

STANDING UP
STANDING OUT

Momentum 2020



SAVE THE DATE!



13/14 FEBRUARY 2020 | **TRUSTPOWER ARENA**
momentum.zespri.com | **MOUNT MAUNGANUI**

Our upcoming industry conference – Momentum 2020: Standing Up and Standing Out – is about our future together.

It's about resetting ourselves in the midst of a period of real growth to challenge ourselves to continue to grow and do even better in the years ahead. It means looking at new products and new thinking, while reminding ourselves of the values and principles that have helped us get here today.

Our new website went live this month (check it out at momentum.zespri.com) as well as our sponsorship prospectus, which outlines the conference's various sponsorship and exhibition opportunities.

This is your chance to:

Stand Up as a sponsor and showcase your company's superpowers in an innovative and engaging way - choosing from a variety of fantastic sponsorship opportunities across the conference (including the popular Hayward Medal Dinner which attracts more than 500 people)

Stand Out from the crowd by exhibiting! With a selection of premium exhibition packages (platinum, gold, silver and bronze)

available, you can stay ahead of your competition engaging directly with delegates.

From increased brand awareness to developing new relationships (and strengthening existing ones), the benefits of jumping on board Momentum 2020 are endless. Don't muck around though – sponsor and exhibition spots are extremely limited. To book yours, complete the sponsorship and exhibition booking form online now at momentum.zespri.com.



Prime Minister Jacinda Ardern meets the Kiwi Brothers

During her recent visit to Japan, New Zealand's Prime Minister Jacinda Ardern made time to visit Zespri Kiwifruit on display at AEON, the largest retail chain in Japan. The Prime Minister sampled 'Aggelicious' Zespri Kiwifruit, took a moment to talk with consumers and even posed for a photo with our Kiwi Brothers mascots.

The Prime Minister was hosted by Ichiro Anzai, General Manager for Japan and Korea, and CEO Dan Mathieson.

"The Prime Minister was really positive and engaging when answering questions by Japanese and Kiwi media. She was really authentic in talking about how great kiwifruit is for Japanese consumers and she has a close relationship with kiwifruit because her grandparents had an orchard. It was a privilege to host her," Dan says.

"The fact the Prime Minister chose to include Zespri in her busy trip to one of our largest trading partners is a real credit to the success of our industry and the role we're playing in helping to promote New Zealand abroad."

Grower Liaison Team to host inaugural grower golf day

Date: 14 November
Venue: Omanu Golf Club, Mount Maunganui
Time: 1pm

Join us for a fun day of golf where you'll get to mix and mingle with fellow growers as well as Zespri and post-harvest staff.

The tournament will be a stableford points tournament and all entrants will be mixed into foursomes. The event is open to current, previous and new golfers. There will be spot prizes and entertainment during the day.

To register your interest, visit www.zesprievents.co.nz/golf and include your handicap (if you have one). If you have any queries, please contact Zespri Grower Liaison Manager Sue Groenewald on 027 493 1987.

From the markets

Market commentary from **CEO Dan Mathieson**

Increasing signs of positive market conditions as we near the transition to ZGS SunGold

As of week 38, Zespri has sold almost 111 million trays which is 75 percent of our planned sales volume for the season.

We're now 85 percent through our SunGold crop, an improvement on where we were at the same point last season. SunGold quality is generally holding well, and we're expecting a smooth transition from the end of the New Zealand SunGold season into our ZGS SunGold fruit with the initial stages of our Northern Hemisphere harvest already underway.

With nearly 65 percent of our Hayward crop sold, we're behind in volume compared to where we were at this point in the season last year, however with the reduction in crop we have less volume remaining than this time last season. Our promotions are focused on shifting our smaller fruit. Organic Green sales are now 70 percent complete.

Market signals in Europe and America are increasingly positive, with strong signs that sales will lift over the coming weeks as the competition from other fruits reduces. Markets are continuing to drive run rates for Green and lift value as market conditions improve. Some

early Italian Green is now appearing in the markets, with Chinese Red fruit also present in several markets including Singapore and Vietnam.

In Japan our award-winning Aggelicious campaign is continuing to generate a lot of excitement amongst consumers following a successful interactive music video campaign. We were also delighted to host Prime Minister Jacinda Ardern this month at our Zespri stand at a local Japanese AEON store where she met our Kiwi Brothers, gaining considerable brand exposure through media coverage both in New Zealand and Japan. Looking ahead, we'll be continuing to work hard to drive sales and finish the New Zealand season strongly.

Taiwan

The 'Zuper Feeling' advertising campaign was launched in the high traffic HsinYi area in Taipei earlier this month. The campaign includes two giant eye-catching Zespri Kiwifruit balloons to create brand awareness and a telephone booth where consumers can interact by asking questions about kiwifruit with 'Kiwiman'.

In just one week, the team received more than 35 positive media stories. A Facebook social event was launched to encourage consumers to take photos and upload them to win prizes, creating valuable word-of-mouth advertising for Zespri (and garnering more than 4,800 likes and 276 messages and photos over one week).

Zespri Chair Bruce Cameron flew over for a deeper understanding of the market. Over two days, Bruce visited customers, the wholesaler market, retailers, and coolstores, and also checked out Taiwan's huge outdoor Zespri display. He had a great time, and the Taiwan team enjoyed hearing his stories from New Zealand growers.



Zespri Chair Bruce Cameron in Taiwan.

Japan

Zespri Japan won a silver award in the marketing effectiveness category at the All Japan Confederation of Creativity (ACC) event for its Aggelicious campaign.

ACC is the largest advertising award in Japan. Last year's winners included McDonald's Japan, P&G, Shiseido and Nissin Foods, which were selected from over 2,600 campaigns.

Nine campaigns were shortlisted this year. The jury members were all impressed by the holistic media approach of the Aggelicious campaign and the idea of an unfinished music video which called for consumers to join in and complete the video. There were 65,000 applicants including famous musicians and comedians — it really is one of the best brand effectiveness campaigns in Japan this year.



Zespri Japan takes out award for the popular 'Aggelicious' campaign.

Italy - International Kiwifruit Organisation conference

The 38th International Kiwifruit Organisation conference was held this month in Turin, Italy with delegates from around the world including New Zealand, Italy, France, Chile, Greece and Portugal.

Zespri was represented by Deputy Chair Paul Jones and Head of Communications and External Relations, Michael Fox, who delivered New Zealand's country report, alongside Nikki Johnson and Stu Hutchings who spoke on behalf of NZKGI and KVH.

NZKGI Chair Doug Brown also represented the industry. Each of the countries gave updates on the latest seasons while biosecurity and dealing with climate change were also on the agenda.

While many are dealing with serious issues like Psa and adverse weather, the outlook from each of the countries was largely positive for the season ahead. New Zealand is experiencing strong sales and Chile also expressed confidence while the Northern Hemisphere countries were expecting to deliver good returns to growers based on their forecast crop size.



The recent International Kiwifruit Organisation conference was a great success.

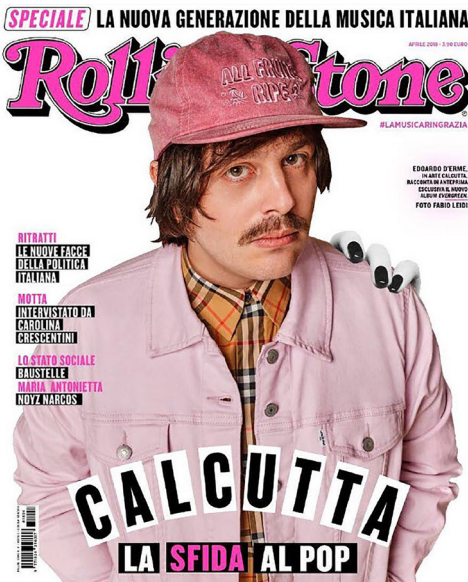
"IKO is a great opportunity for kiwifruit industries from around the world to come together to share ideas and knowledge and to figure out how to work better together. It was a very collegial event, with the industry agreeing further steps to share and process industry information to help local industries to better plan," Paul says.

Italy - Calcutta partnership

Our team in Europe wanted to strengthen brand awareness among a younger target demographic, create opportunities for potential new consumers to taste Zespri SunGold and generate social media engagement. How'd they do this?

By partnering with Italian musical phenomenon, Calcutta. Surprisingly, this artist shares some similarities with Zespri. One of his most popular songs is called 'Kiwi' and he was born in Latina, which is where most of our Zespri Global Supply kiwifruit is grown in Italy.

During the 2019 Calcutta summer music tour, more than 7,000 Zespri Kiwifruit were distributed and the Zespri brand was exposed to more than 40,000 music lovers.



Anchor AIMS Games

From 9-13 September, Mount Maunganui was filled with thousands of athletes participating in the Anchor AIMS Games.

Zespri supported the event with two branded activation marquees which hosted fun activities, games and a chill out zone, and also offered roaming kiwifruit samplers. This event has been a great opportunity to profile Zespri SunGold Kiwifruit to the domestic market.

Over the week, SunGold Kiwifruit proved to be an absolute hit with many athletes commenting on the fruit's sweet taste. The butterfly cases were a hit for school bags and the biospifes (our re-usable, renewable and industrially compostable spoon and knife utensil made from plant material, including

kiwifruit skin) had people fascinated. People loved the fact it was a bioplastic and a Kiwi invention.

Approximately three tonne of kiwifruit were sampled over the week — as well as using the simple 'cut and scoop' method to eat their kiwifruit, athletes, coaches, parents, and supporters enjoyed kiwifruit smoothies which were blended up on the Zespri smoothie bikes. Hundreds of kiwifruit smoothies were made, putting athletes to the test to power the blenders by cycling the smoothie bikes (a great way to cool down from a tough football game).

On-site activities were supported by social media posts throughout the week.

Congratulations to Murrays Bay Intermediate and Alexandra School who won vouchers for new sports equipment courtesy of Zespri and post-harvest suppliers.



2019 SunGold licence audit season underway

Zespri conducts GPS audits on orchards to ensure the hectares of grafted varieties matches the hectares of Zespri licence issued. All orchards that have been allocated licence either in the 2018 or 2019 licence release will now be scheduled for a GPS audit.

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

- If your orchard is on the list to be audited for the 2019/2020 season, a mapping provider will be in contact via email and phone call to advise you of the estimated date of the audit
- If you haven't finished all grafting for your allocated area or have any other vital information about your orchard that the mapping provider needs to know, please let them know as soon as possible so they can discuss and reschedule the visit
- Zespri is committed to health and safety — so please advise the mapping provider if there are any specific health and safety requirements we should be aware of before visiting your site. Zespri also strongly recommends that an orchard representative is on site at the time of the audit to answer any questions the surveyor may have, such as;
 - Have you made any changes to block names?
 - Are there any mid-row splits that aren't easily identifiable?

- Do you have any special instructions regarding structural changes (such as assembly re-alignment, shelter removal or any other pending changes)?
- The preliminary audit imagery results can be made available for you by the surveyor onsite.
- Once the audit has been completed and the results processed by Zespri, the grower will receive a copy of the map and the audit results will be sent via email. As part of this process, the map will also be forwarded to the post-harvest entity that you have previously nominated through the Zespri registration process. This is to ensure that they have the latest version of the map for maturity clearance and spray diary updates.
- For more information around GPS mapping and audits please follow this link on canopy <https://bit.ly/2kf0erb>.

What is GPS auditing for?

Zespri is committed to the ongoing protection of PVR varieties. We ensure compliance as per the Zespri variety licence conditions and make sure they're strictly adhered to for the benefit of all licensed holders but in particular;

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

Zespri understands that in some cases, overplanting is minor and unintentional, however it's clear that in other cases 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 it won't pursue unauthorised plantings. If growers are found to be overplanted, they're required to rectify the overplanted area. The process to rectify the overplanted area will depend on the level of overplanting. Please refer to the unauthorised plantings of Zespri proprietary varieties overview which explains the requirements for overplanted areas.

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



ZESPRI IN THE COMMUNITY

Industry Governance Development Programme 2019/20

We're pleased to announce our Industry Governance Development Programme participants have been selected for 2019/20.

The successful participants are:

- Robert Humphries, EastPack
- Brendon Lee, MPAC
- Andrew Dunstan, Southern Cross Hort Limited
- Michelle Dyer, Southern Cross Hort Limited.

The Industry Governance Development Programme is designed to enable leaders of the kiwifruit industry to make the next step into governance roles. Please join us in congratulating Robert, Brendon, Andrew and Michelle.



Robert Humphries.



Brendon Lee.



Andrew Dunstan.

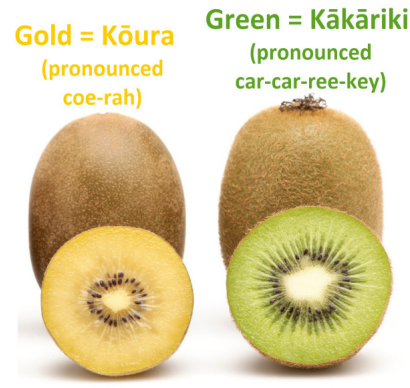


Michelle Dyer.

Te Wiki o te Reo Māori

September saw Te Wiki o te Reo Māori / Māori Language Week celebrated throughout New Zealand. At Zespri, fry bread and rēwena bread

kindly made by Whareroa Marae was fed to staff at our New Zealand staff meeting. Both treats were thoroughly enjoyed by all!



Kōura's been keeping busy

As part of our partnership with Ōtanewainuku Kiwi Trust, earlier this month five Zespri staff and their families had a once in a lifetime opportunity to be part of an 'egg lift' (where unhatched eggs are lifted out of kiwi nests and taken to a nursery in Rotorua so fertile eggs can safely hatch). Kōura, our first ever kiwi, was sitting on two eggs and is still loved up with his girlfriend, Pistachio. The group walked about an hour

into the Ōtanewainuku forest before sitting and waiting patiently for Kōura to wake up and move off the eggs. Kiwis are nocturnal creatures, so this meant waiting long into the night. Unfortunately, the kiwi eggs weren't viable this time, but everyone involved agreed it was an amazing experience for the team to see and touch a kiwi egg, and meet the hardworking volunteers from Ōtanewainuku Kiwi Trust.



Trust volunteers and Zespri staff trekking to Koura's nest.

Zespri horticultural scholarships – calling all applicants!

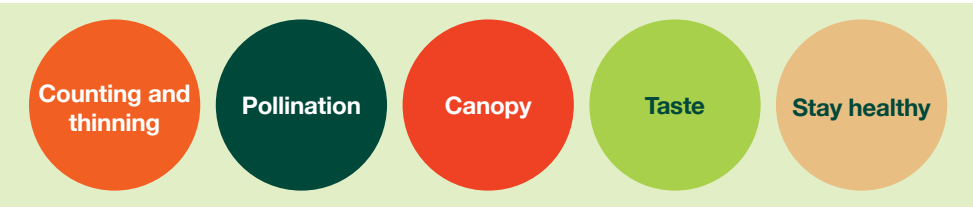
Applications are now open for the next intake of Zespri horticultural scholarships.

These scholarships aim to support studies for a career in the kiwifruit industry, and are available to students who are already enrolled in tertiary studies and who have successfully completed at least one year of studies. This could include degrees in science, management, marketing,

nutrition or business. The two successful recipients will be awarded a per annum amount of up to \$5,000 each, paid at the end of the academic year (assuming all conditions are met). Applications must be submitted to scholarships@zespri.com. For more information and to apply, head to www.zespri.com/companyinformation/community. Applications close 1 November.



The month ahead – October



Counting and thinning

Understanding how many flowers you have and developing an efficient strategy for getting to your target number of king flowers is key to achieving a good dry matter result.

Shoots will nearly be big enough on SunGold to start finalising your strategy for getting to your target for king flowers/m². In another few weeks you'll be able to tell if the lateral flowers will abort (fingers crossed!) or if you'll need to remove them manually.

Too many flowers? Read the research in the September/October 2017 *Kiwifruit Journal* and summarised in the Need to Know NK7 to help you choose which flowers to thin off.

Watch the thinning videos on the Canopy website > Growing Kiwifruit > Orchard Productivity > Videos with your orchard staff to refresh your knowledge about why thinning is critical in SunGold and learn some thinning strategies to achieve your target cropload. The videos are available in both English and Punjabi.

Pollination

Keep communicating with your beekeeper, have a written pollination agreement, and don't forget about bee safety! A pollination assessment gives you heaps of valuable information and only takes

a few minutes to set up — for details check out the information on Canopy.

Have you ordered pollen in case you don't have any in the freezer? If not, get on to it now!

Males

Flowering is the best time of year to identify what type of males you have in your orchard. For assistance, check out KVH's 'identifying male varieties guide' on its website. This is a really useful resource with descriptions and images of different male varieties.

Canopy

Getting your Hayward canopy up and running quickly, then keeping it quiet and settled after flowering, is key to good dry matter. Think about the tools you have available and the timing and conditions you use each one in. The best growers anticipate what's going to happen, and act early.

Taste

Thinning, pollination and managing your canopy contribute greatly to the taste of the crop. The video on Canopy (Canopy > Growing Kiwifruit > Orchard Management > Taste & Dry Matter) for growing for taste gives a good overview of the key management tools and considerations for growing both Hayward and SunGold, and is always worth a watch.

BOP Future Farming Symposium

Bay of Plenty kiwifruit growers are among those invited to attend the first BOP Future Farming Symposium on October 24, which is aimed at helping growers and farmers prepare for environmental regulations which soon come into force.

"The aim of the symposium is to get Bay of Plenty farmers and growers ahead of the game," says Rick Burke, Chairman of the Pan-Sector Industry Alumni Events subcommittee which is organising the event.

Among the keynote speakers is James Shaw – Minister for Climate Change, Martin Workman – Director Water, Ministry for the Environment, and Todd Muller – National Party Spokesperson for Agriculture, Biosecurity, Food Safety and Forestry.

"Growers and farmers will have the chance to listen to speakers, learn what regulations are coming at us in terms of environmental issues for the land, and ask questions of them during a panel discussion," says Burke.

"The opening keynote speakers will leave farmers and growers feeling 'where to from here', and that's where the workshops after lunch come in. They're designed to give growers and farmers 'tool-kits' to help take control of their own destiny, to be environmentally sustainable and at the same time improve profitability."

All who attend will have the chance to participate in the workshops on land environmental plans, water quality and sub catchment initiatives, led by speakers from the Ministry for Primary Industries, Zespri, DairyNZ, NZ Avocado, Beef + Lamb NZ, Bay of Plenty Regional Council, Ballance Agri-Nutrients, rural professionals and award-winning farmers and growers.

The symposium is an initiative which has grown from the alumni (including previous winners) of the Bay of Plenty Ballance Farm Environment Awards and its aim is to provide pan-sector support, education and innovation for sustainable food and fibre production.

"We all face similar challenges and by pan-sectors working together through 'a team approach' we can drive meaningful change," says Burke.

The symposium, which begins at 9.30am on Thursday 24 October, will be held at the Orchard Church, MacLoughlin Drive, Te Puke from 10am - 3pm. It's open to all Bay of Plenty growers and farmers, but registration is essential as numbers are limited.

To register for the BOP Future Farming Symposium on go to: <https://www.facebook.com/bopfuturefarmingsymposium/>

- By Elaine Fisher

OPC spring events calendar

This year, OPC is doing something a little different for its spring events calendar. Each growing region will get a topical, tailored event specific to the important decisions the majority of growers are grappling with in that location. We'll also be holding a series of webinars that can be viewed from anywhere in New Zealand to further assist growers on their spring growing journeys.

Check out the OPC insert in this edition of *Kiwiflier* for key dates, registration details and other relevant event information.

Date	Location	Event	Time
03-Oct / Thu	Gisborne	Can early sites be ready to harvest even earlier?	09.30am - 11.30am
4-Oct / Fri	Ōpōtiki	Can early sites be ready to harvest even earlier?	09.30am - 11.30am
09-Oct / Wed	Te Puke	Research update	09.30am - 11.30am
11-Oct / Fri	Nelson	Focus on pollination	09.30am - 11.30am
15-Oct / Tue	Waikato	Gold futures orchard visits (Psa focus)	09.30am - 11.30am
16-Oct / Wed	Whangarei	Looking back and looking forward	09.30am - 11.30am
18-Oct / Fri	Kerikeri	Maximising what you've got	09.30am - 11.30am
18-Nov / Mon	Hawke's Bay	Can early sites be ready to harvest even earlier?	09.30am - 11.30am
18-Nov / Mon	Whanganui	Taste field day	09.30am - 11.30am
22-Nov / Fri	Te Puke	Stringing tour	11.00am - 02.00pm
26-Nov / Tue	Tauranga	Organics orchard hop and dinner	12.00pm - 08:30pm
27-Nov / Wed	Tauranga	Stop treating soil like dirt! (soil workshop)	09.00am - 12.00pm
28-Nov / Thu	Auckland	Weevil hunting and the season so far	12.30pm - 02.30pm
03-Dec / Tue	Edgecumbe	Edgecumbe floods, two years on and Psa	09.30am - 11.30am
05-Dec / Thu	Katikati	Sustainable girdling	09.30am - 11.30am

See OPC Spring 2019, Events Insert for more detail and instructions on how to register or add events to your calendar.



2019/20 Season Return Analysis

Class 1 - Approved Progress Payment 15 October 2019	Average on Net Submit	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.03	\$0.05	\$0.05	\$0.05	No payment	No payment	No payment
Zespri Organic Green	\$0.48	\$0.70	\$0.80	\$0.60	\$0.50	\$0.50	\$0.10
Zespri Gold3 & Organic Gold3	\$0.21	\$0.30	\$0.30	\$0.15	\$0.15	\$0.10	No supply
Zespri Green14	\$0.43	\$0.30	\$0.45	\$0.60	\$0.40	\$0.40	\$0.40

Class 1 - Indicative Progress Payment 15 November 2019	Average on Net Submit	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.03	\$0.05	\$0.05	\$0.05	No payment	No payment	No payment
Zespri Organic Green	\$0.17	\$0.80	\$0.65	\$0.25	\$0.05	\$0.05	\$0.20
Zespri Gold3 & Organic Gold3	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	No Supply
Zespri Green14	\$0.25	\$0.30	\$0.30	\$0.30	\$0.25	\$0.25	\$0.20

Notes:

1. Progress payments for Class 1 are paid on submitted trays and reversed for onshore fruit loss.

2. Net Submit trays = gross submitted trays less onshore fruit loss trays.



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.

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.

October 2019 approved progress payments on Net Submit trays

Approved per tray progress payments for 15 October 2019:

Class 1	
Zespri Green	\$0.03
Zespri Organic Green	\$0.48
Zespri Gold3 & Organic Gold3	\$0.21
Green14	\$0.43

November 2019 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 15 November 2019:

Class 1	
Zespri Green	\$0.03
Zespri Organic Green	\$0.17
Zespri Gold3 & Organic Gold3	\$0.05
Green14	\$0.25

Orchard Gate Return

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

SHARE BRIEFS

As at **24 September 2019** the last Zespri share price trade was **\$8.80** traded on **22 August 2019**. There were six buyers at **\$8.75, \$8.60, \$8.10, \$7.95, \$7.90** and **\$7.87**. There were three sellers at **\$8.95, \$9.00** and **\$9.00**.

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

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

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 **24 September 2019**.

Quote Line at Tuesday 24 September as at 8.20am						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	8.750	8.950	8.800	0.000	0.000	0

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	14,150	8.750	8.950	1,000	1
1	4,000	8.600	9.000	1,000	1
1	5,000	8.100	9.000	5,000	1
1	4,000	7.950			
1	5,000	7.900			
1	5,450	7.870			

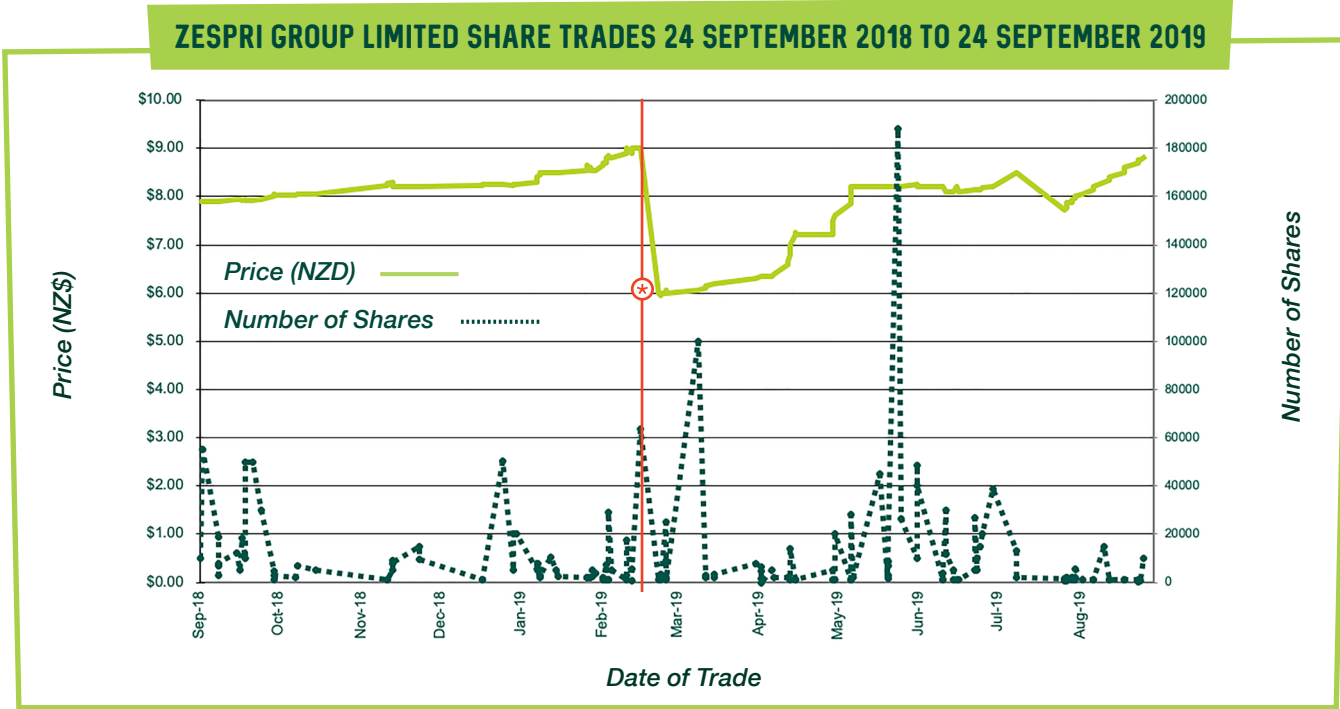
Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
18/09/19	10,000	\$8.80	88,000.000
17/09/19	850	\$8.75	7,437.500
16/09/19	150	\$8.75	1,312.500
16/09/19	1,000	\$8.70	8,700.000
11/09/19	1,000	\$8.60	8,600.000
11/09/19	1,000	\$8.55	8,550.000
11/09/19	1,000	\$8.50	8,500.000
5/09/19	1,000	\$8.40	8,400.000
5/09/19	1,000	\$8.35	8,350.000
3/09/19	15,000	\$8.30	124,500.000

Director share trading

For the month of September (as at 24 September), there were no shares traded by entities associated with Zespri

Directors. See the Canopy for details: Canopy > Growing Zespri Kiwifruit > Working with Zespri > Shares. Alternatively search for 'Director Shares' using the search function.

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



*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.

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 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 2019/20 August 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 Green SEPTEMBER								
 ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-19	\$2.25	\$0.03					\$2.28	23%
May-19		\$0.10					\$2.38	24%
Jun-19		\$0.09					\$2.47	25%
Jul-19		\$0.04		\$0.40	\$0.74		\$3.65	37%
Aug-19		\$0.16	\$0.22	\$0.65	\$0.05		\$4.73	48%
Sep-19		\$0.20	\$0.00	\$0.97	\$0.05		\$5.94	60%
Oct-19		.	.	.	\$0.03		.	.
Nov-19		.	.	.	\$0.03		.	.
Dec-19		.	.	.	.		.	92%
Jan-20			.			\$0.10	.	.
Feb-20					.		.	.
Mar-20					.		.	97%
Apr-20					.		.	.
May-20					.		.	.
Jun-20						\$0.15	.	100%
Paid YTD	\$2.25	\$0.62	\$0.22	\$2.02	\$0.83	\$0.00	\$5.94	
Balance to pay	\$0.00	\$0.89	\$0.39	\$1.53	\$0.89	\$0.25	\$3.95	
Total fruit and service payments - 2019/20 forecast								\$9.89

Zespri Gold3 and Organic Gold3 SEPTEMBER									
 ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Gold OB Premium	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-19	\$2.80	\$0.14						\$2.94	19%
May-19		\$0.13						\$3.07	20%
Jun-19		\$0.19						\$3.26	21%
Jul-19		\$0.09		\$1.34	\$0.49			\$5.18	33%
Aug-19		\$0.25	\$0.35	\$1.96	\$0.08	\$0.02		\$7.84	50%
Sep-19		\$0.30	\$0.00	\$2.03	\$0.48			\$10.65	68%
Oct-19		.	.	.	\$0.21			.	.
Nov-19		.	.	.	\$0.05	.		.	.
Dec-19		.	.	.	.			.	92%
Jan-20			.				\$0.10	.	.
Feb-20					.			.	.
Mar-20					.	.		.	98%
Apr-20					.			.	.
May-20					.			.	.
Jun-20							\$0.15	.	100%
Paid YTD	\$2.80	\$1.09	\$0.35	\$5.33	\$1.05	\$0.02	\$0.00	\$10.65	
Balance to pay	\$0.00	\$0.46	\$0.42	\$2.05	\$1.85	\$0.01	\$0.25	\$5.05	
Total fruit and service payments - 2019/20 forecast								\$15.70	

Zespri Organic Green SEPTEMBER								
 ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-19	\$2.25	\$0.00					\$2.25	18%
May-19		\$0.02					\$2.27	18%
Jun-19		\$0.03					\$2.30	19%
Jul-19		\$0.03		\$0.69	\$0.52		\$3.55	29%
Aug-19		\$0.07	\$0.48	\$1.00	\$0.39		\$5.49	45%
Sep-19		\$0.12	\$0.00	\$1.09	\$0.27		\$6.96	57%
Oct-19		.	.	.	\$0.48		.	.
Nov-19		.	.	.	\$0.17		.	.
Dec-19		.	.	.	.		.	89%
Jan-20			.			\$0.10	.	.
Feb-20					.		.	.
Mar-20					.		.	97%
Apr-20					.		.	.
May-20					.		.	.
Jun-20						\$0.15	.	100%
Paid YTD	\$2.25	\$0.27	\$0.48	\$2.77	\$1.18	\$0.00	\$6.96	
Balance to pay	\$0.00	\$0.62	\$0.61	\$1.82	\$2.02	\$0.25	\$5.32	
Total fruit and service payments - 2019/20 forecast								\$12.28

Zespri Green14 SEPTEMBER								
 ISO Month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-19	\$2.80						\$2.80	26%
May-19		\$0.00					\$2.80	26%
Jun-19							\$2.80	26%
Jul-19				\$0.92	\$0.51		\$4.23	40%
Aug-19			\$0.38	\$0.92	\$0.24		\$5.78	54%
Sep-19			\$0.00	\$0.73	\$1.16		\$7.66	72%
Oct-19			.	.	\$0.43		.	.
Nov-19			.	.	\$0.25		.	.
Dec-19			.		.		.	93%
Jan-20			.			\$0.10	.	.
Feb-20					.		.	.
Mar-20					.		.	97%
Apr-20					.		.	.
May-20					.		.	.
Jun-20						\$0.15	.	100%
Paid YTD	\$2.80	\$0.00	\$0.38	\$2.57	\$1.91	\$0.00	\$7.66	
Balance to pay	\$0.00	\$0.00	\$0.32	\$0.64	\$1.78	\$0.25	\$3.00	
Total fruit and service payments - 2019/20 forecast								\$10.66

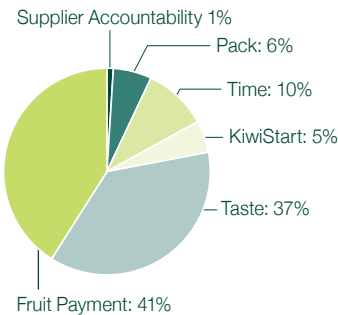
Note 1: The submit and progress payments detailed in the tables are based on net submit trays.

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

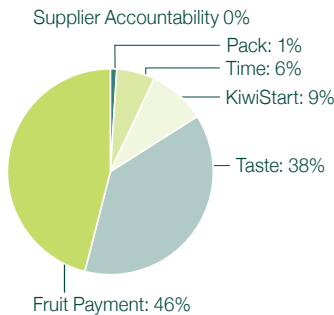
2019/20 Season Grower Payment Portions - Total Fruit and Service Payments

2019/20 August forecast

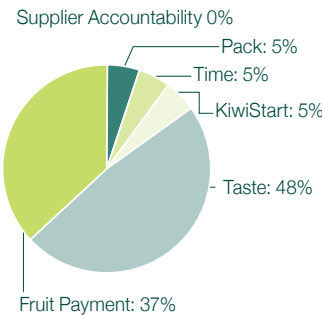
Zespri Green



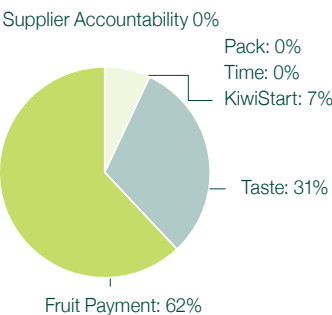
Zespri Organic Green



Zespri Gold3 & Organic Gold3



Zespri Green14



Preferred kiwifruit size profile for 2020

Size is becoming more important to our consumers, although not at the expense of taste. It's always a balance, but there's considerable incremental value in great tasting large sized fruit. The great taste of the 2019 crop was well received in the markets and certainly helped meet our consumers' needs.

As the costs of production increase, it's critical that a larger profile is maintained, especially when volumes are higher than ideal. Chief Market Performance Officer, Linda Mills, says "there is limited demand for smaller sizes (Ct 36-Ct 42) and when that demand is exceeded value will be impacted". With Ct 42 SunGold being non-standard supply, it's not certain in any season what volume will be required. In addition, 2019 season re-emphasised that there's unlikely to be any demand for the non-standard lower dry matter Ct 39 SunGold.

Consistent with conversations during recent roadshows, CEO Dan Mathieson re-emphasises "a larger average size provides a point of differentiation for Zespri and supports the Zespri value proposition to our consumers". In addition, Dan advises "to be able to build value for Green the ideal volume is 60-70m TE whereby we have enough volume to support out category position and not too much so we can deliver stronger value".

Linda says customers and consumers demand our premium product in a premium size; they're also showing a willingness to pay more for larger sizes.

Consumers are now commenting on size; with negative comments being received from Chinese consumers related to small sized Green and SunGold. On average in China one of the online channels receives two percent negative consumer comments about the fruit category, by comparison

they received five percent negative comments about Green Ct 39 and three percent negative comments about SunGold Ct 39 being too small and/or poor tasting. Korean customer comments on premium large sized Green and SunGold Ct 18 were that they were so big, tasted good, and they would buy more even though the price was significantly higher.

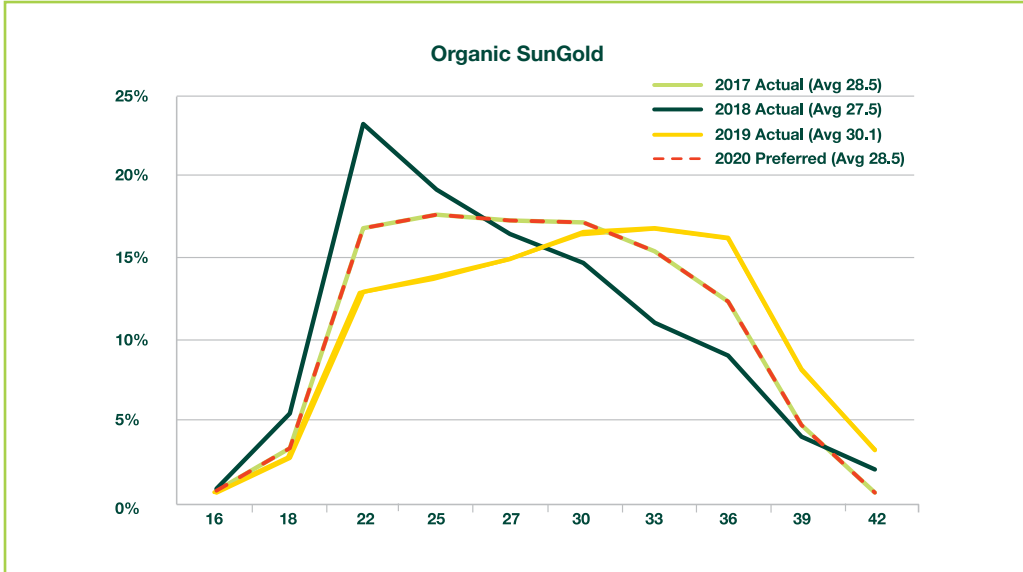
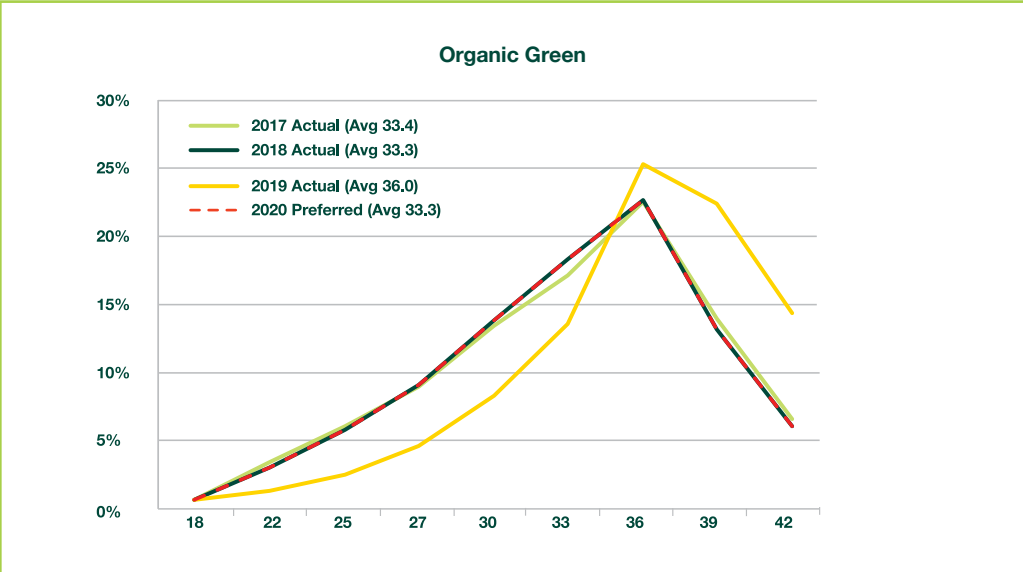
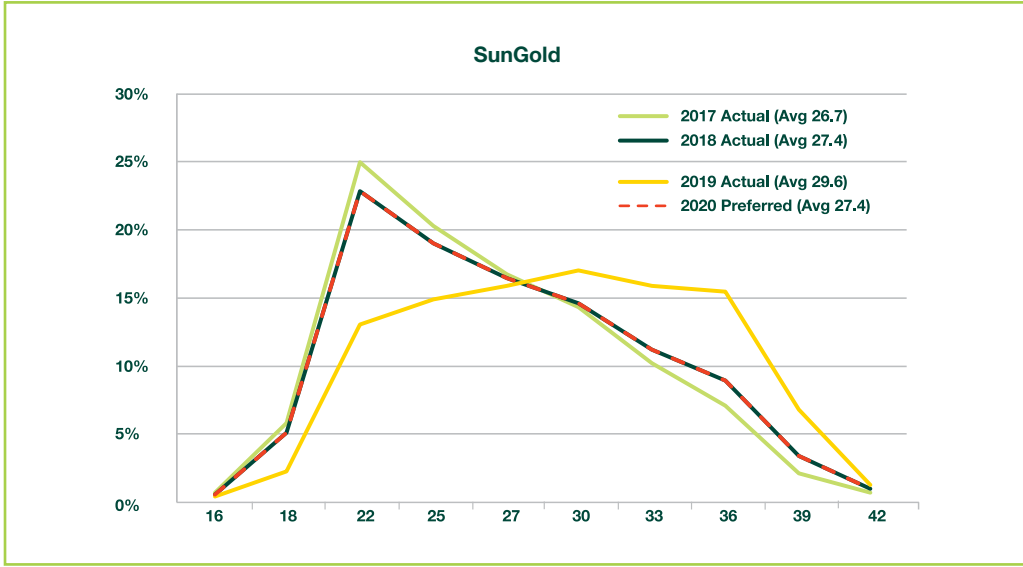
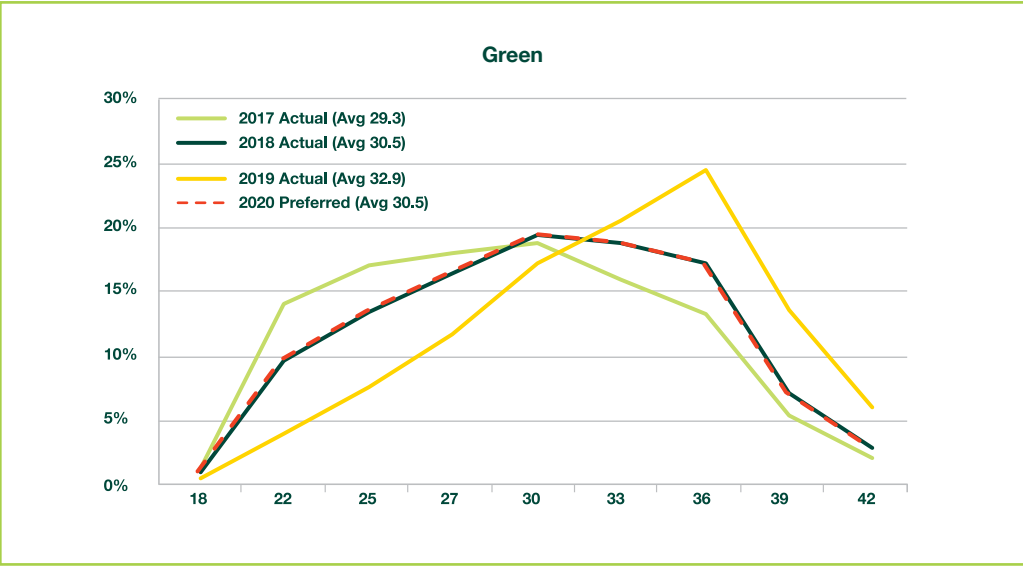
Financial analysis shows that growers with a Green average size that meets the market preferred profile can earn NZD20-25cents OGR/TE or NZD2,000-2,500 per hectare more than with the 2019 actual profile. The preferred average size for Green being requested is 30.5 which was actual for 2018 and with a preferred volume of 60-70m trays.

SunGold is a slightly different discussion as the demand is so strong for SunGold that it somewhat masks the true impact of size. "We must remember

there's limited demand for small sized SunGold and we started to see a slight profile impact of NZD5cents OGR/TE in 2019. It won't take much to worsen this impact with higher volumes of smaller sizes," Linda says.

Organic demand also continues to be for the bigger profile. 2019 has shown that a smaller profile makes it harder to build sufficient value to offset yield fluctuations, especially for Organic Green. Organic SunGold also suffers with market access limiting supply to some of the higher returning markets.

The charts below show the preferred profile for the 2020 crop. Apart from Organic SunGold, the preferred matches 2018 actuals. Organic SunGold preferred matches the 2017 actuals.



Industry Supply Group (ISG) – 19 September

The main agenda items to be discussed are as follows:

- Zespri local market order process
- 2020 supply agreement
- Fruit fly preparedness programme
- Crop protection standard
- Policies update 2020
- Maturity review group

The next ISG meeting will be held on 17 October.



SUSTAINABILITY AND INNOVATION



Industry shares views on climate change

More and more consumers across the world expect action on the social and environmental issues they care about.

When it comes to kiwifruit, this is not just about how we grow it, but also how we deliver it right across our supply chain. Over the past few months, Zespri has been discussing a number of sustainability priorities (such as water, packaging, and climate change) with the industry. Together with KPMG, Zespri is gathering views on how climate change will impact us and what we need to do to prepare. Industry supply group members and growers from various regions and with differing points of view recently shared their ideas about the risks and opportunities they see.

Zespri's Head of Sustainability, Rachel Depree, commented "growers have been observing how the climate has been changing for many years. Those taking part in the workshops identified a number of challenges such as better

understanding our carbon footprint and how we can improve our knowledge of carbon storage on orchard. We'll be sharing the findings from our work later in the year and look forward to getting more of the industry involved."



Thought-provoking movie '2040' a sell-out

At the beginning of this month, Zespri held a sell-out screening of the movie '2040' with close to 200 people in attendance.

The movie embarks on a journey to explore what the future could look like by the year 2040 if we simply embraced the solutions already available to us to improve our planet. Rather than the usual doom and gloom, the movie blends traditional documentary with dramatised sequences and high-end visual effects to create a letter to the maker's four year old daughter about how we can adopt these solutions and regenerate the world for future generations.

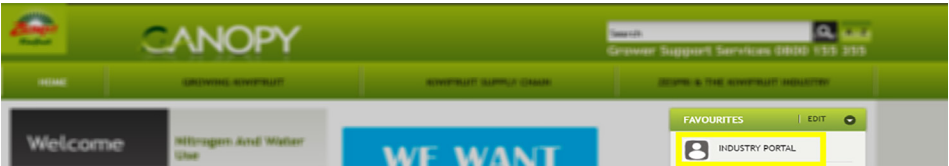
The conversation afterward was animated – '2040' gave people plenty of food for thought.

Movie goer Sally Gardiner, grower and director at Start Afresh, particularly liked the showcasing of positive solutions for climate change which helped her understand that we can all make changes to make a difference. "I took my daughter along and it made me realise how much she already knows about this subject, and that I can learn from her and her generation. The movie has initiated some really deep conversations between us, it's awesome! I really liked the message to inspire and educate young women and the impact they can have on our world."

2020 grower and KPIN registration

If you haven't already, please ensure your KPIN and account information is accurate and up to date by completing your 2020 grower registration.

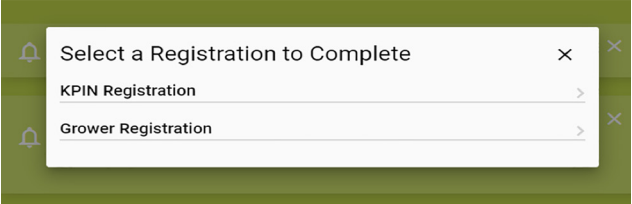
The quickest way to do this is via the Industry Portal in Canopy:



1. Click on the 'registrations' icon on the Industry Portal home page:



2. Click 'KPIN registration' and 'grower registration' to view the KPINs and accounts that need to be completed:



3. Once you've confirmed the information in each section, please click the signature tick-box and then hit 'submit':

2020 KPIN Registration

All details entered on the form must specifically relate to the KPIN listed

KPIN 9200

Section 1. Landowner Details

Section 2. Property Details

Section 3. Lessee Details

Section 4. Orchard Management Details

Section 5. System Access

Section 6. Use of Information

Section 7. Signature

☒ I certify that I am authorised to submit this form on behalf of the individuals or entities named above and that the information is correct.

SUBMIT SAVE & CLOSE CANCEL

If you have any questions, or would rather complete your registration over the phone, please contact Grower Support Services on 0800 155 355 or email contact.canopy@zespri.com



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

2019 NZKGI Great Grower Debate

The third annual NZKGI Great Grower Debate will be held on 17 October. This year's topic is 'all roads lead to China', which explores to what extent the industry should focus on selling fruit to this market.

This free event includes nibbles and a cash bar. Seats are limited - RSVP now for this evening of entertainment by emailing your details (including the number of people who will attend) to info@nzkgi.org.nz.

Date: 17 October
Time: 5.30pm – 9pm
Location: Club Mount Maunganui, 45 Kawaka St, Mount Maunganui.

Local body elections

Local government elections will soon be taking place. The people who are elected will make decisions that affect the daily lives of New Zealanders and impact upon the kiwifruit industry.

NZKGI wants to ensure growers have the best possible information so they can make informed decisions when voting. On 21 August, questions were sent to mayoral and councillor nominees (via email addresses that the electoral offices supplied) on a range of topics that have relevance to the kiwifruit industry. Answers to these questions can be found on the NZKGI website www.nzkgi.org.nz/local-body-elections.

Kiwifruit pioneers book reprinted

NZKGI's book *Seeds of Success* – the stories of New Zealand's Kiwifruit Pioneers recently sold out and a reprint is now available. Please note that due to increased printing costs, the purchase price is now \$35. Order your copy on the NZKGI website www.nzkgi.org.nz.

Zespri quarter four and annual 2018/2019 key performance indicators (KPIs)

As part of NZKGI's performance programme, the 'Zespri annual 2018/19 key performance indicators' grower dashboard has now been completed for a five-year period (i.e. from 2014/15 through to 2018/19). The dashboard includes performance measures of onshore and offshore fruit loss, average

premium pricing (green), New Zealand supply overheads, margin and sales; research and development, global revenue per employee, brand awareness, Zespri Group Limited (ZGL) dividend and collaborative marketing.

In addition to the annual dashboard, the quarter four Zespri dashboard has also been published. The quarter four dashboard includes performance measures on market mix by volume/variety, year to date sales by variety, promotion/TE by variety, promotion as a percentage of revenue by variety, number of shares and shareholders, dry shareholders, shares held by top 20 shareholders, number of producers who don't own shares and number of overshaired shareholders. This report also shows that dry shareholders reduced following the share buy-back and share split, and that the number of shares held by the top 20 shareholders increased but this was due to the share split and the proportion didn't change from quarter three.

To view the dashboards, visit the performance page on the NZKGI website www.nzkgi.org.nz/what-we-do/performance.

2020 Bay of Plenty (BOP) Young Fruit Grower competition

Have you got what it takes to be one of the best? NZKGI, in conjunction with the Bay of Plenty Young Fruit Growers Upskilling Committee, is accepting applications for the 2020 BOP Young Fruit Grower competition.

This competition is a highly anticipated event. It recognises some of the horticulture industry's finest young future leaders from the BOP, and more recently from the Northland region.

This high-profile event runs from 9am – 3pm on Saturday 8 February 2020 at the Te Puke Showgrounds, and is followed by a gala dinner and awards ceremony on Wednesday 12 February at Trustpower Baypark Stadium in Mount Maunganui. The winner of this competition goes forward to the national final of the New Zealand Young Fruit Grower on 26-27 August 2020 in Wellington. While at the final, the winner of the New Zealand Young Fruit Grower also competes against the New Zealand Young Vegetable Grower for the national title of Young Grower of the Year 2020.

More information about the competition, as well as sponsoring and purchasing tickets, can be found online at www.bopyoungfruitgrower.co.nz.

Mandatory monitoring underway



All growers in exclusion regions and all growers with 'not detected' orchards in all regions are required to carry out a round of Psa mandatory monitoring from mid-September, with results due to KVH by Thursday 31 October.

To assist growers, an online monitoring form is available on the KVH website. Please call KVH on 0800 665 825 if you have any questions or require assistance to complete the form.

If Psa-like symptoms are found for the first time on an orchard, please report these immediately to KVH. Growers can also contact their pack-house technical representative for advice and sample collection if required.

We understand that reporting a potential biosecurity threat can create anxiety for some growers, who may worry about the potential implications or movement controls that may result. The sooner you alert us to anything unusual, the more we can do to help. Early detection is key to eradication — if we don't report and miss this window, any one of several unwanted pests could establish and be a challenge we have to deal with forever. Look out for plants displaying any unusual symptoms and pests not commonly seen.

Check and clean in under 60 seconds



How easy is it to check and clean your tools before going onto or between orchards? Dave Robertson, a contractor who regularly works on kiwifruit orchards, shows us how quick and easy it is to do in under a minute — watch the new video on the KVH website.

Remember, you have the power to protect your livelihood:

- Consider the risk from tools, vehicles and machinery, harvest bins, people and clothing
- Ensure everything coming across your boundary is free from soil and plant material
- Sanitise highest-risk items
- Clean tools at least between rows.



Clean tools and machinery with an effective sanitiser.

New seasonal management guide out now



A reminder the Psa Seasonal Management Wall Chart for the 2019-20 season is out now (you received an A2 poster copy in your August *Kiwiflier*). Please contact KVH by phone on 0800 665 825 or by email at info@kvh.org.nz if you would like extra posters sent to you.

The biggest changes to this season's wall chart are:

- The addition of a bio-bactericides section, listing details for the use of Aureo Gold
- The removal of Caplit from the CPPU section
- More emphasis on cultural management of Psa, including information about sanitising tools and pruning.

Spreading the stink bug message



People are being encouraged to keep an eye out for the Brown Marmorated Stink Bug (BMSB) now that the high-risk season has begun. BMSB isn't currently established in New Zealand.

We're asking everyone to look out for this stinky pest as early detection is vital. That means spreading the word so that all New Zealanders know what to look for and what to do if they see a BMSB, especially when opening overseas packages and when unpacking after an overseas holiday.

If you think you've seen this stink bug, catch it, snap it and report it by calling the Biosecurity New Zealand hotline on 0800 80 99 66 or KVH on 0800 665 825.

Although BMSB is a major concern to primary industry groups because it can destroy fruit and vegetable crops, it's also a significant public nuisance that will readily invade and infest homes and outdoor spaces in large numbers, making it one of the top most unwanted pests that every New Zealander will want to keep out of our country.

For this high-risk season (which started 1 September and runs through to April), Biosecurity New Zealand has strengthened pre-shipment requirements when importing vehicles, machinery, parts and sea containers from 33 high-risk countries.

The BMSB Council believes these measures will help to reduce the likelihood of BMSB crossing our borders through these higher risk pathways.

The Council is a group of industry organisations that partner with Biosecurity New Zealand — through the Government Industry Agreement for Biosecurity Readiness and Response — to improve New Zealand's readiness for this high priority pest.

Work is also ongoing via the Council on the Samurai Wasp, a poppy seed-sized natural enemy of BMSB which lays its eggs into the stink bug eggs, preventing them from hatching. In August 2018, the Environmental Protection Agency (EPA) granted pre-emptive approval — with controls — to release this natural enemy following a BMSB incursion.

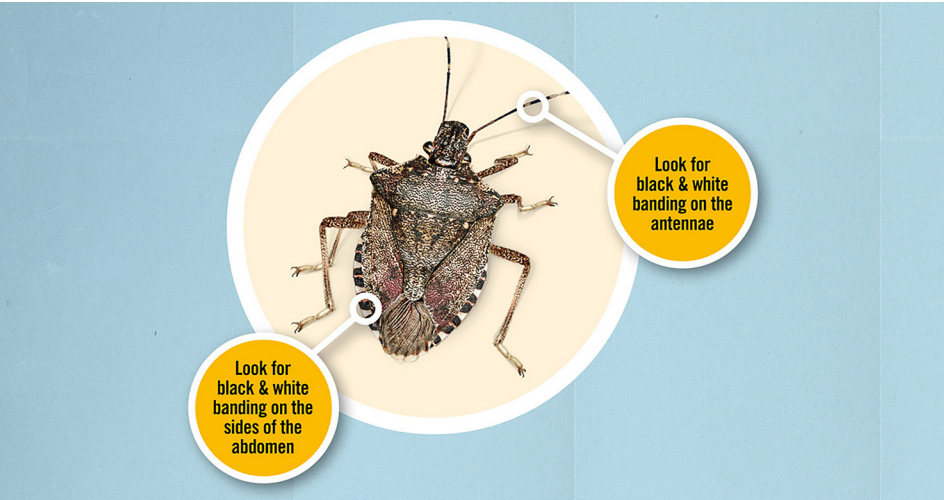
The Council has a complex programme underway to make sure a ready supply of wasps is available, and we're confident that it could be a key tool to fight these unwanted stink bugs. Worldwide, there are no facilities selling the wasps commercially and while several offshore labs have wasp colonies, they're primarily for research purposes. As a result, the BMSB Council is exploring options for sourcing the wasp such as rearing them offshore with the ability to ship to New Zealand or rearing them onshore under containment.

More information (including fact sheets, videos and imagery) is available on the KVH website.

KVH is involved in several initiatives to improve awareness and readiness for the BMSB, including a comprehensive public education programme.

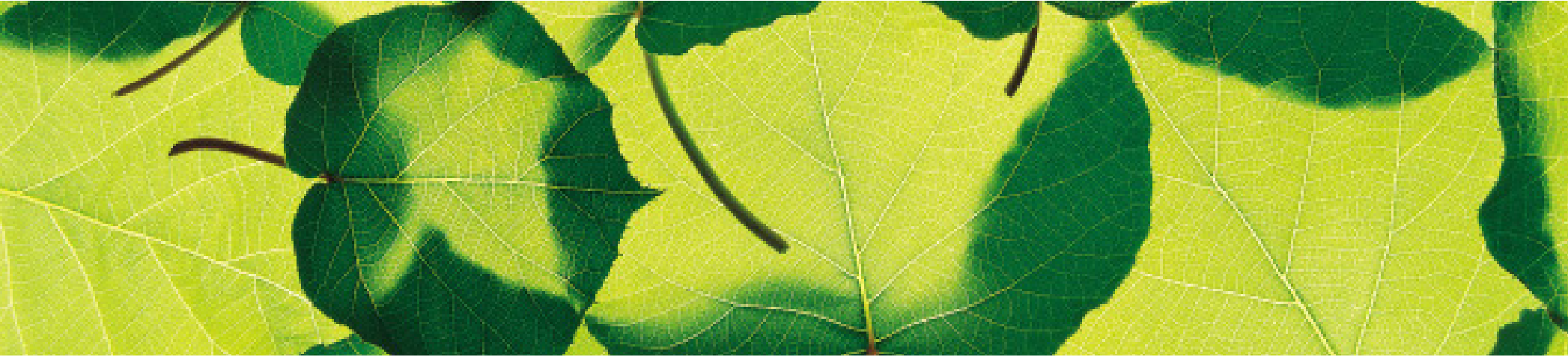
The programme, which KVH also co-funds, aims to lift public awareness around the damaging impacts of BMSB and to increase the likelihood of early detection through passive surveillance.

It includes print advertising in gardening magazines and grower publications; digital TV advertising on sites like TVNZ, Three Now and YouTube; displays on news websites like Stuff and the New Zealand Herald; social media ads encouraging travellers and visitors to check their bags, rooms, and mail parcels; and digital advertising on screens at airports and shopping malls.



Health and safety update

Keep an eye out for some health and safety communications coming in October.





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 When I make a change to my blocks in my spray diary, I receive a pop-up message telling me that my GA block hectares are greater than my GA licensed area. What does this mean?

A This means that your current planted area exceeds your licensed area which is not permitted under the terms and conditions of the licence. Our licence team get notified when this message appears and may contact you in regards to this change. If you want to find out more, contact Zespri Grower Support Services on 0800 155 355 or email new.cultivars@zespri.com. Alternatively, you can check what your licensed area is via the industry portal (you can find the instruction on how to do so here: <https://canopy.zespri.com/EN/grow/licensing/licencemanagement/Pages/Licensed-vs-planted.aspx>).

Q I'm starting to see birds in my orchard near the new growth - what can I use to keep them at bay?

A If you're starting to see birds in the orchard, Flock Off is listed in the Crop Protection Standard (CPS). You can use it up to three times per season. Don't spray to run off. This is the last season Mesuroil will be allowed for use, strictly under justified approval and only to use up old stock.

Q What tools can I use to protect myself against Psu symptoms?

A Keep an eye on the KVH Psu weather risk model to help determine your Psu risk, and ensure your programme considers coverage of new growth. There are a few tools available in the Crop Protection Standard, including biologicals, copper and a bactericide. If a bactericide is needed, ensure all guidelines are followed and an **intent to spray** is completed prior to application. If you're considering a KeyStrepto application, a justified approval is required. Ensure you're providing adequate justification on the form, including why it's your management tool of choice.

Q My email address has changed — who do I need to notify?

A It's important Zespri has your most up-to-date information (especially your email address) so all communications are sent correctly. To update your details, log onto the Zespri portal or call Zespri Grower Support Services on 0800 155 355.

Q When will a decision be made on whether the new green and red in trials be commercialised?

A The Board will make a decision in December. If the decision is made to commercialise the varieties, trial findings will be presented to growers and they'll also have the opportunity to attend open days at a new green and red trial site, to ensure they can make an informed decision. These dates will be advertised both on the Canopy website and through your packhouse in the near future.

Q Will Zespri have any SunGold budwood available for re-grafting?

A The Zespri coolstore will be open on 8 November from 9.30am - 9.45am and will be open Mondays, Wednesdays and Fridays from 9am - 9.45am until further notice. For any queries regarding budwood, please contact Jane Frost on 027 511 1056.

Q I'm wanting to learn about grower payments and Zespri's marketing programme. Is there a course I could attend?

A Each year the Grower Liaison Team hosts a grower education seminar. This seminar is a chance to get an in-depth understanding of the payment structure and how it affects your outcome. We also spend time going through the dynamics of marketing, and how each market is unique. There are some spaces still available for the November seminar — if you'd like to attend, please contact Rachel Dovaston on 027 263 0624.

Primary Industry Tour

The Grower Liaison Team invites growers to participate in the Primary Industry Tour from 2-4 December in Auckland. New Zealand primary industries produce, process and move goods around New Zealand and export to countries around the world. Just like kiwifruit, these exports are very important to New Zealand and are part of our DNA.

The Primary Industry Tour is a self-funded initiative that's been developed to provide kiwifruit growers with the chance to explore other primary industries in New Zealand over a two-day period, with a focus on the opportunities and challenges that other primary industries have or may be presented with.



The tour group will travel from the Bay of Plenty to Auckland and will include visiting the following places:

- Villa Maria
- Wilcox
- The FoodBowl
- NZ HotHouse

Further details on the two days will be provided following your expression of interest.

Spotlight on one of our tour partners: The FoodBowl

The FoodBowl is an open access facility operated by New Zealand Food Innovation Auckland (part of the New Zealand Food Innovation Network — a national network of science and technology resources created to support the growth of food and beverage businesses by providing both facilities and expertise). The FoodBowl was designed as a facility to host research and development trials, as well as pilot scale and commercial runs of new products for domestic and export markets.

Keen to learn from these industries right here in our own backyard? Now you can! To register your interest for the tour, please scan the QR code using the camera on your mobile phone. Be in quick as places are very limited. Cost to be advised.

Future leaders

Quiz night debrief

Now in its third year, our annual quiz night was a fantastic evening with more than 130 attendees putting on their thinking caps and joining us for a night of fun and entertainment at Club Mount. While everyone deserves points for enthusiasm, there can only be one winner — and this year (once again) it was 'The Tea Baggers' from Apata. Thanks to all who came along, and congratulations to the defending champions for taking out the winning spot. We hope to see you all again next year.

What's on?

We're still working on two more fantastic events to round off 2019. Look out for further details in next month's *Kiwiflier*.



The defending champions from Apata with their trophy.

ZESPRI PRIMARY INDUSTRY TOUR



A two-day grower tour with a deliberate focus on opportunities and challenges that other primary industries have or may be presented with.



AUCKLAND REGION
2ND - 4TH DECEMBER 2019



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FOR FURTHER INFORMATION OR FEEDBACK PLEASE CONTACT: THE ZESPRI GROWER SUPPORT CENTRE (0800 155 355)
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