 July. Growers may also vote in person at the AGM.

All growers are asked to attend the AGM or submit their vote online. If you have any queries or concerns about your voting entitlement, please contact NZKGI on toll free 0800 232 505 or email info@nzkgi.org.nz.

KVH AGM voting



KVH's Annual General Meeting (AGM) will take place at 9am on Wednesday 24 July, at the Trustpower Arena in Mount Maunganui.

Growers will receive AGM packs in the mail within the first two weeks of July. This will include information about the Chairman's Report, 2018 KVH audited financial statements, the proposed budget for the

2020/21 financial year and voting, which will all be available online.

The AGM is a public meeting and anyone who's interested is most welcome to attend.

The NZKGI and Zespri AGMs will follow immediately afterwards.

Future Leaders: What's on?

AGM debrief with Dan — 25 July from 5.30pm

Be in quick to reserve your place! RSVP to info@nzkgi.org.nz.

Future Leader's quiz night — late August

Who's the brainiest of the bunch? Next month's issue of *Kiwiflier* will reveal the official date of our highly popular quiz night, but block out your calendar for late August in the meantime.

October and November events

What else has the team got planned? Our members can look forward to a field trip to another primary industry (who are leaders in

innovation!) in late October and something different in the personal development department for November. Stay tuned.

If you aren't yet a member, why not sign up? It's free, and anyone can join! Please email info@nzkgi.org.nz to sign up. We look forward to seeing you at one of our great events soon.



FUTURELEADERS

Industry Supply Group (ISG) 20 June

The main agenda items to be discussed are as follows:

- Full bloom dates sub group
- Period one

- Duty of care workstream update
- Pest interceptions
- CO₂ operating procedure

The next ISG meeting will be held on 18 July.



Contact Industry Liaison Team Leader Tom MacMorran (027 511 2005) or Grower Liaison Managers: Sue Groenewald (027 493 1987), Sylvia Warren (022 101 8550), Casie Rudnicki (027 271 2695) or Brad Ririnui (021 757 843).

Q&A FROM THE FIELD

Q What's the latest on Zespri's red kiwifruit?

A We've seen really positive feedback as part of the local market sales trial in New Zealand. Consumers were excited to try it and we'll soon be assessing the data from the trial, as well as a similar one in Singapore. Storing the fruit remains a challenge, given how quickly it ripens, but you can expect to hear more from us before the end of the year on our next steps.

Q Why is Zespri focusing on sustainability?

A Consumers are expecting more from businesses in terms of sustainability. They care about what their food is wrapped in and want to know more about where it comes from. They often want to know that it's been grown in a way that enhances the environment and supports livelihoods. To earn the trust of our consumers and people to strengthen our brand and enable the continued growth of our industry, we must adopt sustainable business practices.

Q What has Zespri been doing to become more sustainable?

A The kiwifruit industry has had a focus on ensuring good agricultural practice for many years. This is set out in the Zespri System, our integrated production and distribution system used to deliver the world's best kiwifruit to consumers worldwide. But we know there's more for us to do. We know that doing more to improve our environmental and social performance will enhance our brand, make us more resilient, meet our customers and consumers needs and drive value through industry.

Q What is Zespri doing about its packaging?

A Packaging is a top priority for our customers and consumers, especially in the European and US markets. We've created a dedicated work programme to focus on packaging, building on the actions we've already taken including rolling out a reduction in the weight of the plastic liners in our cardboard transport packs by almost 20 percent, trialling fibre-based solutions for our pocket packs and implementing recycling systems for almost all of our transport packaging in our distribution centre in Zeebrugge. We've also signed up to the New Plastics Economy Global Commitment, and will work towards eliminating unnecessary packaging, moving to 100 percent reusable, recyclable or compostable packaging and increasing the proportion of recycled plastic in our plastic packaging.

Q I specified on my successful 2019 licence bid that I require budwood from Zespri. When can I collect it?

A The Zespri budwood coolstore (10 Cessna Place, Mount Maunganui) will open from 24 June on Mondays, Wednesdays and Fridays, 9.30am – 10.30am, until further notice. Zespri will provide budwood for those that indicated they required it on their application. Please only park in the designated 'Zespri' parking area, as the lane is a shared workspace. When you leave the coolstore there's only one way traffic, so please continue around the end of the building to an exit between MPAC and the coolstore. If you have any questions regarding budwood collection, please contact Grower Liaison Manager Jane Frost on 027 511 1056.

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

A You are classed as a 'corporate shareholder'. Corporate shareholders that wish to vote at the meeting must appoint a proxy at least 48 hours prior to the meeting. The 2019 Annual Meeting will be held at 1pm on Wednesday 24 July at Trustpower Arena, 81 Truman Lane Mount Maunganui. Alternatively, you can vote via postal voting or online voting ahead of time. Computershare Investor Services Limited is authorised to receive and count postal votes at the meeting, independent of Zespri. For more information contact Zespri Share Registrar Rosie Sim on 0800 155 355.

Q Can I vote online/by post and still attend the Zespri Annual Meeting?

A Yes. The option to use secure online voting is available to all shareholders whether they choose to attend or not. Online voting is available to increase shareholder voting and participation for those, particularly in the regions, that are unable to attend the Annual Meeting in person.

Grower education seminars

Later this year, the Grower Liaison Team will host a grower education seminar.

Growers are invited to attend a two-day seminar on Thursday 7 and Friday 8 November that looks at the Zespri system.

The seminar will be useful for anybody wanting to refresh their knowledge of the Zespri system and would be particularly helpful for new growers.

A separate single-day seminar will also be held on Friday 15 November for those wanting a more in-depth understanding of Zespri's marketing approach and the Zespri payment system. This seminar is available for those who have previously attended the two-day seminar.

Key outcomes

Those attending the seminars will gain:

- A better 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 or developed
- Understanding the Zespri payment system with relation to money flow.

Phase two of the engagement strategy includes hosting a short in-market experience (partially funded by Zespri) in Zespri's key markets as part of the further development of participants (that have completed both days of the in-house seminar at Zespri). If you'd like to register your interest please contact Rachel Dovaston by Wednesday 2 October by email at Rachel.dovaston@zespri.com or by phone on 027 263 0624.

Nursery Holding Permit

As communicated earlier in the year, Zespri has devised a Nursery Holding Permit for the sole purpose of 'holding' and retaining (in an identified nursery situation) grafted Gold3 plants, subject to the conditions outlined in the Nursery Holding Permit. This permit is separate to the Zespri Propagation Agreement, for which PVR plant

material can be procured and sold for commercial purposes which is currently under review.

To receive an application form for the Nursery Holding Permit, please contact Jane Frost via email at jane.frost@zespri.com or by phone on 027 511 1056. Please note the permit won't be approved until a Zespri representative has conducted a site visit.

New males – expression of interest

The synchronisation of males with Gold3 flowers has been an issue for a number of growers, often with Gold3 flowers opening before male flowers. The Board has approved the release of four male cultivars for distribution which, from trial data, flower earlier than current male pollinizers used in Gold3 pollination. Budwood for these will be in very limited supply, so if you're interested,

you'll need to complete the expression of interest (EOI) form on the Canopy website. There has been high interest shown to date, and we'll attempt to get at least one cultivar to growers who apply, but in the event that we're heavily oversubscribed, we'll retain your EOI application for next season. For more information or to put your name forward, please visit the Canopy website or contact your Grower Liaison Manager.

