



KIWIFLIER

DEC
2020
#419



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JOINT KIWIFRUIT BREEDING CENTRE VENTURE PROPOSAL FOR ZESPRI AND PLANT & FOOD RESEARCH

Zespri and Plant & Food Research (PFR) have confirmed discussions are underway over a proposed new 50/50 joint venture Kiwifruit Breeding Centre (the Centre), designed to build on the immense success of the current breeding partnership between the two organisations.

The Centre would be dedicated to breeding new kiwifruit cultivars, creating healthier, better tasting and more sustainability-focused varieties, and extending New Zealand's position as the world's most innovative and successful kiwifruit exporter.

A key aspect of this development is the intention to set up a single autonomous, agile kiwifruit centre that operates as a joint venture, retaining strong links to PFR and to Zespri.

Together, Zespri and PFR expect to increase kiwifruit breeding investment by 50 percent over the next decade — from a total of \$18 million currently, to more than \$30 million per annum.

Zespri CEO Dan Mathieson says this is an exciting step forward for the kiwifruit industry and a natural evolution of the hugely successful 30-year relationship between Zespri and PFR which has delivered such strong returns.

“Our collaborative research relationship has already brought us the world-leading SunGold Kiwifruit variety, alongside Zespri Red, and with the right focus on our breeding, we can grow even further,” says Mr Mathieson.

“The Centre will help position us to better fulfil the growing demand from consumers for our fruit, ensuring we can continue to lead the world in the production of premium quality kiwifruit which deliver strong returns

to growers and enable positive contributions to our communities.

“It represents our commitment to go faster, to explore promising new varieties in our research pipeline, and to unlock further innovation so that we can generate even more value for New Zealand, our regions, and growers. It's also a response to the challenge of staying ahead of increasing competition,” says Mr Mathieson.

While it's hoped the Centre could open in mid-2021, any final decision on its establishment will require the approval of the Boards of both Zespri and PFR, as well as the shareholding Ministers of PFR, which is a New Zealand Government-owned Crown Research Institute.

Zespri and PFR are now engaging with staff following a robust investigation process which explored the need for, and potential of, an upgraded breeding programme. This proposal will mainly impact PFR staff and a small number of our Zespri team, with the Centre to be based in Te Puke, as well as operating out of Kerikeri, Motueka and Mt Albert, and have a presence offshore in Italy and China.

Zespri's Chief Sustainability Officer Carol Ward is leading the project and will be holding discussions with the industry in the coming months.

More information will be made available on Canopy in due course.



Zespri and Plant & Food Research have proposed a new 50/50 joint venture Kiwifruit Breeding Centre.

A STRONG NOVEMBER 2020/21 FORECAST

The Zespri Board have approved the November forecast for the 2020/21 season, the second full forecast published.

OGRs per hectare are forecast to exceed 2019 season levels, with the exception of Organic Green, off the back of strong market performance and quality holding up well.

Zespri Chairman Bruce Cameron says the updated forecast reflects continued positive momentum, for the industry despite the challenges presented by the COVID-19 pandemic.

“This forecast result is really outstanding, with record average returns that exceed the target ranges we announced at the beginning of the season and another significant lift since our August forecast.”

Zespri CEO Dan Mathieson says these results are a credit to the industry which has worked incredibly hard during a challenging year and delivered outstanding results.

Forecast Corporate Profit and Dividend Range

The forecast range of corporate net profit after tax for the year ending 31 March 2021 is \$265 million to \$270 million, including licence release income. The forecast dividend per-share range for the year ending 31 March 2021 is \$1.22 to \$1.24 per share. This range is inclusive of the \$0.95 per-share interim dividend following the 2020 licence release.

The Zespri Board also resolved to pay a fully imputed interim dividend relating to the 2020/21 financial year of 11 cents per share. The payment date is 11 December and is payable to all holders of fully paid ordinary shares in the Company who are registered as holders of such shares in the share register of the Company on 4 December 2020.

Zespri Margin 2021/22 Financial Year

While the season is not yet complete, based on the latest November forecast, the Zespri fruit return margin percentage under the terms of the Enduring Funding Agreement is likely to reduce by 0.25 percent to 7.00 percent for the 2021/22 financial year.

Forecast Five-Year Plan OGR Ranges

The Zespri Board of Directors has also approved the forecast five-year OGR ranges for 2021 to 2025, following the approval of the five-year plan. The ranges illustrate Zespri's mid-term outlook for grower returns.

For Zespri SunGold Kiwifruit, the forecast range has been widened from \$8.00-\$10.00

per tray in the March 2020 forecast, to an average of \$8.50-\$12.50 per tray. The lift in the top end of this range is driven by the continued strong growth of SunGold Kiwifruit, while a \$4 range has been provided to reflect the downside risks including ongoing uncertainty posed by COVID-19, including around consumer spending, and the spread of unauthorised SunGold Kiwifruit plantings in China.

For Organic SunGold Kiwifruit, which is now in its own pool, the range is \$10.00-\$14.00 per tray. This range reflects the expected change in market mix over time.

For Green, the forecast range has increased from \$5.50-\$7.00 per tray to \$6.50-\$8.50 per tray at declining volumes. This reflects the continued strong focus on lifting value through the market development framework, strong market mix performance and a better supply-demand balance.

For Organic Green, the forecast range has increased from \$9.00-\$10.00 to \$9.50-\$11.50 per tray at flat volumes, as the position of organics in our portfolio continues to improve.

The upper end of these ranges represents performance if all goes well in any given season within this five-year plan, and the lower end represents the risks still inherent within our business.

More detail will be provided in the 2021 Five-Year Outlook document, scheduled to be published later in December.

Pools (Fruit Categories)	2020/21 November Forecast (Per Tray)	2020/21 August Forecast (Per Tray)	2020/21 November Forecast (Per Ha)	2020/21 August Forecast (Per Ha)
Zespri Green	\$7.11	\$6.66	\$72,611	\$67,849
Zespri Organic Green	\$9.95	\$9.56	\$62,801	\$60,789
Zespri SunGold Kiwifruit	\$12.05	\$11.56	\$172,083	\$165,027
Zespri Organic SunGold Kiwifruit	\$14.58	\$13.82	\$150,499	\$142,413
Zespri Sweet Green	\$9.71	\$9.65	\$54,465	\$54,122

The total fruit and service payment, across all pools and excluding the loyalty premium, is forecast at \$2,147 million.



FROM THE MARKETS



Europe

Zespri offers healthy nutrition and school support for children

Across Europe, many children from disadvantaged families do not have access to regular meals at school or suitable learning conditions at home. The COVID-19 pandemic has further accelerated this situation.

To lend a helping hand, Zespri has donated €45,000 to German charitable organisation, ARCHE, to implement two projects aimed at providing warm school lunches for children, and in-home school support.

Giorgio Comino, Executive Officer Europe and North America, says each year Zespri Europe will be selecting a different charity dedicated to helping people in need.

"We've asked each of our markets to nominate local organisations that operate in alignment with our own company values, guardianship, and personal connections."

Zespri Germany Marketing Manager Cornelia Tietz says children and young people from socially disadvantaged backgrounds suffer particularly badly in these challenging times.

"It is so important that we work together to improve the living conditions of children in our region. With ARCHE, we have found the ideal partner for our common goal of helping children, as well as contributing to society as a whole."

ARCHE Hamburg offers a warm lunch every day where children can discuss their everyday school life, while learning about healthy nutrition.



Youth in Germany being taught how to prepare healthy meals.

It also provides dinners for youth in need, where participants learn how to prepare healthy meals independently and can then pass on their newly acquired knowledge to their families.

It also supports children with their educational needs by providing rooms with suitable technical equipment, working materials, and school bags. Thanks to Zespri, learning aids and fee workers are also engaged to support the children with homework assistance, tutoring, reading pro-motion programs, and company to learning therapies.



Supporting children with their schooling needs.

USA

Zespri USA delivers breakthrough season

Zespri SunGold Kiwifruit is flying in North America, with sales rates 35 percent ahead through 2020 and Organic SunGold Kiwifruit up 44 percent, as the team continues to navigate challenges and deliver excellent results.

North America is an important market for Zespri, playing a key role in supporting our diversification. Zespri has spent five years building a team in North America, restructuring the supply chain, and reshaping our commercial relationships with our key partners including the Oppenheimer Group, helping establish an integrated market model to support key retailers.

Zespri's local strategy is focused on partnering with selected retailers in targeted geographical areas to provide fruit to consumers seeking the health benefits of our fruit. There is significant competition from the year-round availability of strawberries, melons, mangoes, citrus and stonefruit, however Zespri SunGold Kiwifruit is growing rapidly in popularity.

Lifting market value is a priority with a forecast Zespri SunGold Kiwifruit market contribution per tray up 14.5 percent and Zespri Green Kiwifruit up 17.4 percent as the season nears the transition to Zespri Global Supply, with the lift in returns important to counter rising growing costs. Zespri's 'deeper not wider' growth focus has seen a 33 percent increase in units sold per store per week, with economies of scale helping to boost returns and fixed costs and marketing investment being spread over more volume.

The COVID-19 pandemic has resulted in greater demand for grocery retail. Fruit sales are up by 10 percent in dollar terms on prior years. Peak week sales from mid-August saw Zespri SunGold Kiwifruit increase by 55 percent, compared to the likes of oranges (up 25 percent), strawberries (up 24 percent) and mangoes (up 22 percent), with Zespri Green Kiwifruit also improving by 24 percent.

Market Manager North America, Glen Arrowsmith notes that maintaining a strong team culture virtually for eight months has not been without its share of challenges.

"The team has pulled together to manage the season and deliver such incredible results for growers."

He cites the closer partnerships forged alongside Oppenheimer Group, with accounts such as Costco, Walmart,

Kroger, Albertsons and Ahold critical to growth.

"The new integrated market model which includes joint business planning and shopper marketing has helped drive the retail programme, and we've really enhanced our instore displays."

Marketing programmes reached 500,000 new consumers per month through the peak season, giving consumers a chance to trial and experience Zespri Kiwifruit.

There is a small but growing awareness around plastic waste in the United States, and consumers are seeking more sustainable options. This saw the introduction of a new pack design made from 100 percent recycled and recyclable material.

"We've been able to output 18 tonnes less plastic in 2020, which is a really significant milestone," says Mr Arrowsmith.

There is a real growth momentum in the market as Zespri is increasingly on the radar of retail accounts and consumers. Penetration rates ranging from six to nine percent across target geographies indicate there's significant headroom.

Forecast net sales in North America increased 29 percent, reaching a record \$177 million. The team has also seen market contribution reach \$115 million, up 43 percent from the previous year.

"These are excellent results which will see Zespri on track to more than double the business over the next five years," says Mr Arrowsmith.



Zespri USA delivers strong results thanks to the rising popularity of SunGold Kiwifruit.

Japan

The Zespri 'Make Your Healthy Irresistible' campaign and brand relaunch project has won one of the most prestigious advertising and marketing awards in Japan.

The ACC Tokyo Creativity Awards has been held since 1961 for the purpose of improving the quality of TV and radio commercials and is widely recognised as one of the largest awards in Japan.

Kanako Inomata Head of Marketing – APAC, who accepted the award on behalf of Zespri, says the achievement reflects the effective collaboration between our global, lead markets and the marketing leadership team.



UNAUTHORISED SUNGOLD KIWIFRUIT PLANTINGS IN CHINA

Message from Zespri CEO

Hi everyone.

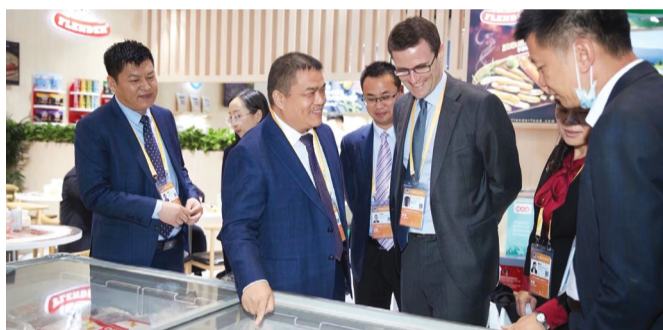
Congratulations on what has been a tremendous year for our industry.

As you will have seen from our latest forecast, the industry is in a really strong position and that's only been able to be achieved through a lot of hard work across the industry.

Thank you for all of your efforts this season, in such challenging circumstances. It really has been one of our best yet.

I'm now back in Singapore after spending a productive five weeks in China meeting with a range of government officials, industry representatives, and speaking at some key conferences about the importance of protecting plant variety rights.

As you'll be aware, we're continuing to progress a multi-faceted approach to addressing the unauthorised SunGold Kiwifruit plantings in China, including engaging both legal and political channels and working through the regulatory process with Kiwifruit New Zealand in New Zealand.



Dan Mathieson and Michael Jiang met with senior representatives from Good Farmer, our second largest distributor in China, including Chairman Mr Liu Zijie, Younger Yang and Owen Zhang.

And as you will have heard in our recent roadshows, it's clear that we have a significant challenge on our hands.

The quality of the vines now in place in Sichuan looks very good compared to some of the other local varieties, and growers are rapidly developing their on-orchard expertise.

The fruit being produced also looks and tastes pretty good, although there remains variability in colouring and in size. There appear to be improvements being made around fruit storage.

Our local team is doing an excellent job in continuing to monitor the situation and we'll continue to update you regularly.

Being physically on the ground in China over the last month or so has certainly reinforced to the Chinese the importance we are placing on this issue, and it's been well received by local officials and stakeholders.

I was able to meet with a number of government officials, including at Vice Minister level who, along with the major IP and PVR protection Government agencies, are very much aligned with our view that the current system needs to be strengthened.

Zespri is very much seen as the model of success in creating value from the investment we make as an industry in innovation, and there's strong acceptance of the importance of protecting new plant varieties so that the boom-and-bust cycle that's been evident in the local horticultural sector through the likes of Shine Muscat Grapes and other kiwifruit varieties, can be avoided.

While it's clear that our ability to take action against small-scale growers will be limited, the local Government understands the importance of protecting IP and is prepared to take action against those who are spreading the plant material and growing and selling unauthorised SunGold Kiwifruit. The consistent feedback we've received is that if Zespri looks to work with the Chinese kiwifruit industry, they'll support us to develop a robust kiwifruit ecosystem that can help to protect value for Zespri and our growers and stakeholders.



Dan Mathieson speaking on a panel at the Agricultural Intellectual Property and Plant Variety Rights Protection Seminar in China.

The Board's decision to investigate a commercial procurement trial, working with local Chinese growers, has been important in demonstrating a willingness to explore whether there's a commercial opportunity in working together.

I spoke about this at a number of PVR conferences and events in China where our approach was certainly welcomed. And that's the case for a number of our major customers – distributors, retailers and e-commerce partners – whose support will be critical to manage our sales channels and protect our shelf space.

There are a number of similar models emerging in China already, with the likes of Driscoll's and Starbucks receiving local government support off the back of working in partnership with local governments.

We'll continue to explore this commercial procurement model, discussing the process with Kiwifruit New Zealand, and provide regular updates over the coming months, including when I'm back for our next Grower Roadshows in February.

Thanks again for an amazing year. Stay safe and well, and I hope you enjoy a terrific festive season.

Dan

2021 LICENCE RELEASE

The following hectares of Zespri Kiwifruit licence are available in 2021:

- 700 hectares of SunGold Kiwifruit licence (Unrestricted Closed Tender Bid)
- 50 hectares of Organic SunGold Kiwifruit licence (Organic Closed Tender Bid)
- 350 hectares of Zespri Red licence (Closed Tender Bid)

The Closed Tender Bid processes and rules used in 2020 will continue to be the method of licence release in 2021, with all three licence release pools running concurrently.

Zespri Red budwood

The procurement of quality budwood for Zespri Red for 2021 will continue to be challenging due to Zespri Red trial canopies (around 10 hectares) being the main source of budwood. These blocks are subject to meeting plant movement

health requirements and experiencing favourable growing conditions in 2020/2021. Comprehensive canopy assessments will be carried out in December 2020 and early February 2021, at which time Zespri will confirm the 350-hectare licence release for Zespri Red.

For more information on the 2021 licence release, refer to the October 2020 issue of *Kiwiflier*.

Proposed 2021 licence release timeline

With the commercialisation of Zespri Red, and the need to run the processes concurrently, and then the disruption due to COVID-19, the 2020 licence release timeline was delayed.

The licence release window for 2021 however, returns to the timeline followed in 2019.

Date	Action
15 March 2021	Licence Application Overview and Rules and updated Zespri Red New Variety Information Guide published
26 March 2021	Application process opens
7 April 2021	Closing date for Bids
21 April 2021	Preliminary Revenue Range announced
28 April 2021	Pre-validation and collation of all Bids completed by Cooney Lees Morgan
29 April 2021	Evaluation Panel makes decisions regarding allocation of licences and successful bidders notified as soon as possible thereafter
*5 May 2021	Successful bids' deposit funds due by EFT (three days' advance notice will be given)
25 May 2021 onwards	Licence packs distributed
20 July 2021	Balance of settlement monies due

*Dependent on the date of notification to bidders.

LAST SHIPMENTS LEAVE PORT OF TAURANGA

In November, the last shipments from this season's record-breaking New Zealand harvest left the Port of Tauranga.

This season, Zespri used 49 chartered reefer vessels to ship around 157 million trays of class one fruit to global markets around the world. New Zealand supplied more Zespri SunGold Kiwifruit than Green again this season, with more than 87 million Zespri SunGold Kiwifruit trays and 70 million Zespri Green trays shipped to customers and consumers.

"We've been really fortunate that with the support of the Government and our communities, we've been able to continue to operate and deliver this season's crop to

consumers around the world," says Chief Global Supply Officer Alastair Hulbert.

"The wider supply chain, including frontline staff at the Port of Tauranga, have worked incredibly hard to ship our record-breaking harvest this season, and embrace the enhanced safety measures put in place to keep our people and communities safe during New Zealand's response to COVID-19."

KIA ORA KOWHAI!

The first of three new specialised reefer vessels built by Fresh Carriers — MV Kowhai, Kakariki and Whero — arrived at Port of Tauranga in October.

MV Kowhai was celebrated with the wider industry ahead of her maiden kiwifruit voyage back to Japan, stocked full of Zespri Green Kiwifruit.

"Safely and quickly transporting our fruit to market is critical, and our charter vessel programme has been a significant element of our industry's success including the service that Fresh Carriers provides to our North Asian ports, and also in response to the outbreak of COVID-19 this year," says Mr Hulbert.

All three ships will be operational next season, primarily shipping premium Zespri Kiwifruit to our Asian markets.



Zespri Green Kiwifruit about to be loaded aboard MV Kowhai.



ZESPRI IN THE COMMUNITY

Zespri Young and Healthy Community Day

As part of our support for the Zespri Young and Healthy Virtual Adventure, a team from Zespri packed up the kiwifruit vans and travelled to Papatoetoe South Primary School in Auckland for a full school community day with their families.

We invited all classes participating in this year's adventure to host us for a community day, and we were delighted to share the day with such a deserving school.

A packed schedule of fun games and activities were organised, including bouncy castles, our ever-popular smoothie bikes, face-painting, spin art and sack races.

The Zespri team enjoyed meeting these fantastic students who've embraced learning new, healthy habits as part of the Zespri Young and Healthy Virtual Adventure.



Students from Papatoetoe South Primary School and the Zespri team enjoying some of the activities on offer. Centre: Young and Healthy Trust founder and creator of the Virtual Adventure, Kim Harvey.



At Te Kura Kaupapa Māori o Ngāti Kahungunu ki Heretaunga in Hastings.

And that's a wrap of the Zespri Young and Healthy Virtual Adventure!

After five weeks of virtually traveling around the world, our 20,000 Zespri Young and Healthy Virtual Adventure participants have logged their points for the final time. Racking up a total of nearly 20 billion points for their healthy habits, we've been delighted to hear about how the challenge is changing lives and how it's encouraged teachers to get involved too.

During the adventure, Zespri joined programme founder Kim Harvey and ASICS at five highly-deserving classes

to surprise them with new ASICS running shoes. Our final three visits took us to Te Kura Kaupapa Māori o Ngāti Kahungunu ki Heretaunga in Hastings, Kaitoke School in Whanganui and Te Puke Primary School.

Michael Fox, Head of Communications and External Relations, was pleased to help surprise deserving students with new shoes, and hear first-hand how excited kids were about virtually travelling the world and learning new, healthy habits.



Students at Kaitoke School in Whanganui and Te Puke Primary School testing out their new shoes and sampling some delicious Zespri Kiwifruit.



ZESPRI IN THE COMMUNITY

The Gift of Time Together for Ronald McDonald House

We're pleased to confirm a new partnership with Ronald McDonald House Charities (RMHC) New Zealand who have been working hard to continue delivering support services to families in need throughout the challenges of COVID-19, and beyond.

RMHC New Zealand, like many of our community investment partners including KidsCan and Good Neighbour, had to adapt during this time to ensure they could continue to provide support for vulnerable families in our community.

We have great admiration for the work RMHC do to care for families when their child is in a hospital. That's why we're proud to be part of their Christmas campaign, committing to match every donation made, up to \$100,000.

This support will provide a home-away-from-home for those going through a really difficult time, and will allow families the 'Gift of Time' so they can be together for Christmas.

As our industry continues to expand, we look forward to growing the contribution we make to our communities and those volunteers who enrich our region and country.

For more information or to make a donation, please visit rmhc.org.nz/christmas.



Zespri will match donations made to Ronald McDonald House up to \$100,000, to support families this Christmas.

Women of Influence Awards

As the sponsor of the Women of Influence Awards Rural category, we're thrilled to congratulate this year's Rural category winner, Dr Trish Fraser of Plant & Food Research.

Dr Fraser is a soil scientist who researches ways to help arable farms become more sustainable and productive. She manages a team of seven at Plant & Food Research, where she has worked for almost 30 years, collaborating closely with farmers to understand their needs, research solutions to address their problems, and transfer her knowledge

through training and outreach. Her research has included studying the role of earthworms and what they do in soil, the impacts of crop residue management practices, and how management practices affect nutrient losses from soil.

Dr Fraser was presented the award by Zespri Director Teresa Ciprian at the Women of Influence Awards ceremony in November, and was one of 339 nominations across the 10 categories. The judges praised her collaborative approach and her skill of communicating science to farmers.

First Ahuwhenua Trophy to celebrate Māori horticulturists

Congratulations to Eastern Bay of Plenty's Te Kaha 15B Hineora Orchard, winners of the inaugural Ahuwhenua Trophy Excellence in Māori Horticulture Award.

Based in Te Kaha, the orchard grows around 133,000 trays of SunGold Kiwifruit. Kingi Smiler, Chairman of the Ahuwhenua Trophy Management Committee, says the orchard was a worthy winner, and that trustees had shown great vision, persistence and resilience to establish their operation, and had achieved impressive results.

Zespri also congratulates the two other finalists for this year's trophy: Otama Marere in Paengaroa, and Ngāi Tukairangi Trust.

The Ahuwhenua Trophy celebrates excellence in our pastoral and horticultural sectors. The annual competition alternates between dairy and sheep and beef, and this year marks the first time the competition has celebrated our Māori horticulturists since its establishment 87 years ago.

Zespri partners with KidsCan to support Kiwi kids in need

COVID-19 has had a big impact on many of our communities and for some, it continues to hit hard. In response, we've partnered with KidsCan this year to support kids affected by poverty.

Our partnership has seen us provide financial support to KidsCan and donate one tonne of healthy, fresh kiwifruit.

KidsCan helps the one in four children experiencing hardship by providing food, jackets, shoes and health products to low-decile schools and early childhood centres across New Zealand.

KidsCan reaches 200,000 children in 822 schools and 62 early childhood centres, sending over five million items from their Auckland warehouse each year.

This would not be possible without the support of like-minded, generous New Zealanders, whose donations help ensure no young New Zealander goes without.

We'd love our Zespri community to join us in supporting KidsCan and help make a real difference to a Kiwi kid in need. Find out more and donate at www.kidscan.org.nz.



Westpac Tauranga Business Awards

Zespri is proud to support the Westpac Tauranga Business Awards, and the fantastic businesses who help our region thrive.

Congratulations to this year's winner of the Zespri-sponsored Service Excellence Award, PMG Funds.

2020/21 PROGRESS PAYMENTS FOR DECEMBER AND FEBRUARY

CLASS 1 - APPROVED PROGRESS PAYMENT 15 DECEMBER 2020	AVERAGE ON NET SUBMIT	16/18/22*	25/27	30/33	36	39	42
Zespri Green	\$0.62	\$0.90	\$0.90	\$0.80	\$0.40	\$0.40	\$0.50
Zespri Organic Green	\$0.92	\$0.80	\$1.00	\$1.20	\$0.80	\$0.80	\$1.00
Zespri Gold3	\$1.08	\$1.00	\$1.00	\$1.00	\$1.40	\$1.20	No supply
Zespri Organic Gold3	\$1.26	\$1.00	\$1.00	\$1.60	\$1.40	\$1.00	No supply
Zespri Green14	\$0.36	(\$1.50)	\$0.10	\$0.40	\$0.40	\$0.40	\$0.30

* Note: Based on the November forecast, Class 1 Zespri Green14 size 16/18/22 has a forecast clawback of \$1.50 for the full year, which is being carried out in December 2020. The relatively low fruit value on this size is driven by low volumes, all sold in the New Zealand market.

CLASS 1 - INDICATIVE PROGRESS PAYMENT 15 FEBRUARY 2021	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.34	\$0.45	\$0.45	\$0.45	\$0.25	\$0.25	\$0.15
Zespri Organic Green	\$0.57	\$0.50	\$0.70	\$0.75	\$0.55	\$0.55	\$0.45
Zespri Gold3	\$0.55	\$0.65	\$0.60	\$0.55	\$0.45	\$0.40	No supply
Zespri Organic Gold3	\$0.65	\$0.65	\$0.70	\$0.65	\$0.65	\$0.55	No supply
Zespri Green14	\$0.54	No payment	No payment	\$0.65	\$0.60	\$0.60	\$0.40

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.

DIVIDENDS AND IMPUTATION CREDITS

Following the payment of dividends, Zespri frequently receives queries from shareholders about imputation credits, and why their dividend payment isn't quite as much as the shareholder thought it would be.

Generally, the dividends Zespri pays to shareholders are fully imputed. This means the payment made has imputation credits attached. This results in less tax being payable by the shareholder, so more of the dividend payment actually gets to the shareholder. However, it's not as simple as multiplying the number of shares you hold by the amount Zespri has said they would pay per share — there's still a shortfall of tax that needs to be paid to the IRD. Imputation credits avoid the double taxation of dividends by matching the tax Zespri has already paid. The highest tax

rate in New Zealand is 33 percent, while imputation credits only go to 28 percent.

Therefore, there's still some tax required to be paid on the dividend payment, and this is the shareholder's obligation.

Computershare calculate the tax payable on the dividend payment and withhold this for payment direct to the IRD, which means the shareholder doesn't have to do any tax calculations or IRD payments. The amount of tax withheld will be shown on your dividend statement which is sent by Computershare on payment date.

If you've lost or misplaced this, please contact Zespri and we can organise a replacement copy. The Zespri Shares team is happy to help with queries regarding your shareholding, entitlement and dividend payment, however we're not tax experts and we're unable to provide any financial advice to you. It's likely that you'll be more successful going straight to your accountant with any queries.

Computershare notify us on an annual basis of any unclaimed dividends. We'll contact you if you're owed any money.

It's important to keep your bank account and mailing address details updated with Computershare to make sure your dividend goes to the right place. Please contact Computershare directly if you think your details might be out of date. Zespri Shares can be contacted on 0800 155 355 or shares@zespri.com.

Board approves interim dividend payment

The Zespri Board has resolved to pay a fully imputed interim dividend relating to the 2020/21 financial year of 11 cents per share.

The payment date is 11 December and is payable to all holders of fully paid ordinary shares in the company who are registered as holders of such shares in the share register of the company on 4 December 2020.

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.

December 2020 approved progress payments on Net Submit trays

Approved per tray progress payments for 15 December 2020:

Class 1	
Zespri Green	\$0.62
Zespri Organic Green	\$0.92
Zespri Gold3	\$1.08
Zespri Organic Gold3	\$1.26
Zespri Green14	\$0.36

February 2021 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 15 February 2021:

Class 1	
Zespri Green	\$0.34
Zespri Organic Green	\$0.57
Zespri Gold3	\$0.55
Zespri Organic Gold3	\$0.65
Zespri Green14	\$0.54

Orchard Gate Return

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

SHARE BRIEFS

As at 27 November 2020, the last Zespri share price trade was \$9.05 traded on 26 November 2020. There were four buyers at \$9.00, \$8.90, \$8.85 and \$8.75. There were two sellers at \$9.10 and 9.15.

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

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

Below is the current Market Depth information as at 27 November 2020.

Quote Line Friday 27 November as at 9.50am						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	9.000	9.100	9.050	0.000	0.000	0

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	6,000	9.000	9.100	2,000	1
1	3,000	8.900	9.150	2,000	1
1	10,000	8.850			
1	3,000	8.750			

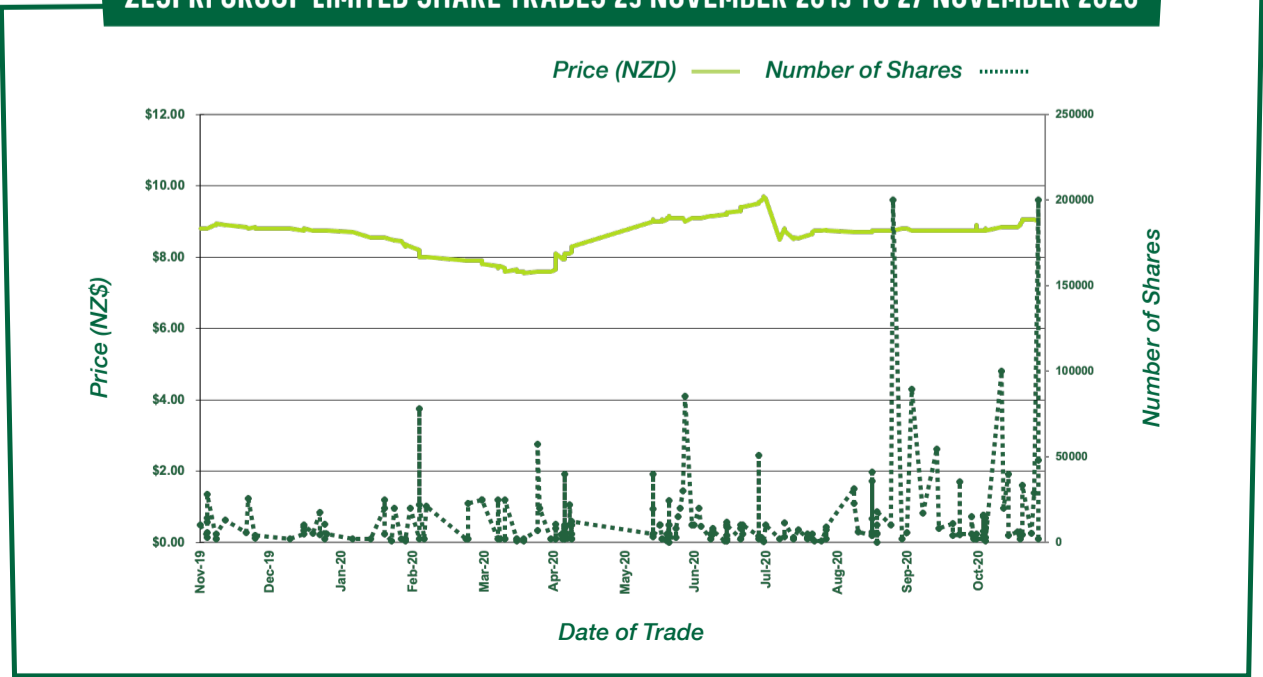
Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
26/11/20	2,000	\$9.05	18,100.000
26/11/20	48,000	\$9.05	434,400.000
26/11/20	200,000	\$9.00	1,800,000.000
24/11/20	28,830	\$9.05	260,911.500
23/11/20	5,250	\$9.05	47,512.500
19/11/20	33,455	\$9.05	302,767.750
19/11/20	4,500	\$9.00	40,500.000
18/11/20	4,000	\$8.95	35,800.000
18/11/20	6,000	\$8.95	53,700.000
18/11/20	2,000	\$8.95	17,900.000

Director share trading

For the month of November (as at 27 November), 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 when that content for *Kiwiflier* is finalised for publication, there may be some trades associated with director entities which have been matched and transacted, but the paperwork has not yet been received by Zespri or Computershare. As such, there may be some lags in reporting trading by entities associated with directors. Zespri will however ensure that as at the end of each month, the Director Share Holdings and Transfers document on the Zespri Canopy will always provide the most up to date information held by Zespri.

ZESPRI GROUP LIMITED SHARE TRADES 29 NOVEMBER 2019 TO 27 NOVEMBER 2020



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



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 November 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 DECEMBER								
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	18%
Jun-20		\$0.08					\$3.09	19%
Jul-20		\$0.06			\$1.79		\$4.93	30%
Aug-20		\$0.20	\$0.35		\$2.24		\$7.73	47%
Sep-20		\$0.41			\$2.31		\$10.46	64%
Oct-20		\$0.27	\$0.39		\$1.15		\$12.27	75%
Nov-20		\$0.16	\$0.04		\$1.68		\$14.14	86%
Dec-20					\$1.08			93%
Jan-21						\$0.10		
Feb-21					\$0.55			
Mar-21								98%
Apr-21								
May-21								
Jun-21						\$0.15		100%
Paid YTD	\$2.80	\$1.39	\$0.78	\$0.00	\$9.17	\$0.00	\$14.14	
Balance to pay	\$0.00	\$0.01	\$0.03	\$0.00	\$1.95	\$0.25	\$2.24	
Total fruit and service payments - 2020/21 Forecast \$16.39								

ZESPRI ORGANIC GOLD3 DECEMBER								
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	16%
Jun-20		\$0.09					\$2.99	16%
Jul-20		\$0.09			\$2.11		\$5.19	29%
Aug-20		\$0.14	\$0.24		\$3.05		\$8.62	47%
Sep-20		\$0.27			\$2.63		\$11.52	63%
Oct-20		\$0.04	\$0.27		\$1.56		\$13.39	74%
Nov-20		\$0.05	\$0.04		\$2.05		\$15.54	85%
Dec-20					\$1.26			93%
Jan-21						\$0.10		
Feb-21					\$0.65			
Mar-21								98%
Apr-21								
May-21								
Jun-21						\$0.15		100%
Paid YTD	\$2.80	\$0.79	\$0.55	\$0.00	\$11.40	\$0.00	\$15.54	
Balance to pay	\$0.00	\$0.15	\$0.02	\$0.00	\$2.24	\$0.25	\$2.66	
Total fruit and service payments - 2020/21 Forecast \$18.19								

ZESPRI GREEN DECEMBER								
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	22%
Jun-20		\$0.04					\$2.37	23%
Jul-20		\$0.04			\$1.34		\$3.75	36%
Aug-20		\$0.11	\$0.13		\$0.80		\$4.79	46%
Sep-20		\$0.31			\$0.79		\$5.89	57%
Oct-20		\$0.32	\$0.15		\$0.98		\$7.33	71%
Nov-20		\$0.21	\$0.03		\$0.93		\$8.51	82%
Dec-20					\$0.62			91%
Jan-21						\$0.10		
Feb-21					\$0.34			
Mar-21								97%
Apr-21								
May-21								
Jun-21						\$0.15		100%
Paid YTD	\$2.25	\$1.11	\$0.31	\$0.00	\$4.85	\$0.00	\$8.51	
Balance to pay	\$0.00	\$0.27	\$0.05	\$0.00	\$1.29	\$0.25	\$1.86	
Total fruit and service payments - 2020/21 Forecast \$10.37								

ZESPRI ORGANIC GREEN DECEMBER								
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	37%
Aug-20		\$0.10	\$0.20		\$1.16		\$6.19	49%
Sep-20		\$0.22			\$1.08		\$7.49	59%
Oct-20		\$0.20	\$0.19		\$1.28		\$9.15	72%
Nov-20		\$0.10	\$0.01		\$1.22		\$10.48	83%
Dec-20					\$0.92			91%
Jan-21						\$0.10		
Feb-21					\$0.57			
Mar-21								97%
Apr-21								
May-21								
Jun-21						\$0.15		100%
Paid YTD	\$2.25	\$0.66	\$0.39	\$0.00	\$7.18	\$0.00	\$10.48	
Balance to pay	\$0.00	\$0.11	\$0.01	\$0.00	\$1.81	\$0.25	\$2.18	
Total fruit and service payments - 2020/21 Forecast \$12.66								

ZESPRI GREEN14 DECEMBER								
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					\$0.80		\$6.57	50%
Sep-20					\$2.86		\$9.42	72%
Oct-20					\$0.66		\$10.35	79%
Nov-20					\$1.25		\$11.59	88%
Dec-20					\$0.36			91%
Jan-21						\$0.10		
Feb-21					\$0.54			
Mar-21								97%
Apr-21								
May-21								
Jun-21						\$0.15		100%
Paid YTD	\$2.80	\$0.00	\$0.49	\$0.00	\$8.30	\$0.00	\$11.59	
Balance to pay	\$0.00	\$0.00	-\$0.02	\$0.00	\$1.31	\$0.25	\$1.54	
Total fruit and service payments - 2020/21 Forecast \$13.13								

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 – November 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)	67.7	2.8	85.5	1.5	0.3	159.8	68.7	2.8	73.7	0.4	148.1
Kilograms supplied (m)	237.1	9.5	300.2	5.1	0.9	560.2	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)	568.1	31.0	1,190.6	23.9	3.3	1,834.5	281.6	15.7	466.2	2.6	782.5
Fruit incentives (\$m)	24.1	1.1	69.9	0.8	0.1	96.1	285.3	15.9	600.2	1.5	905.9
Service costs (\$m)	93.0	2.1	119.7	1.4	0.0	216.4	109.4	2.5	115.8	(0.0)	228.6
Fruit and service payments excl. loyalty premium (\$m)	685.2	34.3	1,380.2	26.0	3.5	2,147.0	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)	6.14	8.99	11.12	13.64	9.61		1.85	3.39	3.52	3.79	
Total fruit payments per net submit trays	8.39	11.24	13.92	16.44	12.41		4.10	5.64	6.32	6.59	
KiwiStart ²	0.26	0.35	0.74	0.52	0.55		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	0.09	0.05	0.07	0.04	-0.08		0.09	0.03	0.06	-0.05	
Fruit incentives	0.36	0.40	0.82	0.57	0.47		4.15	5.71	8.14	3.92	
Pack type	0.33	0.05	0.54	0.21	0.00		0.57	0.13	0.76	-0.00	
Time payment	1.04	0.72	0.86	0.73	0.00		1.03	0.77	0.81	0.00	
Service costs	1.37	0.77	1.40	0.94	0.00		1.59	0.90	1.57	-0.00	
Class 1 fruit and service payments per net submit trays	10.12	12.41	16.14	17.94	12.88		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	10.37	12.66	16.39	18.19	13.13		10.16	12.56	16.35	10.82	
Less: onshore fruit loss	-0.05	-0.05	-0.15	-0.18	-0.00		-0.16	-0.13	-0.22	-0.03	
Fruit loss percentage ³	0.49%	0.39%	0.94%	0.98%	0.01%		1.60%	1.00%	1.35%	0.30%	
Class 1 fruit and service payments per gross submit trays	10.32	12.61	16.24	18.01	13.13		10.00	12.43	16.13	10.78	
Plus Class 2 Return	0.17	0.29	0.09	0.13	0.10		0.20	0.41	0.08	0.06	
Plus Non-Standard Supply (NSS) ⁴	0.02	0.06	0.02	0.18	0.01		0.01	0.06	0.05	0.06	
Plus Other Income (Non dividend) ⁵	0.02	0.01	0.02	0.05	0.01		0.01	0.01	0.01	0.01	
Average revenue per gross submit trays	10.52	12.97	16.37	18.38	13.25		10.21	12.91	16.27	10.91	
LESS: Post-harvest costs deducted ⁶											
Base packing and packaging	-1.52	-1.57	-2.33	-2.35	-2.47		-1.46	-1.56	-2.23	-2.23	
Pack differential	-0.33	-0.05	-0.53	-0.20	0.00		-0.56	-0.13	-0.75	0.00	
Base cool storage	-0.89	-0.88	-0.89	-0.86	-0.91		-0.85	-0.84	-0.85	-0.86	
Logistics	-0.14	-0.16	-0.15	-0.12	-0.16		-0.14	-0.15	-0.15	-0.16	
Time and CC/RK charges	-0.53	-0.37	-0.42	-0.26	-0.00		-0.54	-0.34	-0.43	-0.00	
Total post-harvest costs per gross submit trays	-3.42	-3.02	-4.32	-3.80	-3.54		-3.54	-3.03	-4.41	-3.25	
OGR per gross submit trays	7.11	9.95	12.05	14.58	9.71		6.67	9.88	11.86	7.66	
Average industry yield per productive hectare ⁷	10,214	6,311	14,276	10,324	5,609		10,093	6,450	13,627	5,685	
Number of productive hectares ⁸	6,659	439	6,047	142	48		6,915	437	5,483	70	
OGR per hectare	\$72,611	\$62,801	\$172,083	\$150,499	\$54,465		\$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	2.03	2.89	3.43	4.16	2.83		1.90	2.84	3.38	2.22	

Notes:

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 October 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.

PREPARING FOR A CHANGING CLIMATE

As an industry, we're already experiencing the impact of a changing climate. Around the world, consumers and customers increasingly expect brands to act on environmental issues, and governments are looking to businesses to show action on climate change.

We've made some clear commitments as an industry about where we are heading, with sustainability targets announced earlier in the year.

Regulation in New Zealand is increasing with the setting, in late 2019, of a target to reduce net emissions of greenhouse gases (except biogenic methane) to zero by 2050 and the strengthening of the New Zealand Emissions Trading Scheme in 2020.

Primary Sector Climate Action Partnership on reducing emissions

The primary sector is working with government and Māori through a partnership called 'He Waka Eke Noa' (which translates to 'we are all in the waka without exception') to reduce agricultural greenhouse gas emissions. This means helping growers and farmers to measure emissions from their farms and then manage and reduce them.

For horticulture growers, this covers fertiliser — specifically nitrous oxide, which is released from nitrogen fertilisers and carbon dioxide from lime and synthetic fertilisers. Other on-farm emission sources like fuel and energy are not covered by He Waka Eke Noa.

He Waka Eke Noa partners will develop a farm/orchard gate emissions pricing mechanism by 2025 and they have committed that by 1 January 2025, there will be requirements around reporting on farm emissions and having plans to manage those emissions.

ZespriGAP requires all kiwifruit growers to record fertiliser use in *Spray Diary*, and *Spray Diary* has been updated to make it easier to include fertiliser. This will also start to meet requirements around measuring on-orchard emissions.

Our plan is to include the emissions management requirements into ZespriGAP, so all growers will meet their requirements through ZespriGAP compliance.

Work is underway to develop tools to allow growers to estimate greenhouse gas emissions from their fertiliser use and the plan is for this to be integrated into ZespriGAP as well.

Actions growers can take now

Over the coming years, growers will be encouraged to explore ways of managing their on-orchard emissions through good practice,

taking steps to reduce emissions as well as improving carbon storage.

The actions you take to reduce on-orchard emissions will also improve water quality. In general, this means making sure you use **the right amount of nitrogen fertiliser at the right time and in the right format and making targeted applications of lime**.

Guidance on how to reduce greenhouse gas emissions will be developed as part of ZespriGAP.

Improving carbon storage is another way to reduce net emissions. Applying compost and keeping plant residues like leaves and sward helps capture and store carbon in the soil, and planting trees on land not suitable for kiwifruit production also lifts carbon storage. These actions will also help retain soil moisture and improve water quality.

We are investing in research to understand what more we can do to improve soil carbon. While most horticultural land isn't eligible for credits under the emissions trading regime, He Waka Eke Noa is looking at options to include those plantings in on-orchard emissions reporting.

Zespri and NZKGI are working with Hort NZ to make sure any reporting required fits into ZespriGAP. Look out for more updates about He Waka Eke Noa and new grower guidance over the coming year, with detailed information for the broader sector soon to be issued from HortNZ.



The He Waka Eke Noa partnership will provide guidance on water quality and soil health.

WATER WORKS: KIWIFRUIT AND WATER



There's a clear vision for the kiwifruit industry's water strategy — working together to enhance and protect water resources for our people, our environment and our communities while enabling kiwifruit industry growth.

Chief Sustainability Officer and Water Strategy Chair Carol Ward says the *what* is clear and now the working groups which make up the kiwifruit water strategy have come together to plot out exactly *how* we'll do this.

"These working groups are developing roadmaps that will set out clear plans out for

the next five years, mapping out all the steps we need to take," says Ms Ward.

There's plenty of work going on behind the scenes and growers will hear more from the water strategy partners — Zespri, NZKGI, Māori Kiwifruit Growers, and HortNZ — in the coming year about what we're working on and how you can be involved.

RCEP: SIMPLIFYING TRADE AROUND ASIA-PACIFIC

The kiwifruit industry is full of acronyms, but RCEP isn't one that turns up regularly at postharvest field days.

It stands for Regional Comprehensive Economic Partnership and it's a free trade agreement signed earlier this month between the 10 members of ASEAN — Brunei-Darussalam, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand and Vietnam — and six regional countries with which ASEAN has existing free trade agreements: Australia, China, India, Japan, South Korea and New Zealand.

Head of Communications and External Relations Michael Fox says it's great to

see the RCEP countries take such a positive step towards more free and fair trade.

"We'd like to acknowledge the incredibly hard work of the Government and our trade negotiators. The trading environment is particularly tough right now which means free and fair trade is more important than ever as the world looks to recover from the impacts of COVID-19," says Mr Fox.

New Zealand's existing agreements mean there are no tariffs on kiwifruit into those 15 countries and the industry will benefit from progress on non-tariff barriers and simplified trade rules.

PEST MONITORING UPDATE

Zespri thanks all orchard growers and managers for their support and cooperation in jumping on board with the new pest monitoring requirements, and registering with a Pest Monitoring Centre (PMC) by the deadline of 1 December 2020.

As outlined previously, our industry is strengthening its pest monitoring as part of new market access requirements. This means it will be mandatory for all kiwifruit orchards to be formally monitored for scale, mealybug, leafrollers and wheatbug in the 2020/21 season.

Some packhouses/pest monitoring centres will have already sent their growers notification of automatic registration with them for 2021 monitoring. If you are unsure of your registration status, you can either contact your packhouse, or the Crop Protection Team.

Your PMC will then take the lead on monitoring, organising timing, and notifying you of any possible thresholds that have been reached.

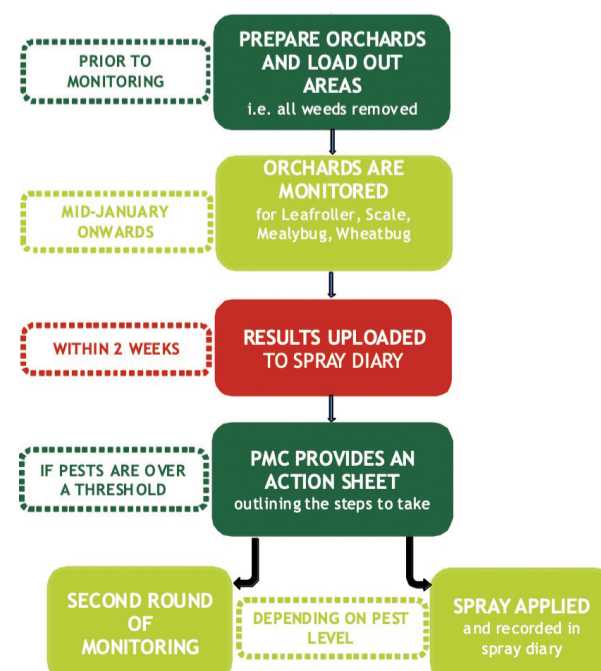
If any pests have exceeded a set threshold, you should receive an action sheet outlining any steps you may need to take to maintain pest control and retain your market access to China.

If you have questions on pest monitoring requirements for 2021 and what this means for your orchard or PMC, please contact your PMC, or email melanie.walker@zespri.com.

Need more info?

Zespri's pre-harvest team have developed a range of resources to assist the industry with the transition to the new pest monitoring programme. These include a quick-guide on the changes for both growers and post-harvest, as well as a frequently asked questions document. These resources are available on Canopy.

What happens now you've registered with a PMC?



ZESPRI HORTICULTURAL SCHOLARSHIPS

Students Katherine Martin and Connor Wilkins have been awarded Zespri Horticultural Scholarships to support their studies towards a career within the industry.

The scholarships are each worth up to \$10,000 over two years, and include mentoring opportunities and support from the sector.

Katherine is entering the final year of her Bachelor of Science degree at Massey University. She has a keen interest in environmental science and is passionate about future-proofing the kiwifruit industry.

She says the best thing about the kiwifruit industry is its passion for producing great quality kiwifruit, while being mindful of the environment, as well as its support for its people.

Connor is studying towards a Bachelor of Commerce at the University of Otago. For him, the best thing about the kiwifruit industry is that it is exciting, progressive and is full of many different career possibilities.

Connor has spent a lot of time working on his family orchard and he has become very passionate about kiwifruit. He is excited about the opportunity to broaden his skills and apply his knowledge on-orchard.

The Zespri Horticulture Scholarship is part of a broader programme of education and personal development at every age and stage from science in junior schools, to scholarships for tertiary study, and career development for future and current leaders of the kiwifruit industry.



Katherine Martin (left) and Connor Wilkins (right) are the successful Zespri Horticultural scholars for 2020.

TASTE ZESPRI PROGRAMME – KEY CHANGES FOR 2021

To encourage consumers to repeatedly choose Zespri Kiwifruit, we must produce premium kiwifruit that consistently delivers a superior taste and quality experience.

This is where the Taste Zespri programme plays a key role.

Taste Zespri Payments reward growers for producing high-taste fruit, a key driver for the value generated in the markets around the world, ensuring Zespri and the New Zealand kiwifruit industry remain the globally-preferred brand and supplier of kiwifruit.

The Industry Advisory Council (IAC) has undertaken a review of elements of the Taste Zespri programme and the broader interaction of grower incentives for next season. The review had to balance the need to maintain our premium taste offering, while promoting harvest behaviour that provides potential for improved quality outturn and fruit utility across our supply chain.

With dry matter testing returning for the 2021 harvest, the IAC have agreed on the following key changes for the 2021 Taste Programme:

- The SunGold Kiwifruit Taste Zespri Grade (TZG) payment cap will be lowered from 1 to 0.86 (19% dry matter) for count sizes 16 – 30, with a sliding scale TZG cap for smaller sizes of:
 - Count 33 : 0.78 TZG
 - Count 36 : 0.68 TZG
 - Count 39 : 0.58 TZG
- Due to the lowering of the TZG cap to 0.86 and the inclusion of a flat TZG from minimum taste standard to 17 percent dry matter, the SunGold Kiwifruit TZG has changed to a linear line as per the chart here.

- For SunGold Kiwifruit, a pay-only Base Taste incentive will be applied up to a count size average of 0.32 TZG (17 percent dry matter).
- The current Green Kiwifruit TZG cap of 1 and TZG curve will remain status quo.
- Consumer sensory work will take place in 2021 to understand whether further changes to SunGold Kiwifruit TZG could be made. Consumer sensory work will also be undertaken to understand if the Green TZG curve could be altered as well.

More information on the Taste Zespri programme will be made available on Canopy over the next few months.

If you have further questions please contact a member of the Zespri Grower Services team on 0800 155 355, or via email contact.canopy@zespri.com



ZESPRI GAINS BRAND RECOGNITION ON HOME SOIL

Zespri, along with Fonterra, Destination Queenstown and Silver Fern Farms, has been recognised as one of the 'New Zealand National Brands' at the NEXT Summit.

The New Zealand National Brands programme, organised by the NEXT Federation and the New Zealand Business Roundtable in China, aims to recognise New Zealand National Brands on a global stage and seeks to add value to reputation building, brand promotion and economic trade development of New Zealand in major global markets through integrating and sharing resources of global partners.

Zespri received the award for the work the team is doing China to explore a local commercial partnership in Sichuan province and strengthen the protection of plant variety rights.

Michael Fox, Head of Communications and External Relations, acknowledged the support of the Chinese government for these efforts.

“Zespri was pleased to be recognised alongside other great New Zealand companies, with Zespri working hard to build trust and support through great tasting, healthy and safe fruit grown in a way that is good for the environment and which makes positive contributions to communities.”

A DECADE SINCE PSA DISCOVERY

More than 100 guests from across the wider kiwifruit industry marked 10 years since Psa was discovered at a gathering hosted by Kiwifruit Vine Health at the Zespri head office in Mount Maunganui in November.

The event was an opportunity to acknowledge and reflect on the anniversary of the discovery. Guests heard from speakers including Dave

Tanner (KVH Chair), Lain Jager (former Zespri CEO), Barry O'Neil (HortNZ President and former KVH CE), Peter Ombler (grower former NZKGI Chairman), Shane Max (Zespri) and John Burke (inaugural General Manager of KVH).

The event also marked the end of Tauranga Moana Biosecurity Week, including the Kiwifruit Biosecurity Industry Day.

LET US KNOW IF YOUR ORCHARD INFORMATION IS UP-TO-DATE

Is the status of any of your blocks changing? Has ownership changed hands? Do you have a new orchard manager? Are you planning on packing with a new supplier come 2021? Has any of your contact information changed?

Regardless of whether you answered 'yes' or 'no' to any of the above, we want to hear from you so that we know your orchard and account information is as up-to-date as possible in preparation for 2021.

If you haven't already, please complete your registration via the Industry Portal on Canopy, or by giving the Grower Support Services team a quick call on 0800 155 355.

If your KPIN information remains unchanged, you can also let us know via email at contact.canopy@zespri.com.

FURTHER INFORMATION REGARDING SPRAY DIARY BLOCK UPDATES

For any block(s) with an updated vine status (i.e., non-producing to producing):

Edit block and change the vine status.

In the 'Description' field, please enter information that reflects the status change, e.g., "first year of production 2021".

For any new licence allocation:

Edit the block that the licence will be allocated to, and update:

- variety
- vine status
- year grafted
- description (important details regarding block change)

It is important that all block information is accurately updated now before spray lines are loaded for the upcoming season.

If you require any assistance, the Grower Support Services team are here to help.

MATURITY CLEARANCE SYSTEM UPDATE

Preparing for go-live

The Zespri Maturity Clearance System (MCS) application is due to go live for all users in January 2021. In preparation for this, Zespri aims to pre-load the MCS application with information before end of year so that at system go-live it is ready for users to commence maturity area set-up and to support residue sample collection.

The MCS Support team is sending emails this week to orchard primary contacts

informing them of the roles within the MCS application and requesting data related to orchard hazards and site requirements. Last week, postharvest technical representatives and supplier representatives received a similar request.

Please be on the lookout for an email from maturity.support@zespri.com with full details.



KEY FOCUS: DECEMBER GLOBAL EXTENSION TEAM



THE MONTH AHEAD: DECEMBER

Prepare for summer

If you're planning to enjoy a summer holiday, make sure your canopy is under control before you head to the beach! Walk the orchard to check the canopy and manage those late-grown vigorous canes by ripping them out. These canes are resource-hungry, make poor replacement canes, and can cause significant shading of the canopy later in the season.

Remember that SunGold Kiwifruit has a fruit-sensitive period (from ~21 days post-fruit set on most orchards), so take extra care with any work you plan to do during this time. If you need to get in and open dark areas in the canopy, remember to take extra care when pulling these canes through. Some growers do leave these canes in the canopy, however this dead matter may cause fruit staining.

Check irrigation systems and ensure all sprinklers or drippers are working. Vines with root systems compromised by waterlogged soils will be more sensitive to dry conditions, so keep an eye out for wilting, as well as checking your soil

moisture probes to decide when to irrigate. If you have a newly established block, it's important to irrigate young vines as they have smaller root systems that are less able to access soil water reserves.

Thinning

Poorly pollinated and misshapen fruit, and anything over your target cropload, should be thinned off promptly after flowering. Carrying this fruit for longer than necessary means you're spreading vine resources thinner than you need to, only to grow fruit that won't make it into a tray.

Tools for fruit size

Given the market demand for larger size fruit (see article on page 3 of the October 2020 issue of *Kiwiflier*), it's timely for you to think about fruit sizing tools. *KiwiTips* Issue 29 (21 November 2019) has a great summary of fruit sizing tools, including cropload, girdling, foliar, irrigation and nutrition and biostimulants. For a refresher, you can find it on Canopy > Zespri & The Kiwifruit Industry > Publications > KiwiTips (scroll down to find issue 29 from 2019).

Male pruning

Male pruning soon after flowering is important. When you do your pruning, make sure you keep the early floral growth — it's what will provide flowers for next

year. Multiple pruning rounds are needed to encourage high quality buds and spurs for next season. Pruning rounds should maintain the size and wood type you establish now through January, February and March, reducing the need for winter pruning of males.

Leaf testing

It's time to check in and see how well your vines are accessing nutrients from the soil. Leaf testing is a valuable tool for managing nutrients and vine health. Leaf tests provide insights that help you understand the nutrient status of your plants, helping you to maintain optimum nutritional levels for healthy, productive vines.

Hopefully you completed some early season leaf tests to help plan your fertiliser applications, and now is the time for mid-season leaf testing. Mid-season leaf testing provides a measure of nutrients during the spring growth period and reflects how effective your fertiliser programme has been to date. Collecting this data now will allow you to correct any nutrient deficiencies and help your nutrient plan for next season.

Crop protection

Keep any eye on the KVH risk model and keep up Psa protection in relation to weather events. Only girdle in dry

weather and avoid the risk of spreading Psa by sanitising tools in between vines. Having two sets of tools will make this more efficient.

Pre-Christmas is the time to manage passionvine hopper (PVH) nymphs. Monitor orchard boundaries and remove host plants if possible. Remember that any sprays applied to shelter and boundary areas need to be recorded in the spray diary.

Weed-spray gravel loadout areas early and maintain these as open gravel over summer to eliminate habitat for Wheat bug.

Although spraying for sclerotinia prior to flowering has been found to be more effective, Timorex Gold is a new product that can be used post-flowering, but you'll need a justified approval to apply it at that time. Don't forget to check the updated Crop Protection Standard for what's allowed. Monitor sclerotinia damage to fruitlets. Removing diseased fruitlets from the orchard is a good way to reduce the inoculum load and lessen the chances of increased sclerotia the following spring.

Organic

If you had a scale problem last year, consider a post-flower mineral oil application and remember to consult the Zespri crop protection standard.

GET: HERE TO SUPPORT OUR GROWERS AND THE INDUSTRY

The increasing environmental demands of the public and regulators in New Zealand and overseas is the biggest production challenge our industry has faced since Psa. This, coupled with Zespri's growth plans has meant a realignment of the Global Extension Team (GET) to focus on Zespri 'Must Wins'. Initial recruitments, delayed by COVID-19, are nearly complete with a number of new and replacement positions. New personnel have been employed from within and outside the industry, united by a passion to inspire and support growers. More information on our new team can be found here: Canopy > Growing Kiwifruit > Global Extension Team > Global Extension Team (GET).

Priority extension workstreams linked to Zespri 'Must Wins' include greater emphasis on our sustainability goals, support of Zespri Global Supply, successful commercialisation of Red19, along with some workstreams in more typical, yet critical areas such as supporting good early season spraying practices.

Building the industry and Zespri's extension capability is also a focus. We are supporting key initiatives including the Horizon Programme, development of new market access protocol in China, and the new Maturity Clearance System. This has meant GET has broadened its responsibility within Zespri, ensuring stronger collaboration across Zespri teams. This shift recognises the growing importance of extension to help growers deal with increasing amounts of information and the rapid change required to achieve our 'Must Wins'.

Shane Max, Global Extension Manager, says at the same time, GET continues their focus on traditional production extension and the team remains passionate about supporting growers and their orchards.

"For Zespri Red, clearly there needs to be a strong production focus as there is still much to learn. For Zespri Green and SunGold Kiwifruit growers, our goal is to ensure existing resources are well utilised and management systems are adapted to ensure we have world class environmental stewardship to underpin our brand," says Mr Max.

"All this needs to be achieved, while ensuring our orchards are not compromising yield or quality. We will continue to develop and update resources such as foundation documents, *Kiwitech Bulletins*, webinars and *KiwiTips*."

GET continues to work with growers and their advisors, developing the industry extension capability, recognising that growers receiving accurate, consistent messaging through the industry networks is core to successful change.



The Global Extension Team running a Zespri Red Discussion Group.

New GET initiatives have also included the development of specialised technical forums. The GET Technical Forum meets monthly to discuss topical orchard-related topics with various industry technical staff from around New Zealand. Fertiliser and irrigation forums are also being held which allow technical staff, along with GET and Innovation staff, to engage in nutrient and irrigation management discussions.

Global support

In-line with the Zespri priority of 12-month supply, a number of the team have responsibilities in supporting our offshore production areas of France, Italy, Japan and South Korea. This is known as Zespri Global Supply (ZGS).

This support includes:

- Producing grower friendly regionalised resources. For example, a recent Bounty publication co-developed with New Zealand growers for Italian growers struggling with Kiwifruit Vine Decline Syndrome.
- Providing input on protocols and data analysis to ensure Zespri grower research is done consistently around the world.

Collaboration with our ZGS team is key to achieving our shared objectives. Growers needs are similar around the world and these interactions are mutually beneficial. For example, we are learning a lot about managing Brown Marmorated Stink Bug from our Italian colleagues and our global orchard network allows us to do two seasons worth of work in one year.

WHAT IS EXTENSION?

The science of enabling behavioral change within agricultural communities or simply delivering the right knowledge at the right time to the right people in the right way to ensure effective positive change.

THE GET PURPOSE

To inspire and support our growers to make continuous improvement in their production of the world's best kiwifruit.

GET RESOURCES

- Resources from events are found at Canopy > Growing Kiwifruit > Global Extension Team > GET Events & Webinars
- Other resources can be found under each topic under the orchard management section of Canopy: Canopy > Growing Kiwifruit > Orchard Management.
- Recent resources:
 - Spotlight on Nutrient Management* booklet: Canopy > Growing Kiwifruit > Orchard Management > Nutrition, Soil & Water > Plant Nutrition & Nitrogen
 - Bounty 71 KiwiTech Bulletin N103*: Canopy > Zespri & The Kiwifruit Industry > Publications > Kiwitech Bulletins > All KiwiTech Bulletins.

DO YOU RECEIVE OUR REGULAR E-NEWSLETTERS?

GET has two regular e-newsletters, delivered straight to your email: *KiwiTips*, which gives you useful seasonal information and links to recent resources; and *GraftCare*, which is all about topical information relating to newly grafted orchards. If you aren't receiving them, please email extension@zespri.com to be added to the list.

ROUND UP OF GET SPRING EVENTS

While we have had a strong focus on Zespri Red and water and nutrient management, we have also been involved in many other areas of orchard productivity: from Safe Spraying workshops and webinars, the Industry Technical update (China Protocol), a Beekeepers event, Future Pest Fighting Tools event, through to Zespri Red

focus and discussion groups, post-harvest field days, fertiliser forums and innovation R&D days!

Resources or videos produced from some of these events are available on Canopy > Growing Kiwifruit > Global Extension Team > GET Events & Webinars > 2020 GET Events.



From top left, clockwise: Beekeepers event; New tech/grower rep meeting on pollination and canopy management; Sustainable orchard productivity R&D update; supporting post-harvest field days; Tech forum.

INNOVATION SUSTAINABLE ORCHARD PRODUCTIVITY R&D UPDATE VIDEOS AVAILABLE

Videos from the Sustainable Orchard Productivity R&D update on 15 October are now available on Canopy > Growing Kiwifruit > Global Extension Team > GET Events & Webinars > 2020 GET Events. Split into four, you can watch an overview of the Sustainable Orchard Productivity

innovation portfolios in video 1, and then delve into more details of different research projects within the Global Sustainability portfolio (video 2), Orchard Technology portfolio (video 3) and Orchard Productivity portfolio (video 4).

FUTURE PEST FIGHTING EVENT – VIDEOS AVAILABLE

Videos from the Future Pest Fighting event hosted by Zespri Innovation, in partnership with Plant & Food Research and the Global Extension Team, are now available on Canopy > Zespri & The Kiwifruit Industry > News > Future Pest Fighting Tools Event - Videos.

This was an informative session outlining key aspects of the biology of Scale and Sooty mould, a refresher on all we know about managing them, and current and future research plans.

HAPPY HOLIDAYS FROM THE GLOBAL EXTENSION TEAM!



We hope you have a safe festive period and GET plenty of time with friends and family.



A Special Award was won by the New Zealand kiwifruit industry for its outstanding commitment to biosecurity.

KIWIFRUIT INDUSTRY CHAMPIONS CELEBRATED AT NATIONAL AWARDS



Representatives from the kiwifruit industry have been awarded in recognition of their outstanding contributions towards protecting New Zealand from pests and diseases.

At the annual New Zealand Biosecurity Awards held in Wellington Monday 16 November, Kiwifruit Vine Health (KVH) accepted the New Zealand Biosecurity Special Award for outstanding commitment to biosecurity on behalf of the kiwifruit industry. Linda Peacock, Industry Liaison & Technical Specialist at KVH was also awarded the Minister's Biosecurity Award for services to the kiwifruit industry.

Minister for Biosecurity, Hon. Damien O'Connor noted Linda has worked tirelessly with growers and technical teams from across the regions for more than 30 years, taking science-based lessons and turning them into easily understood, practical solutions to help kiwifruit growers.

"Highly regarded across industry, Linda has been an incredible mentor who always puts the needs of growers first, with passion and empathy," says Minister O'Connor.

"She's also an active contributor to regional biosecurity networks KiwiNet and Tauranga Moana Biosecurity Capital, and a member of the Psa research steering group and the Zespri crop protection steering group. Linda's leadership, expertise and unwavering commitment to guarding against unwanted pests and diseases has been an asset to the industry and our communities across Aotearoa."

In presenting the Special Award to KVH, Minister O'Connor said the New Zealand kiwifruit industry has demonstrated exceptional leadership in the face of biosecurity incursions, driving research and managing the impacts, while also ensuring the welfare of our growers.

"The industry, alongside the Ministry for Primary Industries, laid the foundations for a new era of biosecurity partnership, with the first signing of the Government Industry Agreement for Biosecurity Readiness and Response Deed – a commitment to working together on preparing for pests and disease and on managing them if an incursion occurs."

"The resilience demonstrated by this industry during earlier responses has carried through to today; it continues to pride itself on driving a collaborative approach to biosecurity and is an early adopter of new and innovative ways to managing this on behalf of its growers and the wider New Zealand food and fibre sectors."

KVH chairman Dr David Tanner said the awards recognise the pivotal role people from within the kiwifruit industry, and KVH,

have had in managing Psa since the initial outbreak of the disease and in developing robust biosecurity processes and resources to boost the industry's biosecurity integrity.

"This is recognition for the industry as a whole," says Mr Tanner.

"KVH was formed 10 years ago as the industry reeled from the discovery of Psa. Over the decade since, KVH — including Linda — has worked alongside industry and Government to help growers recover and prosper. The team is dedicated to its role in helping protect the livelihoods of New Zealand kiwifruit growers from all pests and diseases, through monitoring, education, technology, and partnerships with Government and biosecurity agencies."

KVH chief executive Stu Hutchings said the awards celebrate the partnership approach which had ensured the industry was better placed for any future biosecurity event.

"There is no doubt that by working in partnership, we can achieve better biosecurity outcomes. The entire industry has embraced a collaborative approach for many years and it was an honour to accept this award on behalf of all our growers and those across the kiwifruit industry who support our work and come together as one committed team," Mr Hutchings said.



Minister's Biosecurity Award recipient Linda Peacock of Kiwifruit Vine Health.

NEW APP MAKES REPORTING PESTS EASIER



Biosecurity is everyone's responsibility, and we can all protect our industry investments from unwanted pests and diseases.

One of the best ways we can work together is through general surveillance — harnessing the skills of those who are out on our orchards, to contribute to gathering and reporting information around the presence of potentially new and unwanted threats. This is important because we know that early detection of unusual pests is one of the biggest indicators of a successful eradication. The earlier we catch a threat, the more options we have for eradication, resulting in more cost effective, efficient, and ultimately successful response programmes.

Reporting the unusual has been made easier with the new *Find-A-Pest* app, free to download from the Apple and Google app stores.

Users can easily submit photos, and any additional information (i.e., where pests were found, damage, and size) straight from their phones. To ensure it is functional for our growers and kiwifruit community, we have allowed for offline reporting, which means if you are out of Wi-Fi range or mobile reception, your report will be uploaded when you return to service. The app will automatically store the date, time, and GPS location of each observation, and you can choose to obscure your location from public view, if you wish.

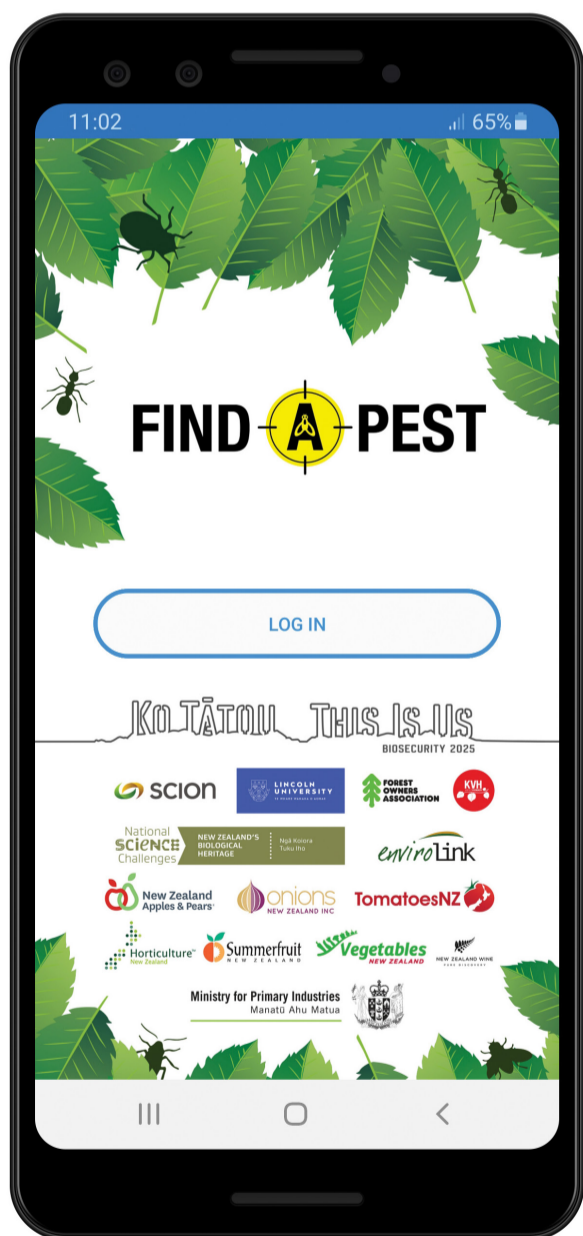
The app includes up-to-date factsheets and a list of pests specific to the kiwifruit industry. The factsheets cover new to New Zealand unwanted pests, such as the Brown Marmorated Stink Bug (BMSB), as

well as pests that are already established in kiwifruit — this helps you to keep a watchful eye on your surroundings and look for likely threats. It also includes a general news function where KVH can relay biosecurity information, such as upcoming events, to ensure everyone remains biosecurity aware. It is also equipped with a push notification system for biosecurity alerts to help users keep up-to-date with urgent biosecurity news, such as a new incursion in your area.

Find-A-Pest is not intended to be used in isolation, but rather in unison with other reporting methods, including calling or emailing the KVH office (on 0800 665 825 or info@kvh.org.nz), or phoning the Biosecurity New Zealand hotline (0800 80 99 66). It aids in easy, quick and accurate detections and identifications of pests for the kiwifruit industry and beyond, which will in turn keep our industry, and New Zealand, safe from the threat of unwanted pests and diseases.

Many other primary industry groups are also using the app to build up extensive knowledge about potential threats that could have wide ranging impacts on sectors across the country, including forestry, various horticulture industries, Regional Councils, and the Department of Conservation.

Visit the *Find-A-Pest* website at www.findapest.nz to learn more.



NEW PORT BIOSECURITY KITS

All staffrooms, portacoms and other frontline workers spaces are now equipped with basic biosecurity kits, thanks to the Port of Tauranga Biosecurity Excellence programme, run by the Port, KVH and local Biosecurity New Zealand office.

The kits are a simple and useful tool to help frontline staff who work within the Port community to collect, record and report anything unusual that they may find (dead or alive) when working with ships, cargo and containers on the Port, or unloading imported products.

Containing different sized plastic bags, pottles, containers, a reporting guide, and information about our most unwanted pest threats — like stink bugs — the kits also let people know what happens next and when/how Biosecurity New Zealand and the Port will be in touch to manage any further investigation.

The kits were launched as part of Biosecurity Week in the region and will continue to be rolled-out throughout November and December.



Melissa van den Heuvel, an Industry Systems Associate at NZ Avocado, was named Bay of Plenty's Young Grower winner earlier this year.

YOUNG GROWERS SOUGHT TO SHOWCASE SKILLS

Do you know a talented young fruit or vegetable grower? Applications are now being accepted from across the Bay of Plenty, Waikato and Northland to compete in the 2021 BOP Young Grower competition.

By inspiring and acknowledging the talents of young people employed in the fruit and vegetable sectors, the Young Grower competition aims to both showcase the hidden talent within the horticulture industry as well as promote these skilled future leaders potential. The Northland and the Waikato regions do not have their own competition and so are also invited to join the Bay of Plenty competition.

The 2021 competition, to be held on 18 February, is a fun-filled and challenging full day event in which contestants undertake a range of horticultural related theory and practical activities. To round off the day, a gala dinner will be held where contestants participate in a

speech competition and awards will be presented to the winners.

Cash prizes will be up for grabs for the first three places and the winner of the Bay of Plenty Young Grower 2021 receives a media and presentation development course in Auckland, all-expenses paid trip to the Horticulture New Zealand conference at Mystery Creek, as well as to Wellington to compete in the national Young Grower of the Year competition.

Do you know someone who has what it takes to be one of the best? More information on the competition, including sponsorship opportunities can be found at www.bopyounggrower.co.nz.

INDUSTRY SUPPLY GROUP (ISG)

NOVEMBER MEETING

The main agenda items discussed were as follows:

- ECPI scoring system review
- Operations/quality/market updates
- Maturity Clearance System and taste update
- The Horizon Programme update
- Sub-group Updates

The final ISG meeting for the year will be held on 10 December 2020.





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

Does Zespri validate all orders of grafted plants from licensed nurseries for both Gold3 (ZESY002) and Red19 (ZES008)?

Yes. All Zespri licensed nurseries are required to submit their grafted plant orders (for all licensed varieties) prior to any plant material being transacted as required by the Nursery Propagation Facility Agreement. This is to protect the Plant Variety Rights owned and protected by Zespri Group Limited. Any transactions of grafted plants that have not sought the approval can ultimately result in termination of the Nursery Propagation Facility Agreement. Growers will also receive confirmation of the plant transaction approval going forward. If you have any questions regarding the approval process please contact David Cant, Nursery Manager on 027 555 7963 or nursery@zespri.com.

My GAP audit requests verification of my Food Act registration. How do I check if I am registered for the Food Act?

Food Act registrations are issued by the Ministry of Primary Industries (MPI). You can check your registration on their online public register here: <http://mpiportal.force.com/publicregister/>. Your registration will be held in the name of your GAP Legal Entity.

My Food Act Registration is coming up for renewal. How do I renew it?

In December, Zespri will send an email out to your registered email address for you to confirm your details remain the same. Once confirmed, Zespri can renew your registration with MPI on your behalf.

Why is it important to complete my 2020 grower registration?

Completing your 2020 grower registration ensures that your orchard and account information is accurate and up-to-date. Up-to-date information ensures that only the people you wish to grant access to your information through the portal can do so. It also ensures important industry communications are going to the right place and person. The quickest way to complete your grower registration is through the Industry Portal by clicking on the 'registrations' icon on the home page. If you experience any problems or need guidance, please contact our Grower Support Services team on 0800 155 355.

Do I have to get pest monitoring done this season?

Yes. The kiwifruit industry is preparing for new market access requirements for China as a result of a new market access protocol that is currently being negotiated between the governments of New Zealand and China. A key component of the protocol is strengthening on-orchard pest monitoring and management.

In preparation for the new market access requirements, all kiwifruit orchards will be required to observe new monitoring requirements in the 2020/21 season, and all kiwifruit orchards will now need to be formally monitored for Scale, Mealybug, Leafrollers and Wheatbug.

If you have questions on pest monitoring requirements for 2021 and what this means for your orchard or pest monitoring centre, please contact our Pre-Harvest Programme Manager: melanie.walker@zespri.com.

Why is my hail rebate for my covered block lower this year when I had more trays?

The rebate this year was a lot lower as it is based on 80 percent of the total cost of the hail scheme for the covered canopy block production. There were high hail claims last year, resulting in a much larger cost of the scheme. This year, we had very minimal claims and so the cost of the scheme is much lower. This means the rebate is lower in comparison.

GREAT TURNOUT FOR ZESPRI ORGANICS DAY

On 20 November, the Zespri Grower Liaison team hosted an Organic field day in Te Puke, with a focus on growing under an organic management system.

Around 100 growers, both organic and those curious to find out more about organics, attended to learn more about pest management, ways to improve size profile, and the challenges and opportunities involved in developing a greenfields Organic SunGold Kiwifruit orchard.

The field day was followed by dinner at the Zespri office, where Zespri Organic Market Manager Alice Moore provided the audience with insights into the global demand for organics, and organic market performance. The evening was a fantastic opportunity for growers to catch up and mingle. We look forward to hosting similar events for our growers in the future.

If you missed this event and are interested in learning more about organic production, please contact us at organics@zespri.com.



Growers at our Organic Field Day event in Te Puke.

ZESPRI'S INAUGURAL FISHING COMPETITION – FEBRUARY 2021

Zespri's first fishing tournament that extends across all kiwifruit growing regions, with prize-giving base being at Tauranga and live streamed to the other regions.

Dates

Thursday 11 February to
Saturday 13 February 2021

Schedule

Briefing – 12.00pm Thursday

Fishing – 4.00pm Thursday to
12.00pm Saturday

Prize-giving – 3.00pm Saturday

Species Categories

- Snapper
- Kingfish
- Kahawai
- Terakihi
- Trevally

Details

\$30 per angler – anglers must be related to the industry, and boats must have at least one grower registered.

"Weigh-in" will be photo entries, assessed by length not weight, and submitted via an online platform to allow continuity with anglers in multiple fishing regions and for anglers to choose how to deal with their catch after the photo has been taken.

Register

Register your interest now at www.zesprievents.co.nz/fishingcomp2021. Spaces are limited, first in first served.

If you have any questions, or if you have spare space on your boat, or are keen to attend but have no boat to go on, please contact Grower Liaison Manager Casie Rudnicki on 0272712695 or casie.rudnicki@zespri.com.

2021 ZESPRI GROWER TOUR OF NEW ZEALAND

Traditionally, the Zespri Grower Liaison Team host tours overseas so growers get some first-hand experience in the markets and on orchards. However, due to COVID-19 travel has been restricted for the next few years, so we have decided to offer a tour of our own backyard.

Zespri is looking at hosting kiwifruit growers in an amazing self-funded adventure of the South Island in early March 2021. The tour will be around one week long and feature a mix of horticulture, fisheries, and beautiful scenery.

Highlights include:

- Hops harvest and brewery
- Winery harvest and tours

- Fish hatchery and breeding at Plant & Food Research
- Apple harvest and packhouse
- Kiwifruit orchards and packhouse

As well as industry visits, there will be a little bit of fun thrown in with a day spent in Kaikōrero with optional excursions including fishing, kayaking, cycling, or walking the amazing tracks.

The tour will fly into Nelson and out of Blenheim. If you are interested in joining, please register at www.zesprievents.co.nz/2021growertour or contact Sue Groenewald: email sue.groenewald@zespri.com or phone 027 493 1987.

OPEN FARMS 2021

Zespri is seeking expressions of interest to showcase your orchard on 21 February 2021 for the Open Farms network. Open Farms is a nationwide open farm day event, facilitating on-farm experiences for urban Kiwis to reconnect with our food, land and farmers.

Please register your interest with Sue Groenewald on sue.groenewald@zespri.com or 027 493 1987.

CHRISTMAS SHUTDOWN HOURS

Zespri's New Zealand office will close for the Christmas break from 3pm on Wednesday 23 December and will reopen on Thursday 7 January at 9am. There will be no New Zealand staff on site during this time. It's a great opportunity for most of our team to spend some quality time with family and friends and to recharge ourselves over the summer holiday season.

If you have any urgent spray, KiwiGreen, crop protection or pest queries, please contact: **Melanie Walker – 021 182 2343.**

If you have an urgent matter and need to contact someone from the Grower Services Team, please call your Grower Liaison Manager:

Tom MacMorran 027 511 2005
Sylvia Warren 022 101 8550
Brad Ririnui 021 757 843
Sue Groenewald 027 493 1987
Casie Rudnicki 027 271 2695

