



**P2: MATURITY CLEARANCE
SYSTEM PROJECT UNDERWAY**



**P3: FROM
THE MARKETS**



**P4: ZESPRI IN
THE COMMUNITY**



**P10: PLANNING
FOR SPRING**

ZESPRI HOSTS FIRST VIRTUAL ANNUAL MEETING

Zespri conducted its first ever fully virtual Annual Meeting on 18 August from its Mount Maunganui headquarters.

A small number of Bay of Plenty-based Zespri Board and Executive members joined the meeting from Zespri's head office, with shareholders asking questions and voting on resolutions online.

Congratulations to Peter Springford and Nathan Flowerday who were re-elected as Board Directors, and to Andre Hickson who has been elected to the Director Remuneration Committee. All resolutions passed with strong support and there were a good range of questions canvassed.

Chairman Bruce Cameron reported on the 2019/20 season results, followed by an update from CEO Dan Mathieson. The audience then heard from Chief Growth Officer Jiunn Shih and Chief Innovation and Sustainability Officer Carol Ward.

2019/20 has been another strong year for Zespri and the industry, explained Mr Cameron.

"We've delivered excellent results by challenging ourselves to stand up and stand out," said Mr Cameron.

"As an industry we've adapted, shared ideas and worked together to continue to operate safely throughout the challenges of the COVID-19 pandemic. Collectively we should be proud of our hard work, resilience and the way we finished the season."

CEO Dan Mathieson said the fantastic results continue the momentum of recent years and puts Zespri well on track to reach our goal of \$4.5 billion in sales by 2025.



Chairman Bruce Cameron addressing growers and shareholders online at the 21st Annual Meeting.

"This performance has again been led by our strategy of delighting our customers, optimising our performance, being better tomorrow and thriving together," said Mr Mathieson.

Apologies to those of you who encountered technical difficulties with the Lumi App at the start of this meeting. We're keen to hear your feedback on how you thought it went and what we can do to improve these sort of online meetings in the future. Feedback can be sent to corporate.communications@zespri.com.

A full recording of the Annual Meeting is now available on Canopy (canopy.zespri.com/EN/industry/news/Pages/Zespri-AGM-2020-Video.aspx).

Summary of preliminary results for resolutions voted on:

| Resolution and description | % votes for |
|--|-------------|
| 1. Approval of the Company's 2019/20 Annual Report | 100.0% |
| 2. Election of Director — Vacancy 1 (Nathan Flowerday) | 96.8% |
| 3. Election of Independent Director — Vacancy 2 (Peter Springford) | 97.0% |
| 4. Election of shareholder member of the Director Remuneration Committee — Vacancy 1 (Andre Hickson) | 99.7% |
| 5. Appointment of Auditors (KPMG) | 99.7% |
| 6. Increase to Director remuneration | 88.8% |
| 7. Authorisation of major transactions | 96.3% |

ZESPRI CHIEF INNOVATION AND SUSTAINABILITY OFFICER APPOINTED TO SUSTAINABLE BUSINESS COUNCIL ADVISORY BOARD

Zespri congratulates Carol Ward, Chief Innovation and Sustainability Officer, for her appointment to the Sustainable Business Council (SBC) Advisory Board on 26 August.

Ms Ward joins four other new members, including Alice Andrew, Co-founder and Director, 4Sight; Marc England, Chief Executive, Genesis; Wayne McNee, Chief Executive, LIC (Livestock Improvement Corporation); and Peter Simons, Managing Director, DB Breweries.

Karen Silk, Chair of the Sustainable Business Council (SBC), says the Board is delighted to welcome its newest members.

"Individually and collectively, they bring an impressive range of expertise, talent and energy to the table. With sustainability at the core of everything we do, we are well placed to respond to the challenges and opportunities that lie ahead," says Ms Silk.

Their appointments also coincide with SBC's new five-year strategy which will be launched in September says SBC's Executive Director, Mike Burrell.

"Sustainability became even more relevant and integral to everything we do through Covid-19 and the urgency for climate action. I look forward to working with our Advisory Board to bring our new strategy to life."

Ms Ward looks forward to sharing insights into the role New Zealand's primary sector can help play in growing a sustainable future.

"I'm hugely excited about the opportunities New Zealand has, to share our healthy and sustainable products with the world, while caring for our precious environment and supporting our communities," says Ms Ward.



Carol Ward, Zespri Chief Innovation and Sustainability Officer.

"Our ability to grow a more sustainable future relies on all of us working together and thinking outside the box about what's possible.

"The Sustainable Business Council is a great team, and I'll bring passionate advocacy to the Advisory Board."

The SBC Advisory Board election was held in August, with Advisory Board members being voted in by SBC Council members.

"This year we were delighted to receive more nominations than there were vacancies, which highlights the growing importance of sustainability within business," says Ms Silk.

For further information, see www.sbc.org.nz/about/advisory-board.

AUGUST 2020/21 FORECAST

The Zespri Board of Directors has approved the August forecast for the 2020/21 season. This is the first full forecast of the season, following the indicative ranges released in June.

The updated forecast reflects continued positive momentum, despite the ongoing challenges presented by the COVID-19 pandemic. OGRs per hectare are now forecast to exceed 2019 season levels, with the exception of Organic Green, off the back of improved yields. At present, the majority of markets are performing to expectation, with OGRs holding towards the top end of the June 2020 ranges. However, with the season still in progress, there remains ongoing uncertainty across many of our markets from the heightened risk COVID-19 presents for an economic downturn and its impact on consumer spend.

The table on page 2 displays the forecast returns, including the average per hectare return for Zespri Green, Organic Green, SunGold, Organic SunGold, and Sweet Green for August 2020/21, as compared with the June forecast ranges.

The total fruit and service payment, across all pools and excluding the loyalty premium, is forecast at \$2,079 million.

Forecast corporate profit and dividend range

The forecast range of corporate net profit after tax for the year ending 31 March 2021 is \$256 million to \$264 million, including licence release income. The forecast dividend per share range for the year ending 31 March 2021 is \$1.17 to \$1.21 per share. This range is inclusive of the \$0.95 per share interim dividend following the 2020 licence release.

Continued on page 2.

AUGUST 2020/21 FORECAST (CONTINUED)

| Pools (Fruit Categories) | 2020/21 Indicative Per Tray August Forecast | 2020/21 Indicative Per Tray Range June Forecast | 2019/20 Per Tray March Final | 2020/21 Indicative Per Hectare August Forecast | 2020/21 Indicative Per Hectare Range June Forecast | 2019/20 Per Hectare March Final |
|--------------------------|--|--|---------------------------------|---|---|------------------------------------|
| Zespri Green | \$6.66 | \$5.40–\$6.90 | \$6.67 | \$67,849 | \$54,000–\$69,000 | \$67,295 |
| Zespri Organic Green | \$9.56 | \$7.90–\$9.90 | \$9.88 | \$60,789 | \$49,000–\$61,000 | \$63,734 |
| Zespri SunGold | \$11.56 | \$10.50–\$12.00 | \$11.86* | \$165,027 | \$147,000–\$168,000 | \$161,660 |
| Zespri Organic SunGold | \$13.82 | \$12.50–\$14.50 | N/A | \$142,413 | \$120,000–\$139,000 | N/A |
| Zespri Sweet Green | \$9.65 | \$7.50–\$9.00 | \$7.66 | \$54,122 | \$44,000–\$53,000 | \$43,550 |

*This season, Zespri is reporting SunGold and Organic SunGold pools separately. For comparison purposes, 2019 season SunGold pool includes Organic SunGold volume.

MATURITY CLEARANCE SYSTEM PROJECT UNDERWAY

We are pleased to announce the launch of the Maturity Clearance System (MCS) project. This is a huge undertaking for Zespri and a large shift for the industry. The MCS project is made up of three aims:

- 1. Procure sample collection and laboratory service providers** — initial proposals are out for tender and we are working to appoint service providers by the end of September 2020.
- 2. Design, build, and implement a new maturity clearance system** — work is already underway to design and build the same like-for-like functionality that previously managed sample requests, results calculation, and reporting. System completion is scheduled for the end of this year, with rollout to all Zespri origins of kiwifruit planned for mid-2021.
- 3. Set up a new Zespri support function** — the new system and oversight of service providers will now sit with Zespri, a major change to previous seasons. The new support function will manage system support for service providers and users. Testing and Super User training is scheduled for the end of this year, with further training in early 2021, and ongoing support throughout harvest season.

With these demanding timelines, we must remain focused on what is needed to deliver a successful 2021 harvest. The MCS project aims to deliver a “minimum viable product” (MVP), to set the industry up for the best chance of success for completing the 2021 harvest season. Note, there is also a wider review of the taste and maturity sampling system underway, being led by the Industry Advisory Council.

Updates on that work can be found on canopy.zespri.com/EN/grow/zespri/Pages/IAC.aspx.

WHAT'S NEXT?

The MCS project will provide regular updates on progress regarding the three aims described in this article. Post-Harvest Technical and Grower Service Representatives will be contacted and further details about their involvement in the design workshops, system testing, and post-harvest training will be provided. Placeholders for training sessions — including sessions specifically for growers — will be coming soon to ensure system users are available during training windows.

COVID-19 UPDATE

The kiwifruit industry's strength is its collaborative nature and we will tackle the current challenge posed by COVID-19 by continuing to support each other, by working together, and by following all the latest official advice.

The last few months have clearly been challenging with the re-emergence of COVID-19 in New Zealand. However, Zespri is confident we can continue to operate effectively with Government restrictions in place, with little to no impact on our ability to deliver the season, though staff will be working from home where possible.

Zespri staff around the world have been working effectively under different levels of lockdown for a number of months and have adapted accordingly.

The season continues to progress well and we will continue to work hard to ensure this continues so that consumers around the world can enjoy the health benefits of Zespri Kiwifruit.

NZ COVID Tracer QR code

A reminder that all orchards must display a NZ COVID Tracer QR code for each business location in a prominent place at or near the main entrances to each of their premises. You will need to complete a separate webform for each location.

Businesses and other organisations can get their official NZ COVID Tracer QR code posters through the self-service webform via qrform.tracing.covid19.govt.nz/.

UNAUTHORISED GOLD3 UPDATE

Zespri recently updated growers, shareholders and industry on the action we are taking on unauthorised plantings of SunGold Kiwifruit in China.

We take any breach of our Plant Variety Rights (PVRs) extremely seriously. We're continuing to work closely with the New Zealand and Chinese Governments to elevate awareness around the unauthorised plantings, and to better understand our options.

Part of this includes understanding what leverage we may have, and working to develop strong relationships and influence with local authorities to help mitigate the impact as well as stopping any further spread of plantings.

Our estimate of how much has been planted to date is based on investigations in the key growing regions where unauthorised plantings have been identified, as well as engaging with the local growing communities and industry.

While the investigations have been disrupted to some extent by the outbreak of COVID-19 this year, we estimate there is as much as 4,000 hectares worth of unauthorised Gold3 in China, predominantly in the gold growing provinces of Sichuan and Shaanxi.

With the scale of the issue to date, the elimination of existing unauthorised plantings

is unlikely. Therefore, Zespri's focus is to halt the growth of these plantings and the impact they could have on Zespri retail channels. To do this, we'll be using a multi-faceted legal and political approach.

A further consideration that we are assessing is whether or not there might be a win-win approach to managing our PVR concerns. During our discussions in China, this has been a constant theme of advice.

This could potentially be an opportunity that benefits the New Zealand industry and ZGS growers, as well as providing some genuine leverage with the Chinese government and industry. We are at the very early stages in this consideration however, and no decisions will be undertaken without extensive industry consultation.

We acknowledge this is a big issue and we want to reassure you Zespri remains committed to protecting our PVRs, the value they generate for our industry, and achieving our future potential in the China market.



FROM THE MARKETS

Japan

Aggelicious campaign wins excellence award!

We're thrilled to announce that our 2019 Japanese campaign, **Aggelicious**, has won an award for outstanding works of digital content launched in 2019. The **Association of Media in Digital** award ceremony, sponsored by the Ministry of Internal Affairs and Communications (Japan), was held on 20 August with Kanako Inomata, Head of Marketing - APAC, receiving the prestigious award on behalf of Zespri. In her thank you speech, Kanako commented, "It's unique for a fresh produce product like kiwifruit to win this award and kiwifruit seems far removed from the world of digital. However, without digital capabilities Zespri would not be able to engage with each single consumer and we're committed to using digital to increase Zespri Kiwifruit consumption in Japan."



Kanako Inomata, Head of Marketing, APAC at the AMD Awards ceremony.

Malaysia

Made-to-measure customised point-of-sale-material (POSM) has been launched in 100 stores across East and West Malaysia.

An increasing number of retailers in Malaysia are adopting clean-store policies, adding to difficulties of securing long-term prominent visibility in-store.

Our team in Malaysia has tailored a customised display programme for each of the key retailers, wherein Zespri helps to create permanent and visually-appealing point of sales materials unique to each retailer and fully customised for the individual stores.

By doing this, we've created a winning solution with Zespri Malaysia securing permanent displays in-store and retailers benefiting from attractive promotional materials that adhere to their regulations.

After three weeks of this approach, premium retailers like Jaya Grocer and Village Grocer saw around a 10 percent increase in sales, while TF



Made-to-measure customized POSMs for 100 key retailer outlets to be retained throughout the full season as we commit to more sustainable practices.

Value Mart saw a 38 percent increase in sales. Encouraged by the success of our point of sales material, Aeon Malaysia has also requested for all their stores to be fitted with Zespri's materials next season.

The team has also been busy with an alternative sampling initiative, which involved providing 5,000 sampling gift drops in July and August through food delivery and e-commerce services before in-store sampling resumed.



5,000 sampling gift drops in July and August via food delivery and e-commerce services before in-store sampling resumed.

GETTING CLOSER TO THE ZESPRI RED CONSUMER

While new Red19 licence holders start grafting and establishing their vines, Zespri's pre-commercial team continues to learn how to optimise Red19's performance through trialists' fruit.

Our research trials span right across the value chain: from the orchard, through the supply chain, and right into consumers' homes. One area of focus this season has been the overarching product concept, including the product name.

Zespri has been working directly with customers and consumers in Singapore, Japan and China to further understand which elements of the current Zespri Red proposition resonate most with them and which components can be tweaked further to better address consumer needs. The goal is to increase the product's overall appeal, as well as our consumers' purchase intent and willingness to pay.

Detailed information gathered from all 2020 Red19 trials are being collated and will be reviewed by dedicated working and governance groups later this year.

We will again study the full value chain in the 2021 season, using fruit from the pre-commercial trialists' orchards, as the industry prepares for larger volumes of Red19 from licensed orchards in 2022.



PROTECTING FRESHWATER

The kiwifruit industry water strategy work has been going for nearly a year now, and a range of projects are underway to measure and reduce the impact that kiwifruit orchards can have on freshwater, both the amount of water used and impacts on water quality.

This includes:

- Measuring nitrogen, phosphorus and sediments in leachate and run-off in seven Bay of Plenty orchards over six years.
- Modelling nitrogen loss ranges across New Zealand kiwifruit growing regions – this data will be provided to regional councils to inform their 10-year planning processes which define the rules around land use and water quality.
- Investigating options for tools growers can use to manage nutrients on their orchards.
- Trials on low nitrogen inputs and productivity on three Bay of Plenty orchards.

NZKGI CEO Nikki Johnson shared more about this work with growers at the August roadshows, along with the nitrogen loss ranges and planning processes for each region. Watch out for the next edition of the *New Zealand Kiwifruit Journal* for more on this research and wider work programme, along with steps growers can take on their orchards to reduce leaching.

In a nutshell, growers are reminded to look at soil moisture levels and rain forecasts *before* applying nitrogen fertiliser to make sure they meet the vine's needs while minimising any impact from leaching.

To give us a better idea about what's going on across the industry, we're also asking growers to record their fertiliser and compost applications in the new easy-to-use section of *Spray Diary*.



ZESPRI IN THE COMMUNITY

Our partnership with KidsCan

We are delighted to officially partner with KidsCan.

Since 2005, KidsCan have worked hard to support thousands of young New Zealanders through education, and by providing necessities like food, shoes and socks, basic hygiene items and raincoats. KidsCan's efforts have played a key role in making sure our young people are in a better position to learn. This valuable organisation now helps to feed 44,000 children

nationwide, which makes us incredibly proud to support KidsCan on their mission to make sure children don't go without.

External Relations Lead, Amy Porter; and External Relations Coordinator, Hiraina Tangiora; met with Chrystal Russell from KidsCan earlier in the month to discuss the next steps for this exciting new partnership. We look forward to keeping you updated with various ways you can get involved too!



Left to right: External Relations Lead, Amy Porter; Chrystal Russell from KidsCan; and External Relations Coordinator, Hiraina Tangiora.

Surf Life Saving: Zespri Awards of Excellence

Surf lifeguards play an incredibly important role in our communities, helping to keep us and our families safe when we're in the water.

They work and train hard to ensure they're ready to help, and to compete at the highest level.

It was a pleasure to be able to celebrate the achievements of the lifeguards in our region at the 2020 Zespri Awards of Excellence for Coromandel, Bay of Plenty and Gisborne/Tairāwhiti.



Wainui, winners of the 2020 Zespri Gisborne Club of the Year.

Fair Food donations

Fair Food, a West Auckland-based food rescue organisation, are one of the ten foodbanks we engaged with as part of our donation of 100 tonnes of kiwifruit between April and August.

We stopped in to see them earlier in the month to check out their operations and

were impressed with their ability to quickly switch into action when demand required it. Fair Food, who also work with Punchbowl, have been a recipient of more than 20 pallets of our kiwifruit. It's a pleasure to work with organisations like fair Food, who are making a huge difference in their local communities.



Left to right: Fair Food General Manager, Justine Knowles; Zespri External Relations Lead, Amy Porter; and Zespri External Relations Coordinator, Hiraina Tangiora.



Head of Communications and External Relations, Michael Fox, at the 2020 Zespri Awards of Excellence in the Coromandel.

Zespri Horticultural Scholarship applications open now!

Applications are open for the 2020 Zespri Horticultural Scholarships. These scholarships are available to students already enrolled in tertiary study, who have successfully completed, or are currently completing, their first year of study. The scholarships aim to support studies towards a career in the horticulture industry, and could include

degrees in science, management, marketing or business, for example.

Applications close at **5pm on 2 October 2020** and must be submitted by email to scholarships@zespri.com. For more information and to download the application form, visit www.zespri.com/en-NZ/community

Zespri Young and Healthy Virtual Adventure

The first Zespri Young and Healthy Virtual Adventure is getting ready for 'take off' and we're thrilled to announce all 20,000 places for this year's adventure have now been filled.

Children aged 5-12 across New Zealand will be receiving their classroom packs in the coming weeks, and some exciting goodies and prizes will be winging their way to participants for when the adventure begins.

About 60 percent of the children signed up are in New Zealand's growing regions, and we can't wait to find out how they get on, and what they'll learn from ASICS Ambassadors Ardie Savea, Kane Williamson, Ameliaranne Ekenasio, and Samantha Charlton, who will be on hand throughout the five-week adventure.



YOUNG & HEALTHY VIRTUAL ADVENTURE

In Term 4, our class will be taking off on an exciting global virtual adventure.

Led by ASICS ambassadors Ardie Savea, Ameliaranne Ekenasio, Kane Williamson and Samantha Charlton, we'll be undertaking activities that promote healthy eating and healthy living and learning more about the international destinations we'll visit.

You can help too!

Every day, there's a chance for us to earn points by reminding each other to be active, to rehydrate with water, to get a good night's sleep and to eat well with lots of fruit and vegetables.

You could even do it with us by joining the Class Whanāu Team!

To join the team ask our teacher for the unique link, then we can take on the parents too!

Proudly supported by:   

GROWER ROADSHOWS GO VIRTUAL

With the recent re-emergence of COVID-19 in New Zealand seriously disrupting the ability to travel, Zespri's Grower Roadshows also had their first foray into the virtual world. The Auckland, Kerikeri and Whangarei, and Nelson events were held online and Zespri was delighted to have great participation at these virtual events.

The Grower Roadshows in the Waikato, wider Bay of Plenty region and Hawke's Bay were held in person under the Government's Alert Level 2 restrictions.

This season, growers had a market update from Zespri CEO Dan Mathieson, and an update on the Horizon Programme from Chief Financial Officer Richard Hopkins. Chief Grower and Alliances Officer Dave Courtney updated attendees on unauthorised Gold3 plantings in China, the maturity and taste review, and Zespri Global Supply. NZKGI's Nikki Johnson spoke about water reforms, safe spraying and labour, while NZKVH's Stu Hutchings provided an update on the Pathway Plan consultation. Thank you to all who attended.

NZKGI FOOD BANK APPEAL

There is unprecedented demand for food bank services. Due to the economic impact of COVID-19, people that may not have previously needed help with feeding themselves or their family are finding themselves in unfamiliar territory. They may have lost their job, had their hours reduced, or in a family situation been reduced to one income or no income. With the wage subsidy ending, our communities will see tougher times.

NZKGI is a socially responsible organisation and is looking to do our bit to help the communities we live in by organising a food bank appeal across the eastern and western Bay of Plenty. NZKGI is asking the industry to dig deep and give what you can to those in need. The appeal will run from Friday 28 August to Friday 11 September, with drop-off points at the following locations:

- **NZKGI, 25 Miro Street, Mt Maunganui:** Non-perishable foods only.
- **Hume Pak n Cool, 4 Prospect Drive, Katikati:** Non-perishable foods only.
- **Ceramico Tiles, 14 Oxford Street, Te Puke:** Non-perishable foods only.
- **Ōpōtiki Foodbank, 94B Church Street, Ōpōtiki:** Perishable and

non-perishable foods (Financial contributions can be made to 06 0433 0544927 00, ref NZKGI)

- **Salvation Army Food Bank, 87 King Street, Whakatāne:** Perishable and non-perishable foods (Financial contributions can be made to 02 0488 0031651 00, ref NZKGI)

While any items donated are appreciated, please give consideration to the following:

- Personal care items
- Baking supplies
- Canned food
- Nappies

Food bank appeals in other growing regions will be established over the coming weeks. Look out for more information in the NZKGI weekly update newsletter.

NZKGI thanks you for your generosity. Contact NZKGI Senior Policy Analyst, Sarah Cameron: sarah.cameron@nzkgi.org.nz



GROWER EDUCATION SEMINARS 2020: REGISTRATIONS OPEN!

Two-day Seminar: Thursday 5 and Friday 6 November

One-day Seminar: Tuesday 3 November

Location: Zespri Office, 400 Maunganui Road, Mount Maunganui

Two-day Seminar

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

One-day Seminar

- Available to growers who have previously attended the two-day seminar, and people who would like a more in-depth understanding of Zespri Marketing and the Zespri payment system.

Key outcomes

- Advanced understanding of the industry and Zespri corporate
- First-hand in-market experience of the integrated Zespri system in our key markets

- Understanding the capability and value of the Zespri marketing system
- Engagement of a broad grower base from which ongoing key positive relationships are created and developed
- Understanding the Zespri payment system, with relation to money flow

Market trips

- Phase two of the education strategy is a short in-market experience in some of Zespri's key markets as part of the development and further education of the participants.
- This is only available to participants who have completed both days of the in-house two-day seminar at Zespri. The market trip is partially funded by Zespri. **(Note, these trips are currently on hold due to COVID-19 restrictions – but participants will be eligible to attend once they resume).**

REGISTER HERE:

One-day Grower Education Seminar: www.zesprivevents.co.nz/ges1

Two-day Grower Education Seminar: www.zesprivevents.co.nz/ges2

If you have any questions, contact Rachel Dovaston: rachel.dovaston@zespri.com, or +64 27 263 0624

2020/21 PROGRESS PAYMENTS FOR SEPTEMBER AND OCTOBER

| CLASS 1 - APPROVED PROGRESS PAYMENT 15 SEPTEMBER 2020 | AVERAGE ON NET SUBMIT | 16/18/22 | 25/27 | 30/33 | 36 | 39 | 42 |
|--|--------------------------|------------|--------|--------|--------|--------|-----------|
| Zespri Green | \$0.79 | \$0.80 | \$0.90 | \$0.90 | \$0.70 | \$0.70 | \$0.60 |
| Zespri Organic Green | \$1.07 | \$0.60 | \$1.20 | \$1.20 | \$1.10 | \$1.10 | \$0.90 |
| Zespri Gold3 | \$2.32 | \$2.50 | \$2.40 | \$2.50 | \$1.90 | \$1.80 | No supply |
| Zespri Organic Gold3 | \$2.65 | \$2.60 | \$2.90 | \$2.70 | \$2.50 | \$2.20 | No supply |
| Zespri Green14 | \$2.86 | No payment | \$1.90 | \$3.20 | \$3.20 | \$3.20 | \$2.00 |

| CLASS 1 - INDICATIVE PROGRESS PAYMENT 15 OCTOBER 2020 | AVERAGE ON NET SUBMIT | 16/18/22 | 25/27 | 30/33 | 36 | 39 | 42 |
|--|--------------------------|------------|--------|--------|--------|--------|-----------|
| Zespri Green | \$0.81 | \$1.00 | \$1.00 | \$0.80 | \$0.80 | \$0.80 | \$0.50 |
| Zespri Organic Green | \$1.07 | \$1.50 | \$1.30 | \$1.30 | \$1.10 | \$1.10 | \$0.80 |
| Zespri Gold3 | \$1.16 | \$1.50 | \$1.20 | \$1.20 | \$0.80 | \$1.00 | No supply |
| Zespri Organic Gold3 | \$1.54 | \$1.60 | \$1.60 | \$1.60 | \$1.50 | \$1.20 | No supply |
| Zespri Green14 | \$0.66 | No payment | \$0.50 | \$0.80 | \$0.70 | \$0.70 | \$0.50 |

1. Progress payments for Class 1 are paid on submitted trays and reversed for onshore fruit loss.
2. Net Submit trays = gross submitted trays less onshore fruit loss trays.
3. The removal of the Taste component for the 2020 season has resulted in the payment of higher Progress compared with previous seasons.

| CLASS 2 - APPROVED PROGRESS PAYMENT 15 SEPTEMBER 2020 | AVERAGE ON NET SUBMIT | 16/18/22 | 27 | 30 | 33 | 36 | 39 | 42 |
|--|--------------------------|----------|--------|--------|--------|--------|--------|-----------|
| Class 2 Green | \$1.45 | \$1.30 | \$1.50 | \$1.40 | \$1.70 | \$1.40 | \$1.30 | \$1.00 |
| Class 2 Organic Green | \$3.06 | \$3.30 | \$4.20 | \$3.40 | \$3.30 | \$2.90 | \$2.20 | \$1.60 |
| Class 2 Gold3 | \$3.20 | \$3.90 | \$3.50 | \$3.00 | \$2.70 | \$2.60 | \$2.20 | No supply |
| Class 2 Organic Gold3 | \$4.45 | \$4.40 | \$4.50 | \$4.30 | \$4.80 | \$4.50 | \$4.00 | \$3.30 |

| NON-STANDARD SUPPLY - APPROVED PROGRESS PAYMENT 15 SEPTEMBER 2020 | 42 | 46 |
|--|--------|-----------|
| Zespri Green | | No supply |
| Zespri Organic Green | | No supply |
| Zespri Gold3 | \$2.40 | |
| Zespri Organic Gold3 | \$4.70 | |

1. Progress payments for Class 2 and Non Standard Supply fruit are paid on loaded out trays.
2. Loaded out trays = Net Submitted trays at year end = gross submitted trays less onshore fruit loss trays.
3. The removal of the Taste component for the 2020 season has resulted in the payment of higher Progress for Zespri Gold3 and Organic Gold3 Non-Standard Supply compared with previous seasons.

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.

September 2020 approved progress payments on Net Submit trays

Approved per tray progress payments for 15 September 2020:

| Class 1 | |
|----------------------|--------|
| Zespri Green | \$0.79 |
| Zespri Organic Green | \$1.07 |
| Zespri Gold3 | \$2.32 |
| Zespri Organic Gold3 | \$2.65 |
| Zespri Green14 | \$2.86 |

October 2020 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 15 October 2020:

| Class 1 | |
|----------------------|--------|
| Zespri Green | \$0.81 |
| Zespri Organic Green | \$1.07 |
| Zespri Gold3 | \$1.16 |
| Zespri Organic Gold3 | \$1.54 |
| Zespri Green14 | \$0.66 |

Orchard Gate Return

The OGR calculations reflect post-harvest cost data compiled by Ingham Mora Limited in July 2020, the August 2020 forecast fruit loss percentages and current productive hectare information.

SHARE BRIEFS

As at 19 August 2020 the last Zespri share price trade was \$8.60 traded on 18 August 2020. There were eight buyers at \$8.60, \$8.55, \$8.53, \$8.50, \$8.46 and \$8.00. There were three sellers at \$8.65, \$8.70 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 www.usx.co.nz. The Zespri Group Limited listing code is 'ZGL'. The USX website shows:
- Latest prices
 - Market depth – to see the parcels of shares for sale and the parcels and price that buyers are seeking
 - Last 10 trades
 - Market announcements

Follow us on reapp for our mobile IR experience

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

Below is the current Market Depth information as at 19 August 2020.

| Quote Line Wednesday 19 August as at 3.45pm | | | | | | |
|---|----------|------------|-----------|-----------|----------|--------|
| Code | Bid (\$) | Offer (\$) | Last (\$) | High (\$) | Low (\$) | Volume |
| ZGL | 8.600 | 8.650 | 8.600 | 0.000 | 0.000 | 0 |

| Market Depth | | | | | |
|--------------|----------|------------|------------|----------|--------|
| BIDS | | | OFFERS | | |
| Orders | Quantity | Price (\$) | Price (\$) | Quantity | Orders |
| 1 | 7,000 | 8.600 | 8.650 | 2,000 | 1 |
| 1 | 20,000 | 8.550 | 8.700 | 2,000 | 1 |
| 1 | 10,000 | 8.550 | 9.000 | 10,000 | 1 |
| 1 | 2,000 | 8.530 | | | |
| 1 | 1,176 | 8.500 | | | |
| 1 | 6,176 | 8.500 | | | |
| 1 | 2,000 | 8.460 | | | |
| 1 | 10,000 | 8.000 | | | |

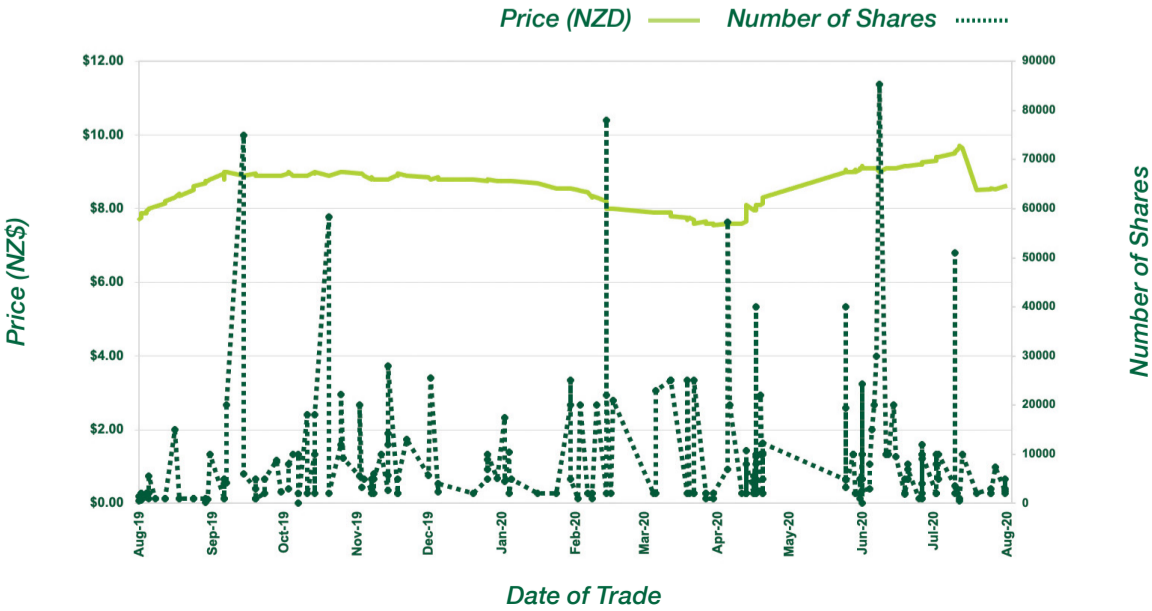
| Last 10 Trades | | | |
|----------------|----------|------------|------------|
| Date/Time | Quantity | Price (\$) | Value (\$) |
| 18/07/20 | 3,000 | \$8.60 | 25,800.000 |
| 18/07/20 | 5,000 | \$8.60 | 43,000.000 |
| 18/07/20 | 2,000 | \$8.60 | 17,200.000 |
| 18/07/20 | 2,500 | \$8.60 | 21,500.000 |
| 14/08/20 | 7,380 | \$8.53 | 62,951.400 |
| 12/08/20 | 2,000 | \$8.55 | 17,100.000 |
| 12/08/20 | 2,000 | \$8.55 | 17,100.000 |
| 6/08/20 | 2,000 | \$8.50 | 17,000.000 |
| 31/07/20 | 10,000 | \$9.65 | 96,500.000 |
| 29/07/20 | 2,000 | \$9.60 | 19,200.000 |

Director share trading

For the month of August (as at 19 August), 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.

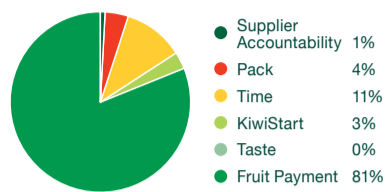
ZESPRI GROUP LIMITED SHARE TRADES 19 AUGUST 2019 TO 19 AUGUST 2020



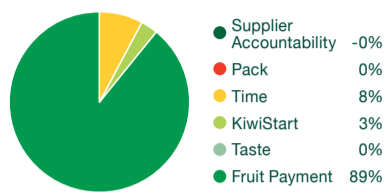
2020/21 SEASON GROWER PAYMENT PORTIONS – TOTAL FRUIT AND SERVICE PAYMENTS

2020/21 AUGUST FORECAST

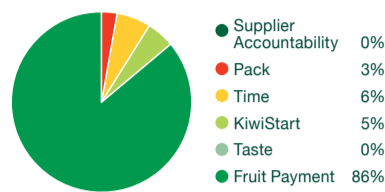
ZESPRI GREEN



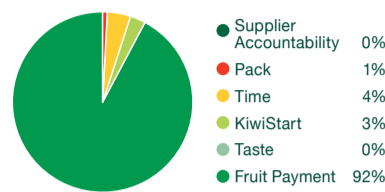
ZESPRI ORGANIC GREEN



ZESPRI GOLD3



ZESPRI ORGANIC GOLD3



ZESPRI GREEN14



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, and KiwiStart are paid on FOBS, i.e., when fruit is shipped. Some of the Supplier Accountability payments are subject to SLA terms.
- There are no Taste Zespri payments in the 2020 season.
- Progress is paid in the remaining months at levels subject to Zespri Management approval.
- Average payments per TE are based on the 2020/21 August forecast trays and actual payments to date.
- YTD amounts for Pack and Time may move from previous *Kiwiflier* issues due to SLAs being paid late in a month.
- Gold3 and Organic Gold3 are in separate pools for the 2020 season; the Organic Gold Premium is no longer applicable.

ZESPRI GOLD3
AUGUST

| ISO Month | Submit | Pack and Time | KiwiStart Accountability | Taste Zespri | Progress | Loyalty Premium | Total payment / TE Supplied | % of Pool Paid YTD |
|----------------|--------|---------------|--------------------------|--------------|----------|-----------------|-----------------------------|--------------------|
| Apr-20 | \$2.80 | \$0.11 | | | | | \$2.91 | 18% |
| May-20 | | \$0.09 | | | | | \$3.01 | 19% |
| Jun-20 | | \$0.08 | | | | | \$3.09 | 19% |
| Jul-20 | | \$0.06 | | | \$1.79 | | \$4.94 | 31% |
| Aug-20 | | \$0.21 | \$0.36 | | \$2.25 | | \$7.77 | 49% |
| Sep-20 | | • | • | | \$2.32 | | • | • |
| Oct-20 | | • | • | | \$1.16 | | • | • |
| Nov-20 | | • | • | | • | | • | • |
| Dec-20 | | • | • | | • | | • | 93% |
| Jan-21 | | | • | | | \$0.10 | • | • |
| Feb-21 | | | | | • | | • | • |
| Mar-21 | | | | | • | | • | 98% |
| Apr-21 | | | | | • | | • | • |
| May-21 | | | | | • | | • | • |
| Jun-21 | | | | | | \$0.15 | • | 100% |
| Paid YTD | \$2.80 | \$0.56 | \$0.36 | \$0.00 | \$4.05 | \$0.00 | \$7.77 | |
| Balance to pay | \$0.00 | \$0.82 | \$0.45 | \$0.00 | \$6.70 | \$0.25 | \$8.22 | |

Total fruit and service payments - 2020/21 Forecast \$15.99

ZESPRI ORGANIC GOLD3
AUGUST

| ISO Month | Submit | Pack and Time | KiwiStart Accountability | Taste Zespri | Progress | Loyalty Premium | Total payment / TE Supplied | % of Pool Paid YTD |
|----------------|--------|---------------|--------------------------|--------------|----------|-----------------|-----------------------------|--------------------|
| Apr-20 | \$2.80 | \$0.03 | | | | | \$2.83 | 16% |
| May-20 | | \$0.07 | | | | | \$2.90 | 17% |
| Jun-20 | | \$0.09 | | | | | \$2.99 | 17% |
| Jul-20 | | \$0.07 | | | \$2.11 | | \$5.18 | 30% |
| Aug-20 | | \$0.14 | \$0.24 | | \$3.04 | | \$8.60 | 49% |
| Sep-20 | | • | • | | \$2.65 | | • | • |
| Oct-20 | | • | • | | \$1.54 | | • | • |
| Nov-20 | | • | • | | • | | • | • |
| Dec-20 | | • | • | | • | | • | 94% |
| Jan-21 | | | • | | | \$0.10 | • | • |
| Feb-21 | | | | | • | | • | • |
| Mar-21 | | | | | • | | • | 98% |
| Apr-21 | | | | | • | | • | • |
| May-21 | | | | | • | | • | • |
| Jun-21 | | | | | | \$0.15 | • | 100% |
| Paid YTD | \$2.80 | \$0.41 | \$0.24 | \$0.00 | \$5.16 | \$0.00 | \$8.60 | |
| Balance to pay | \$0.00 | \$0.52 | \$0.26 | \$0.00 | \$7.82 | \$0.25 | \$8.86 | |

Total fruit and service payments - 2020/21 Forecast \$17.46

ZESPRI GREEN
AUGUST

| ISO Month | Submit | Pack and Time | KiwiStart Accountability | Taste Zespri | Progress | Loyalty Premium | Total payment / TE Supplied | % of Pool Paid YTD |
|----------------|--------|---------------|--------------------------|--------------|----------|-----------------|-----------------------------|--------------------|
| Apr-20 | \$2.25 | \$0.01 | | | | | \$2.26 | 22% |
| May-20 | | \$0.07 | | | | | \$2.33 | 23% |
| Jun-20 | | \$0.04 | | | | | \$2.37 | 23% |
| Jul-20 | | \$0.04 | | | \$1.36 | | \$3.77 | 37% |
| Aug-20 | | \$0.11 | \$0.13 | | \$0.82 | | \$4.83 | 48% |
| Sep-20 | | • | • | | \$0.79 | | • | • |
| Oct-20 | | • | • | | \$0.81 | | • | • |
| Nov-20 | | • | • | | • | | • | • |
| Dec-20 | | • | • | | • | | • | 91% |
| Jan-21 | | | • | | | \$0.10 | • | • |
| Feb-21 | | | | | • | | • | • |
| Mar-21 | | | | | • | | • | 97% |
| Apr-21 | | | | | • | | • | • |
| May-21 | | | | | • | | • | • |
| Jun-21 | | | | | | \$0.15 | • | 100% |
| Paid YTD | \$2.25 | \$0.27 | \$0.13 | \$0.00 | \$2.18 | \$0.00 | \$4.83 | |
| Balance to pay | \$0.00 | \$1.17 | \$0.21 | \$0.00 | \$3.66 | \$0.25 | \$5.30 | |

Total fruit and service payments - 2020/21 Forecast \$10.13

ZESPRI ORGANIC GREEN
AUGUST

| ISO Month | Submit | Pack and Time | KiwiStart Accountability | Taste Zespri | Progress | Loyalty Premium | Total payment / TE Supplied | % of Pool Paid YTD |
|----------------|--------|---------------|--------------------------|--------------|----------|-----------------|-----------------------------|--------------------|
| Apr-20 | \$2.25 | | | | | | \$2.25 | 18% |
| May-20 | | \$0.01 | | | | | \$2.26 | 18% |
| Jun-20 | | \$0.01 | | | | | \$2.27 | 18% |
| Jul-20 | | \$0.02 | | | \$2.45 | | \$4.74 | 38% |
| Aug-20 | | \$0.08 | \$0.18 | | \$1.16 | | \$6.16 | 50% |
| Sep-20 | | • | • | | \$1.07 | | • | • |
| Oct-20 | | • | • | | \$1.07 | | • | • |
| Nov-20 | | • | • | | • | | • | • |
| Dec-20 | | • | • | | • | | • | 89% |
| Jan-21 | | | • | | | \$0.10 | • | • |
| Feb-21 | | | | | • | | • | • |
| Mar-21 | | | | | • | | • | 97% |
| Apr-21 | | | | | • | | • | • |
| May-21 | | | | | • | | • | • |
| Jun-21 | | | | | | \$0.15 | • | 100% |
| Paid YTD | \$2.25 | \$0.12 | \$0.18 | \$0.00 | \$3.61 | \$0.00 | \$6.16 | |
| Balance to pay | \$0.00 | \$0.95 | \$0.16 | \$0.00 | \$4.88 | \$0.25 | \$6.24 | |

Total fruit and service payments - 2020/21 Forecast \$12.39

ZESPRI GREEN14
AUGUST

| ISO Month | Submit | Pack and Time | KiwiStart Accountability | Taste Zespri | Progress | Loyalty Premium | Total payment / TE Supplied | % of Pool Paid YTD |
|----------------|--------|---------------|--------------------------|--------------|----------|-----------------|-----------------------------|--------------------|
| Apr-20 | \$2.80 | | | | | | \$2.80 | 21% |
| May-20 | | | | | | | \$2.80 | 21% |
| Jun-20 | | | | | | | \$2.80 | 21% |
| Jul-20 | | | | | \$2.74 | | \$5.50 | 42% |
| Aug-20 | | | \$0.26 | | \$0.80 | | \$6.56 | 50% |
| Sep-20 | | • | • | | \$2.86 | | • | • |
| Oct-20 | | • | • | | \$0.66 | | • | • |
| Nov-20 | | • | • | | • | | • | • |
| Dec-20 | | • | • | | • | | • | 91% |
| Jan-21 | | | • | | | \$0.10 | • | • |
| Feb-21 | | | | | • | | • | • |
| Mar-21 | | | | | • | | • | 97% |
| Apr-21 | | | | | • | | • | • |
| May-21 | | | | | • | | • | • |
| Jun-21 | | | | | | \$0.15 | • | 100% |
| Paid YTD | \$2.80 | \$0.00 | \$0.22 | \$0.00 | \$3.54 | \$0.00 | \$6.56 | |
| Balance to pay | \$0.00 | \$0.00 | \$0.24 | \$0.00 | \$6.05 | \$0.25 | \$6.54 | |

Total fruit and service payments - 2020/21 Forecast \$13.09

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.

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

FULL YEAR FORECAST RETURN AND ORCHARD GATE RETURN (OGR) – INDUSTRY AVERAGE ONLY

| Full-Year Return | 2020/21 – August Forecast | | | | | | 2019/20 – Actual | | | | |
|--|---------------------------|----------------------|---------------------------|-----------------------------------|----------------------------|-----------|------------------|----------------------|---|----------------------------|-----------|
| | Zespri Green | Zespri Organic Green | Zespri Gold3 ¹ | Zespri Organic Gold3 ¹ | Zespri Green ¹⁴ | All Pools | Zespri Green | Zespri Organic Green | Zespri Gold3 & Organic Gold3 ¹ | Zespri Green ¹⁴ | All Pools |
| Total Forecast: | | | | | | | | | | | |
| Total trays supplied (m) | 66.8 | 2.8 | 85.1 | 1.4 | 0.3 | 158.4 | 68.7 | 2.8 | 73.7 | 0.4 | 148.1 |
| Kilograms supplied (m) | 234.0 | 9.5 | 298.7 | 5.1 | 0.9 | 555.4 | 241.3 | 9.7 | 258.7 | 1.4 | 519.5 |
| Average size per tray | 33.8 | 37.1 | 29.7 | 30.1 | 37.7 | | 32.9 | 36.0 | 29.5 | 37.3 | |
| Fruit payments (\$m) | 540.6 | 29.6 | 1,153.2 | 22.9 | 3.3 | 1,766.9 | 281.6 | 15.7 | 466.2 | 2.6 | 782.5 |
| Fruit incentives (\$m) | 23.2 | 0.9 | 68.7 | 0.7 | 0.1 | 93.6 | 285.3 | 15.9 | 600.2 | 1.5 | 905.9 |
| Service costs (\$m) | 96.1 | 2.9 | 117.5 | 1.3 | 0.0 | 218.2 | 109.4 | 2.5 | 115.8 | (0.0) | 228.6 |
| Fruit and service payments excl. loyalty premium (\$m) | 659.9 | 33.5 | 1,339.4 | 24.9 | 3.5 | 2,078.7 | 676.4 | 34.1 | 1,182.1 | 4.1 | 1,917.0 |
| Total Forecast per tray (\$): | | | | | | | | | | | |
| Submit payment | 2.25 | 2.25 | 2.80 | 2.80 | 2.80 | | 2.25 | 2.25 | 2.80 | 2.80 | |
| Progress payments (including ORGANIC GOLD Premium for 2019 Season) | 5.85 | 8.49 | 10.75 | 12.98 | 9.58 | | 1.85 | 3.39 | 3.52 | 3.79 | |
| Total fruit payments per net submit trays | 8.10 | 10.74 | 13.55 | 15.78 | 12.38 | | 4.10 | 5.64 | 6.32 | 6.59 | |
| KiwiStart ² | 0.26 | 0.34 | 0.74 | 0.49 | 0.53 | | 0.52 | 1.08 | 0.70 | 0.75 | |
| Taste Zespri | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | | 3.54 | 4.59 | 7.38 | 3.22 | |
| Supplier Accountability | 0.08 | -0.0 | 0.07 | 0.01 | -0.07 | | 0.09 | 0.03 | 0.06 | -0.05 | |
| Fruit incentives | 0.35 | 0.33 | 0.81 | 0.50 | 0.46 | | 4.15 | 5.71 | 8.14 | 3.92 | |
| Pack type | 0.37 | 0.05 | 0.51 | 0.19 | 0.0 | | 0.57 | 0.13 | 0.76 | 0.00 | |
| Time payment | 1.07 | 1.02 | 0.87 | 0.74 | 0.00 | | 1.03 | 0.77 | 0.81 | 0.00 | |
| Service costs | 1.44 | 1.07 | 1.38 | 0.93 | 0.0 | | 1.59 | 0.90 | 1.57 | 0.00 | |
| Class 1 fruit and service payments per net submit trays | 9.88 | 12.14 | 15.74 | 17.21 | 12.84 | | 9.85 | 12.24 | 16.04 | 10.50 | |
| Loyalty premium | 0.25 | 0.25 | 0.25 | 0.25 | 0.25 | | 0.31 | 0.31 | 0.31 | 0.31 | |
| Class 1 fruit and service payments with loyalty per net submit trays | 10.13 | 12.39 | 15.99 | 17.46 | 13.09 | | 10.16 | 12.56 | 16.35 | 10.82 | |
| Less: onshore fruit loss | -0.16 | -0.16 | -0.22 | -0.17 | 0.00 | | -0.16 | -0.13 | -0.22 | -0.03 | |
| Fruit loss percentage ³ | 1.58% | 1.30% | 1.40% | 1.00% | 0.01% | | 1.60% | 1.00% | 1.35% | 0.30% | |
| Class 1 fruit and service payments per gross submit trays | 9.97 | 12.23 | 15.76 | 17.29 | 13.09 | | 10.00 | 12.43 | 16.13 | 10.78 | |
| Plus Class 2 Return | 0.15 | 0.34 | 0.08 | 0.11 | 0.10 | | 0.20 | 0.41 | 0.08 | 0.06 | |
| Plus Non-Standard Supply (NSS) ⁴ | 0.02 | 0.10 | 0.02 | 0.17 | 0.01 | | 0.01 | 0.06 | 0.05 | 0.06 | |
| Plus Other Income (Non dividend) ⁵ | 0.01 | 0.01 | 0.02 | 0.05 | 0.01 | | 0.01 | 0.01 | 0.01 | 0.01 | |
| Average revenue per gross submit trays | 10.15 | 12.68 | 15.88 | 17.61 | 13.21 | | 10.21 | 12.91 | 16.27 | 10.91 | |
| LESS: Post-harvest costs deducted ⁶ | | | | | | | | | | | |
| Base packing and packaging | -1.53 | -1.63 | -2.32 | -2.37 | -2.48 | | -1.46 | -1.56 | -2.23 | -2.23 | |
| Pack differential | -0.36 | -0.05 | -0.50 | -0.19 | 0.00 | | -0.56 | -0.13 | -0.75 | 0.00 | |
| Base cool storage | -0.89 | -0.87 | -0.89 | -0.86 | -0.91 | | -0.85 | -0.84 | -0.85 | -0.86 | |
| Logistics | -0.15 | -0.16 | -0.16 | -0.13 | -0.16 | | -0.14 | -0.15 | -0.15 | -0.16 | |
| Time and CC/RK charges | -0.57 | -0.41 | -0.44 | -0.26 | 0.00 | | -0.54 | -0.34 | -0.43 | 0.00 | |
| Total post-harvest costs per gross submit trays | -3.49 | -3.12 | -4.32 | -3.79 | -3.56 | | -3.54 | -3.03 | -4.41 | -3.25 | |
| OGR per gross submit trays | 6.66 | 9.56 | 11.56 | 13.82 | 9.65 | | 6.67 | 9.88 | 11.86 | 7.66 | |
| Average industry yield per productive hectare ⁷ | 10,190 | 6,361 | 14,276 | 10,304 | 5,609 | | 10,093 | 6,450 | 13,627 | 5,685 | |
| Number of productive hectares ⁸ | 6,659 | 439 | 6,046 | 142 | 48 | | 6,915 | 437 | 5,483 | 70 | |
| OGR per hectare | \$67,849 | \$60,789 | \$165,027 | \$142,413 | \$54,122 | | \$67,295 | \$63,734 | \$161,660 | \$43,550 | |
| Average kilogram per tray ⁹ | 3.50 | 3.45 | 3.51 | 3.51 | 3.43 | | 3.51 | 3.47 | 3.51 | 3.44 | |
| OGR per kilogram | 1.90 | 2.77 | 3.29 | 3.94 | 2.81 | | 1.90 | 2.84 | 3.38 | 2.22 | |

1. Organic Gold3 (SunGold) has been established in its own pool for the 2020/21 Season, where previously it was combined with Gold3 (SunGold) Conventional.

2. KiwiStart includes Priority Premium payments. These are period one related payments that apply to fruit shipped in the applicable weeks and vessels.

3. Fruit loss percentage includes ungraded fruit inventory losses.

4. Zespri does not procure NSS in all categories, returns are as reported in the Ingham Mora post-harvest survey.

5. Other Income may include any Service Level Agreement payments, Class 3 income and interest.

6. Post-harvest cost data was compiled by Ingham Mora Limited in July 2020.

7. The average industry yield per hectare equals Class 1 volumes submitted divided by productive hectares. Average yield levels are calculated based on current volume data incorporating the actual FOBS data with actual onshore fruit loss percentages. The OGR may be distorted by the inclusion of orchards in the first years of production in the calculation.

8. Productive hectare information is sourced from the Grower Services database and includes all hectares described by growers as producing vines.

9. Average kilograms per tray are derived using the individual size conversions published in the specific season's Pack Conversion Guide.

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

LARGER-SIZED FRUIT A POINT OF DIFFERENCE FOR ZESPRI

Size and taste are key drivers of value for grower OGRs. There is considerable value in great-tasting, large-sized fruit. Another great-tasting crop in 2020 was well-received in our markets and helped meet our consumers' needs. However, the smaller average size kiwifruit of the last two seasons has been a challenge.

As production costs increase, it is critical a larger profile is maintained, especially as volumes increase for SunGold.

Chief Market Performance Officer, Linda Mills, says there is limited demand for smaller sizes (Ct 36-Ct 42) for Green and SunGold.

"When that demand is exceeded, value will be impacted".

With Ct 42 SunGold being non-standard supply, it is not certain in any season what volume will be required. This will depend on the overall volume by size for the full crop. The 2020 season also confirmed there is limited demand for Ct 39 SunGold as markets keep desiring a larger fruit profile — like that grown in 2018. Non-standard lower dry matter Ct 39 is unlikely to be required in any season, and markets are currently determining actual demand and growth opportunities for Ct 39 SunGold.

CEO Dan Mathieson says a larger average size of kiwifruit provides a point of differentiation for Zespri, and supports the Zespri value proposition to our consumers.

"To be able to build value for Green, the ideal volume is 60-70m TE, whereby we have enough volume to support our category position, and not too much so we can deliver stronger value," said Mr Mathieson.

Analysis of profile impacts on returns indicate that Growers with a Green average size that meets our markets' preferred profile, can earn between NZD20-30cents OGR/TE, or NZD2,000-3,000 per hectare more than delivering the smaller profile that was delivered in 2020.

The preferred average size for Green is Ct 30.5 — this was the actual average size for 2018 and with a preferred volume of 60-70m trays.

SunGold in 2020 had a similar profile to 2019 fruit. However, a bigger crop this season has seen supply in smaller sizes exceed demand. This has meant higher investment in sales incentives, with average returns impacted. Similar financial analysis indicates that Growers with an average size fruit similar to that in 2018 could expect an uplift of around NZD25-35 cents OGR/TE, or NZD3,500-5,000 per hectare more than with the 2020 actual profile.

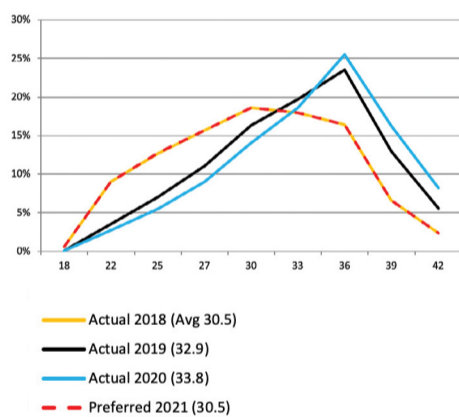
Organic demand also continues to be for bigger profile kiwifruit. Organic SunGold had a better year in 2020 with respect to market access, and better availability of supply to some of the higher returning markets, in particular to South Korea.

Preferred average size charts for Red will be communicated in advance of the 2022 season. As always, consumers want it all — with both great taste and larger size.

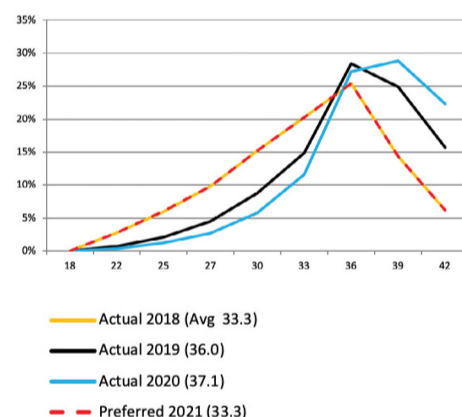
Preferred profile for the 2021 Zespri kiwifruit

Note: Apart from Organic SunGold, the preferred sizes match 2018 actuals. Organic SunGold's preferred size matches 2017 actuals.

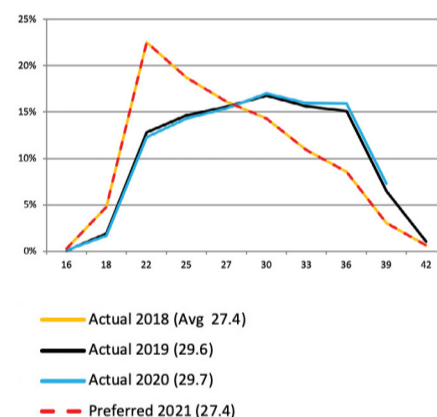
GREEN



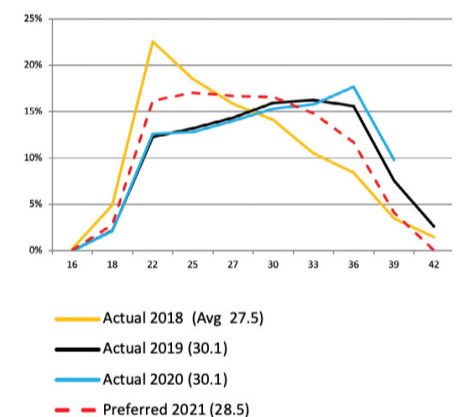
ORGANIC GREEN



SUNGOLD



ORGANIC SUNGOLD



ECPI FRUIT TOLERANCE ISSUE

Zespri is to implement more rigorous fruit quality testing standards in response to an increase in the number of pallets being failed upon final inspection before export.

Zespri Chief Global Supply Officer Alastair Hulbert says the increase in the number of pallets failing or requiring further actions at ECPI (Export Consignment Product Inspection) for exceeding the tolerance for packing defects is being driven by a small sub-set of post-harvest facilities, rather than reflective of performance overall. However it requires a robust response.

"Our Zespri brand commands a premium in the market in part because consumers know our fruit is of the highest quality," says Mr Hulbert.

"One of the ways we deliver on this brand value is through our Grade Standard Specifications which define the acceptability of export fruit for packing and storage defects, and ensure we're exporting high-quality fruit.

"A higher incidence of fruit which does not meet our quality standards ending up in front of consumers will erode the value we've worked so hard to create."

Mr Hulbert says that after discussions with the Industry Supply Group and Industry Advisory Council, Zespri has implemented a risk-based approach in line with our Quality Manual, to improve the failure rate and ensure we're living up to the standards our industry and consumers expect.

"There will be greater focus on product and system audits for high-risk facilities to ensure that we continue to protect the Zespri brand," says Mr Hulbert.

"Corrective actions and preventative actions will be required by facilities that fail to meet the Zespri Grade Standards, and these actions will include the requirement to remove excess defects from packed product."

SPRAY SAFETY

With beautiful weather across the growing regions, it's timely to remind you how important it is to not only spray when conditions are good, but to also notify your neighbours!

There have been some complaints made around the lack of notifications, which is really disappointing. If you haven't sprayed yet, please ensure you notify your neighbours in compliance with local council rules.

The Zespri Global Extension Team (GET) recently ran a safe spraying webinar and some workshops with spray contractors. Before you spray, watch the webinar or access the presentation for spraying workshops run with spray contractors here: bit.ly/GET-WEBINARS

Not sure when to spray?

Remember it is a low chill year, so if you haven't sprayed yet and are still uncertain when to do it, consider using the HazelTrex (formerly BreakNsure) test, which tells you the optimal timing for your specific vines.

More information on HazelTrex is available on Canopy (canopy.zespri.com/EN/industry/pubs/need-knows/Documents/NK039.pdf).



KEY FOCUS: SEPTEMBER GLOBAL EXTENSION TEAM

Planning for
spring

Pollination

Budbreak

Spraying

New grafts

PLANNING FOR SPRING

Spring is a busy time on the orchard — it is best to get prepared now and have a plan.

With a good plan, you'll know exactly what you need to get done and how it all fits together.

Pollination

- Pollination may still be a while off, but it's time to ensure your beekeeper knows your plans. There's a growing interest in bumblebees and while you need much fewer of them and they work in more marginal conditions, it's best they are used to supplement honey bees until we have more confidence in hive quality and how to utilise them effectively.
- A great use of a rainy day is to spend time thinking about and planning a pollination strategy for your orchard. What was the result of your pollination assessment last year? Did the thinners or harvest crews comment on poorer parts of your orchard? What needs to change to overcome any pollination issues this season?
- Secure your hives now, and order pollen as a back-up if you don't have any in the freezer. Don't leave it to the last minute! Get your pollination agreement sorted, so all parties know what's expected and there are no surprises.
- See our pollination guide on Canopy > Growing Kiwifruit > Global Extension Team > Videos > Budbreak Assessment Videos.

Fertiliser

By now you should have your soil test results back, and have had discussions with your advisor about building your fertiliser plan for next season. It's time to start thinking about applying your fertiliser to maximise effectiveness and minimise environmental risks. For instance – Nitrogen can leach through your soil and there are growing pressures to demonstrate that as growers, we are applying sound good practices to minimise this. Consider the '4 Rs' of fertiliser applications and discuss them with both your fertiliser advisor and any contractors doing applications to ensure the plan meets your needs. Also, think back to what your vegetative vigour was like last season. Too much might suggest lowering your spring nitrogen applications.

1. Right rate:

- Take an active interest in how your fertiliser advisor is coming up with their recommendations. Your rates should consider your specific goals and conditions: is your target yield changing, what was your canopy vigour like last year, what were the results of your summer leaf tests, how much compost are you applying? Develop a nutrient management plan taking factors like these into account, as well as the current nutrient levels available in your soil. Try a block with reduced inputs (especially nitrogen) and see if you observe any differences this season.
- If applying your own fertiliser, calibrate your spreader to ensure that you are applying at the rates you intend.

2. Right time:

- Most nitrogen is taken up by the plant in Spring but this is a time when heavy rain can wash it out of the root zone quickly. Time applications to avoid heavy rain to minimise this happening. Likewise, when soils are cold, overly wet or waterlogged uptake will not be occurring and timing should be adjusted.

- While base dressing can go on early, the first nitrogen application of the season should be at or after budbreak. Applying well before budbreak is likely to increase the amount of nitrogen lost to leaching.
- If utilising ground applied urea, be aware that significant volatilization (conversion to ammonia gas) can occur if is not applied just before or during rain.
- Split applications of nitrogen fertiliser are preferred to minimise loss. Learn more by watching the Soil Testing Basics Webinar on Canopy, paying close attention to the impact of cation exchange capacity (CEC) and base saturation. Learn more by watching the Soil Testing Basics Webinar on Canopy here: Canopy > Growing Kiwifruit > Global Extension Team > GET Events & Webinars > GET Webinar Series

3. Right source:

- Consider the amount of nitrogen being applied if using compost. While we do not fully understand the release rates of nitrogen from compost, annual applications can contribute significant amounts and are likely building nitrogen reserves in the soil.
- Foliar applications of low biuret urea are increasingly being used as an inexpensive and effective way to size Hayward and, to a lesser extent, Gold3. These applications will likely allow nitrogen fertiliser rates to be reduced.

4. Right place:

- Where possible, target your fertiliser placement to maximise the application to where your plant feeder roots are. Banded fertiliser placement on younger orchards rather than broadcasting will ensure more efficient fertiliser use and less nitrogen leaching.
- Root growth in the row where compacted soil exists will be poor. Remedy soil compaction and use a spade to understand where roots are for better placement and utilisation of fertiliser. For more information take a read through KiwiTech Bulletin N95 Soil Ripping and Root Pruning available on the Canopy website.

Monitoring budbreak

There are some great resources to help you monitor budbreak on the Canopy website. If you've set up a budbreak assessment, don't forget the most important part — recording budbreak progression and timing. This will give you some really good information about how effective your application of a budbreak enhancer was and help you with planning for next winter. Watch the 'Budbreak assessment: part two' video on Canopy > Growing Kiwifruit > Global Extension Team > Videos > Budbreak Assessment Videos. Here you'll also find a template for recording and displaying the data you collect.

Spraying

Make sure your property spray plan includes who you need to notify and how you'll do it. You can find a template on the canopy website in the Agrichemical Management section of the GAP MSO page. Your spray plan needs to include any sensitive areas that adjoin or are near your property, and how you plan to mitigate the risk of any spray drifting onto those sensitive areas. If there's ever an issue, the first thing the Council will do is ask to see your spray plan.

New grafts

This season's goal for your new grafts is to get as much canopy established as possible for the following season.

Talk to your fertiliser consultant for recommendations for your site — the quantity and balance of nutrients required will likely differ from those that you used for your producing crop.

Previous research on the deep soils of Te Puke saw no advantage of applying fertiliser to stump grafts, as soil reserves were sufficient to maximise growth.

Ideally strings should be in place before budburst to minimise any damage. And don't forget to control slugs snails and earwigs on the young grafts. Refer to KiwiTech Bulletin N54 Post Grafting Management on the Canopy website.

Other things to look out for

- Now is the time to check the position and calibration of your frost sensors, and to test your system to ensure everything is working properly. There's nothing worse than trying to fix or shift things in the middle of the night in a frost.
- Bird strike can happen very quickly. An integrated control system of scaring devices (audio and visual) and deterrent sprays works best, and high risk parts of the orchard should be targeted for control first. Refer to KiwiTech Bulletin N77 Bird Control on the Canopy website.
- Be on the lookout for Psa symptoms, particularly checking young plants, grafts, and suckers grown last season. Cutting back 40cm from where infection is seen and applying wound protectants is recommended. Spring is high risk for the spread of Psa, so make sure you don't leave any gaps in your protective spray programme.

SCALE UP YOUR SCALE MANAGEMENT

Scale continues to be an ongoing issue on lots of orchards and with the possibility of it having further market access restrictions in seasons to come, it's very important that growers continue to manage scale throughout dormancy.

The more focus you place on winter and spring scale management, the better the control of the first generation, which means the smaller the problematic second generation in summer will be. Controlling the first generation should have already begun during winter pruning.

Check with your post-harvest facility as to whether scale was a problem in your crop last season. If it was, put extra effort into removing large leader crowns and applying a 1% oil targeting leaders and older wood. Spraying a 1% concentration of mineral oil through winter has been used successfully in organic systems for years, but remember, applications rely on achieving good coverage to suffocate scale so you won't control what you don't hit. Masotti nozzles are ideal for this purpose but be aware of the risk of drift. You could also attach a handgun to really drench leaders and trunks.

Read more about mineral oil for scale management in the Kiwitech Bulletin N58 'Mineral Oil Use' and in the Need to Know NK3 'Scale control in organics' – a great read for non-organic growers too. Find them on the Canopy here:

Canopy > Zespri & The Kiwifruit Industry > Publications > Kiwitech Bulletins > KiwiTech Bulletins: Spraying

Canopy > Zespri & The Kiwifruit Industry > Publications > Need to Knows

FERTILISER DIARY

A couple of months ago, a new Fertiliser Diary was incorporated into the *Spray Diary* system.

This allows you to input your soil applied fertiliser records (type, amount, when) rather than keeping a paper copy. It's a great tool that allows the Pre-Harvest Assurance team to alert you if they identify any risks or concerns e.g., residues. Importantly, it will allow our Global Extension Team to view the products you are using and the quantities, so we can look for any trends between inputs and productivity. This will be shared with industry to help increase productivity and potentially reduce inputs (and therefore cost to you!). If you haven't checked it out, you can find it on Canopy, together with an easy to follow 'How to' guide, so that you can start filling it in as you apply products to your orchard.

WELCOME TO ZESPRI RED MEETING

Zespri will be hosting all new Red19 licensees to introduce the Grower Liaison, Global Extension, Innovation and Marketing teams. Updates will be presented on how Zespri can best support the new licensees in their production of the world's best red kiwifruit.

A summary of the event will be included in next month's *Kiwiflier*.

Details on future Zespri Red industry fielddays (scheduled for November) will be made available in the coming months.

IDEAS TO TRIAL?

The GET Trial and Data Analysis staff are currently planning trials for this season and are keen to help you robustly evaluate your ideas in our priority areas. These include budbreak alternatives, rapid establishment of Red19, improved water and nutrient management, and harvesting Gold3 at full maturity earlier.

We can't promise we will trial every idea, but we would love to hear from you with your ideas.

Contact william.max@zespri.com

NZKGI'S LABOUR STRATEGY NIMBLE FOR COVID-19

Coming into this year's harvest, the potential for a labour shortage was seen as real, and possibly greater than in 2019, given the forecast increase in fruit to be harvested. With this shortage in mind, NZKGI's 2020 Labour Attraction Campaign was planned around utilising the strategies of 2019 and identifying new approaches.

A key part of the 2020 strategy was to focus even more on attracting New Zealanders, especially those living close to orchards and packhouses, to work in the industry as a priority. New collateral was accordingly proposed including posters and leaflets for use with New Zealand audiences, such as tertiary students.

The campaign was prepared thoroughly in the lead-up to the harvest, with key activities being the updating of the *Little Green and Gold Book*; production of collateral; and preparation of a number of profiles on New Zealand workers within the industry, which were incorporated into a short video and included in the updated 2020 attraction video.

The social media programme, which had run continuously from the previous season, increased in activity as the 2020 season arrived, while traditional media preparations included a release announcing the launch of the 2020 strategy. Outreach to other key audiences – students, retirees and sports clubs – also kicked into action.

Then the COVID-19 crisis struck and within a short time, New Zealand was in lockdown. Borders were closed and industries which were traditionally reliant on overseas visitors and the free movement of New Zealand citizens, such as tourism and hospitality, were massively affected. The crisis occurred right on the commencement of harvest and had the potential to severely affect the industry's ability to complete the harvest successfully. Given that border closures not only halted the inflow of Working Holiday Visa-holders but also restricted the numbers of RSE workers who could work in harvest. Some potential New Zealand employees were also affected as COVID-19 health risks meant many retirees avoided working, while worker movement was also heavily restricted throughout New Zealand.

However, the kiwifruit industry was able to offer those in affected industries – such as tourism, hospitality and forestry – work in orchards and packhouses. This unanticipated workforce certainly helped meet the labour requirements of the 2020 season. It must also be recognised that social distancing requirements meant packhouses had to reduce the number

of workers in their facilities which slowed the throughput of fruit and reduced workforce demand.

When the impact of COVID-19 became clear, NZKGI made an urgent review and revision of the labour strategy to direct marketing towards the industries affected by the crisis, such as forestry and tourism. NZKGI also set up a Labour Co-ordination Centre in conjunction with Zespri to handle the requests for work from New Zealanders and kiwifruit employer requests for workers.

Despite the severely compromised labour market, the outcome in terms of the harvest was a relatively positive one and growers were able to harvest the 2020 crop.

The underpinning principles of the 2019 Strategy held true in 2020: provision of good information on roles, pay and other aspects of working in the industry; provision of effective channels to get the information out to key targets; and robust media activity – both traditional media and social media – to get the NZKGI messages to its target audiences and respond promptly to any queries about work or criticism of the sector.



Dame Susan Devoy featured prominently as part of NZKGI's labour attraction strategy talking about her experience picking kiwifruit.

FUN FACT: FOOTWEAR GETS SEEDY



Did you know that on average each gram of soil removed from airline passengers' shoes has at least two seeds in it?

Research found that footwear in international luggage contained soil that had around 2.5 seeds in it, 41 nematodes (wormlike plant-eating insects) and high counts of both bacteria and fungi.

The data came about as part of an AgResearch study on the biosecurity hazards that contaminated footwear could introduce to New Zealand. The project surveyed organisms in soil from the soles of passengers hiking boots (57% of samples), miscellaneous footwear (22%), sport shoes (12%), and golf shoes (10%).



Did you know? Footwear is considered the greatest biosecurity risk.

This is a great reminder that as per Step 4 of the Kiwifruit Grower On-Orchard Guidelines (available from KVH), growers should always check and clean inputs crossing their boundary to make sure they do not present a biosecurity risk. Footwear is considered the greatest risk and can easily spread contaminated soil from one site to another. Growers should ensure all visitors going onto their orchards have clean footwear and additional measures such as sanitising may be warranted for high-risk visitors.

NEW PSA SEASONAL MANAGEMENT GUIDE

The Psa Seasonal Management Wall Chart 2020-21 is out now and available to view or download from the KVH website. A printed A3-sized copy of the chart is also included as an insert in this copy of *Kiwiflier*.



The wall chart outlines how you can use cultural methods and a protective spray programme year-round to reduce risk on your orchard, including regular monitoring, removing infected material, girdling, and seasonal spray plans.

A key feature of the wall chart is the KVH Recommended Product List, which sets out

the upcoming seasons approved products for protection against Psa, their year-round application rates and permitted use periods.

Any changes or updates made to the chart and product list during the 2020/21 season will be made to the online version and will be notified via the KVH Bulletin.

WE'RE COMING TO YOU: HAVE A SAY ON BETTER BIOSECURITY PLANS

Growers are invited to special presentations in all growing regions about KVH's proposed new Pathway Management Plan.

Running from 15 September, the events will be focused on the proposed new regulation framework to better manage biosecurity risk to the kiwifruit industry. Late last year, we asked for feedback on our early, high-level thoughts about specific activities the Plan will help manage, and how it will be put into action. A key driver was to ensure that we have measures in place to prevent the spread of a broad range of biosecurity threats, rather than our current regulation, which is specific to Psa.

The feedback we have had so far has been supportive, with growers and industry considering the concept of the Plan a logical and sensible way to manage biosecurity risk

going forward, especially if this can be fiscally neutral in terms of grower levy.

Development of the Plan has advanced well and a consultation package, including a draft proposal, factsheets and submission form, will be available in early September and presented at the roadshows for grower input before it is finalised.

We encourage all growers to come along and have a say. View the roadshow schedule on the KVH website at www.kvh.org.nz.



Note, the roadshows going ahead will be dependent on the COVID-19 Alert Level restrictions. The KVH website will be updated to reflect any changes.

KATIKATI TAIAO ORGANIC WASTE FORUM

Organised by Katikati Taiao, the event will discuss ideas to harness the value of waste kiwifruit (and other organic material).

Date: Tuesday 6 October, 2.15pm – 5.30pm

Location: Katikati Community Centre, 45 Beach Road, Katikati.

For more information, and to register your attendance, contact Kaye Robinson: katikaitaiaosecretary@gmail.com

**Key contacts**

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

Q&A FROM THE FIELD

Will the new Gold3 males be available this year?

Yes. A supply is being collected from Plant & Food Research and budwood will be made available for growers in the spring grafting period (November/December). Like last year, the supply is limited. If you are interested in collecting some of the budwood, please email budwood@zespri.com with subject title 'Zespri Early Males', your details, and assigned KPIN. Alternatively, you can contact your Zespri GLM (see contact details above).

Further communications will follow, with instructions for collection.

How do I become a pre-commercial variety trialist and what is required?

Zespri calls for expressions of interest from growers to become pre-commercial trialists in April of every year. Through the expression of interest, growers submit orchard sites to be considered as pre-commercial sites, which are then assessed against the selection criteria and other growers applications.

If you are interested in the pre-commercial trial programme, please reach out to your Grower Liaison Manager. Application forms will be made available in April 2021.

Can I obtain budwood for failed grafts for my Gold3 and/or my Red19 this spring?

Yes, Zespri procures budwood for re-grafting provisions each year. This will be made available to growers from the Zespri Coolstore at 10 Cessna Place on Tuesdays and Thursdays from 9:00am – 10:00am beginning 3 November.

Please either log your request by calling the Grower Support Services team on 0800 155 355 or by using the QR code to log your re-grafting requirements. The QR code will be made available in the September *Kiwiflier*. Please also note that growers will be required to make a booking through the Zespri booking system to collect any budwood for re-grafting. This will be made live from 27 October.

What do I need to consider when notifying neighbours before spraying?

If for some reason you are not able to spray on your intended date, you will need to re-notify your neighbours with an amended date for spraying. Requirements change between every region and it is important to know the requirements for your region. For example, in the Bay of Plenty you must give at least 12 hours' notice. However, if you are in Northland, you need to give 24 hours' notice.

Growsafe have summarised the requirements in each Regional Air plan here:

www.growsafe.co.nz/GrowSafe/Resources/Regional_plans/GrowSafe/Rsrc/Regional_plans.aspx

If you need assistance, contact preharvest@zespri.com or call Jemma Pryor on 027 283 6192.

I have sold my orchard and am exiting the industry. Can I keep my shares?

If you own shares, but do not own or lease any orchards (in the same name/entity your shares are held in), you will become a dry shareholder (non-producer shareholder). As a dry shareholder, you can retain your shares for as long as you like. However, you will stop receiving dividend payments three years after becoming a dry shareholder. If you would like to sell your shares, visit canopy.zespri.com/EN/grow/zespri/Shares/Pages/Share-trading.aspx or email shares@zespri.com for more information.

2020 LOYALTY CONTRACT

If you have a **new grower number for the 2020 season (and are packing with a facility not in an Agency Agreement)**, a 2020 Loyalty form needs to be completed and returned to us.

A new grower number is issued due to a change in 2020 of packing facility and/or kiwifruit titleholder (landowner or lessee).

The forms were posted out in late August – please return your completed form back to Zespri by 30 October 2020 to ensure payment in January and June 2021.

Contact the Grower Support Services team on 0800 155 355 or at contact.canopy@zepsri.com if you need any assistance.

NEW LOOK GROWER MANUAL COMING SOON

A new look Grower Manual is in the works to provide better support to growers to meet GAP requirements and streamline access to GAP tools and resources.

Four key changes to look out for:

1. Title change from 'Good Agricultural Practice' to 'Zespri Production Requirements'.
2. Grower Manual to be split into 'modules' based on topic e.g., site management, propagation material etc.
3. All information (GAP checklist, tools and resources) to do with a module's topic will be assigned its own page.
4. Services provided by the Pre-Harvest team will be clearer e.g., food act registration/renewals, *Spray Diary*, updates/notifications/news.

Accessing the Grower Manual will also look different in Canopy:

Each module will have its own page on Canopy, based on topic. The following new areas below will also give more clarity on GAP and the steps that need to be followed to get certified:

1. What are Zespri production requirements?
2. Requirements to supply to Zespri
3. Steps to Grower Certification
4. What to expect from an audit/inspection

For more information on these changes, or if you are a Zespri registered MSO and would like to request a hard copy version of the new Grower Manual, contact Katrina O'Connor in the Zespri Pre-Harvest team at katrina.o'connor@zespri.com or phone 022 626 0610.



Zespri International is proud to be owned by New Zealand kiwifruit growers. As the world's largest marketer of kiwifruit, we interact with our growers on a daily basis and provide year-round support.

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

Zespri Grower Support Services:

Freephone: 0800 155 355

Email: contact.canopy@zespri.com

www.canopy.zespri.com

INDUSTRY SUPPLY GROUP (ISG) AUGUST MEETING

The main agenda items discussed were as follows:

- Operations/quality/market updates
- Carryover packaging
- China protocol
- Final Kiwistart/time rates
- Maturity Clearance System update
- The Horizon Programme update

The next ISG Meeting will be held on 24 September 2020.