



P4: ZESPRI IN
THE COMMUNITY



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MARKETS



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AHEAD – MARCH



P14: FROM
THE FIELD

THE 2022 KIWIFRUIT HARVEST BEGINS

New Zealand's 2022 kiwifruit harvest has kicked off with the first crop of Zespri RubyRed™ Kiwifruit picked in Te Puke in February, with more kiwifruit to be picked around New Zealand over the coming months.



Zespri CEO Dan Mathieson inspects the first crop with Gopa Bains from Bains Horticulture. 2022 marks the first year that RubyRed™ Kiwifruit will be sold in commercial volumes.

FEBRUARY FORECAST FOR GROWER RETURNS

The updated forecast reflects mixed results given the ongoing impact of COVID-19 on the global supply chain. Forecast Green and Organic Green returns have decreased based on expected late season fruit quality issues, although these returns remain largely in line with or better than the guidance published in December 2021. SunGold Kiwifruit returns have improved, with late season fruit continuing to sell through well. Organic SunGold Kiwifruit returns have also increased on the back of better-than-anticipated fruit loss from extensive shipping delays on North America's West Coast.

Despite the extraordinary challenges we've faced in market, throughout the supply chain and on orchard, all returns remain within our initial season forecast ranges, with the February per hectare forecast returns the second-best on record, outside of the 2018 Organic Green season return.

Following discussion at the Industry Advisory Council, February forecast returns also include an additional extraordinary five cents per class 1 tray loyalty payment to account for recent accounting policy changes outlined below.

The **total fruit and service payment**, across all pools and excluding the loyalty premium, is forecast at \$2.38 billion. The Zespri Board also approved a **net profit after tax range** for the year ended 31 March 2022 of \$320 million to \$350 million, which includes licence release income.

Due to the accounting change outlined below the Board has also approved an **increase in the dividend pay-out ratio from 85 to 90% for 2021/22. As a result, the 2021/22 dividend per share range in the February Forecast has increased to \$1.60 to \$1.70.**

Material change to Financial Reporting Accounting Standards

Following agreement at the Industry Advisory Council, the Zespri Board has approved an extraordinary New Zealand loyalty payment of five cents per class 1 tray for the next three years through until 2023/24. This stems from changes to international accounting standards which were highlighted in November 2021. The major impact on Zespri centres on the significant expenditure relating to the Horizon Programme, as a large proportion of this expenditure is now required to be expensed for accounting purposes as incurred, whereas previously it was capitalised and amortised over the life of the asset.

The accounting policy change will have indirect implications for Zespri New Zealand margin resets, and New Zealand loyalty payments. The extraordinary loyalty of five cents per class 1 tray per year for the next three years offsets the estimated impact on New Zealand growers.

The extraordinary loyalty for 2021/22 has been factored into the latest forecast OGRs and will be paid as part of the final instalment each June. These payments will be in addition to the normal base loyalty and profit-share additional loyalty that will continue to operate.

Pools (Fruit Categories)	2021/22 February forecast (Per Tray)	2021/22 November forecast (Per Tray)	2021/22 February forecast (Per Ha)	2021/22 November forecast (Per Ha)
Zespri Green	\$6.25	\$6.34	\$74,288	\$75,490
Zespri Organic Green	\$9.49	\$9.54	\$66,046	\$66,434
Zespri SunGold Kiwifruit	\$11.27	\$11.05	\$172,405	\$169,303
Zespri Organic SunGold Kiwifruit	\$12.42	\$12.23	\$141,629	\$139,646
Zespri Green14	\$7.65	\$7.60	\$53,392	\$53,096

NB: In December, Zespri issued updated guidance indicating likely reductions to November forecast OGRs of between \$0.10 to \$0.15 per tray for Zespri Green and \$0.15 to \$0.20 per tray for Zespri Organic Green.

GROWER ROADSHOWS – NOW ONLINE

In light of COVID-19, Zespri will be shifting the next round of grower roadshows online.

These meetings will now take place via Teams calls where growers will have the opportunity to ask questions throughout the meeting. All growers may join any of the sessions that suit them best and details for how to join are available on Canopy.

The meetings will feature updates on COVID-19 protocols, 2022 season planning and our ZGS supply strategy from Dan Mathieson and members of the Zespri team, as well as NZKGI and KVH.

Register to attend here: <https://zesprievents.eventsair.com/growerservices/glm/Site/Register> and a link to the Teams call will be sent to you.

Date	Time	Location
Thursday 3 March	10am-12noon	Nelson focused Online Roadshow
Friday 4 March	10am-12noon	Open Online Roadshow
Monday 7 March	10am-12noon	
Tuesday 8 March	6pm - 8pm	
Wednesday 9 March	10am-12noon	

LICENCE RELEASE UPDATE 2022

2022 LICENCE APPLICATIONS OPEN SOON

The Zespri SunGold and RubyRed™ Kiwifruit Closed Tender Bids open 21 March. The 2022 Licence Applications for 'finishing off' blocks open on 7 March, closing 5pm, 18 March.

Grower Information Sheets and the Licence Application Overview and Rules (LAOR) for the two processes are available now on Canopy to help you familiarise yourself with the changes to the 2022 licence release.

Growers are required to inform themselves on the Associated Parties rule for both Zespri SunGold and RubyRed™ Kiwifruit. Growers who have Associated Parties that are participating in these bidding processes are urged to take advantage of the Pre-Approval Process (refer to the calendar on the right).

The updates to the 2022 licence release are more complex than in previous years. Please take note of the information below as it provides updates to the previously published licence release requirements in last month's *Kiwiflier*, including changes to key dates.

Further information and clarification on the 2022 licence release will continue to be communicated over the coming months on Canopy. <https://canopy.zespri.com/EN/grow/licensing/releaseandallocation/Pages/default.aspx>.



KEY DATES

Key dates | SunGold and Organic SunGold Kiwifruit 'Finishing Off' Blocks Process

3-16 March 2022	Pre-Approval Process period for 'finishing off' blocks.
7 March 2022	'Finishing off' blocks application process opens.
18 March 2022	Closing date for 'finishing off' blocks applications.
7-18 March 2022	Zespri and Cooney Lees Morgan will validate Bids and notify Bidders as soon as possible after Bids are received.
Early May 2022	Successful 'finishing off' blocks Bidders will be notified of the 'finishing off' block price (GST inclusive) as soon as possible thereafter.

**Dates may be subject to change.*

Key dates | SunGold and RubyRed™ Kiwifruit Tender Process

31 January 2022	Deadline for allocation of a KPIN for new developments that any grower wishes to include in the Zespri SunGold Kiwifruit tender process.
28 February 2022	Licence Application Overview and Rules published for Zespri SunGold and RubyRed™ tender processes.
3-18 March 2022	Pre-Approval Process for Closed Tender Bid: Associated Bidders and Plantable Area (Plantable Area - SunGold tender only).
21 March 2022	Application process for SunGold and RubyRed™ begins.
30 March 2022	Closing date for bids.
Early May 2022	Successful licence bidders notified; licence deposit required to be paid within three working days.



2022 LICENCE APPLICATION OVERVIEW AND RULES AVAILABLE NOW

The LAOR documents contain the rules and application forms for each allocation and can now be accessed via Canopy or downloaded via the links noted here.

Any person wishing to make an application must fully inform themselves by reading the relevant New Variety Information Guide, any Licence Application documents available, plus any supplementary information on Canopy.

Zespri SunGold and RubyRed™ Kiwifruit Closed Tender Bid LOAR

The Closed Tender Bid for Zespri SunGold and RubyRed™ Kiwifruit opens on 21 March 2022.

- 2022 Zespri SunGold Kiwifruit (Gold3) Licence Application Overview and Rules (LAOR). <https://canopy.zespri.com/EN/grow/licensing/releaseandallocation/Documents/2022-Sungold-Closed-Tender-Bid-LAOR.pdf>.

- 2022 Zespri RubyRed™ Kiwifruit (Red19) Licence Application Overview and Rules (LAOR). <https://canopy.zespri.com/EN/grow/licensing/releaseandallocation/Documents/2022-RubyRed-Closed-Tender-Bid-LOAR.pdf>.

'Finishing Off' Blocks LOAR

The 'Finishing Off' Blocks process allows growers to 'finish off' blocks where there is a small area of incomplete Zespri Organic SunGold and SunGold Kiwifruit licence plantings. This process is separate to the Closed Tender Bid, opening 7 March and closing 5pm, 18 March.

- 2022 Zespri SunGold Kiwifruit (Gold3) 'Finishing Off' Blocks Licence Application Overview and Rules (LAOR). <https://canopy.zespri.com/EN/grow/licensing/releaseandallocation/Documents/2022-Sungold-Finishing-off-blocks-LAOR.pdf>.
- 2022 Zespri Organic SunGold (Gold3) 'Finishing Off' Blocks Licence Application Overview and Rules (LAOR). <https://canopy.zespri.com/EN/grow/licensing/releaseandallocation/Documents/2022-Organic-SunGold-Finishing-off-blocks-LAOR.pdf>.

2022 LICENCE RELEASE GROWER INFORMATION

The 2022 Licence Release Grower Information Sheets are now available on Canopy and can be downloaded below.

The information sheets aim to assist anyone wanting to participate in the upcoming Licence Tender Process under the new rules implemented at the end of 2021.

- 2022 Zespri 'Associated Persons' Grower Information. View [here](#).
- 2022 Zespri 'Plantable Area' Grower Information. View [here](#).
- 2022 Zespri 'Finishing Off' Blocks Grower information. View [here](#).
- 2022 Zespri Advice to Bidders with Property Under Sales and Purchase Agreement. View [here](#).



LICENCE RELEASE ASSISTANCE BOOKING SYSTEM

Zespri is continuing to monitor the COVID-19 situation closely. Due to this, for the upcoming 2022 Licence Release, any individual wanting advice or assistance relating to any part of the Licence Release and would like face-to-face contact will now be required to book a meeting with the Licence Team prior to entering the Zespri offices.

To make a booking please contact the Zespri Grower Support Services Team on 0800 155 355 or email new.cultivars@zespri.com. If you arrive at the Zespri offices without a prior arrangement, we cannot guarantee there will be someone available to assist you and you may be asked to arrange a meeting for a later date.

To enter Zespri offices the following requirements must also be met. These requirements reflect Zespri's

commitment to support our people, industry and communities, and mitigate the risks associated with COVID-19.

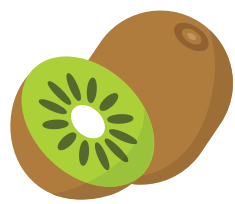
The new requirements will mean:

- All staff, contractors, growers and other visitors who wish to physically be onsite at Zespri offices (and other sites we control) will be asked to show their vaccination status and demonstrate they are fully vaccinated.
- Any staff, contractors, growers, or other visitors who are not fully vaccinated or who are not prepared to disclose their vaccination status will be required to provide a negative COVID-19 test (RAT) from within the past 24 hours to gain entry into the Zespri offices.

Please note these changes will be reviewed regularly.

KEY THINGS TO REMEMBER ABOUT SENDING YOUR APPLICATION FORM:

- Is the file format a PDF or JPEG?
- Please send each application separately via email, no hyperlinks.
- Have you included GST in your price?
- Are your price and hectare figures in the right box?
- Open the attachment before sending and check that all pages are included before sending.
- Copy the email to yourself so that you have a record of it.
- Check the automated reply to make sure it was received correctly.



2022 SEASON UPDATE

As we begin the 2022 harvest, the industry is working to overcome challenges which may affect the season ahead. The labour supply has been significantly impacted by the COVID-19 pandemic and further disruptions are expected due to the Omicron outbreak.

China is implementing a new market access protocol and we continue to see ongoing challenges in global shipping

and logistics which will impact fruit delivery to markets and customers.

As an industry we are stronger when we work together and Zespri, suppliers, NZKGI and industry stakeholders have been working closely to give ourselves the best opportunity to respond to this season's challenges for a successful 2022 harvest.

NAVIGATING THE SEASON'S CHALLENGES

Building on the updated Five-Point Action Plan outlined, Zespri and industry partners have been working through several additional measures to mitigate the labour supply risks that face our industry, including the following:

Kiwifruit industry confirmed as critical workforce.

The result of extensive consultation with the New Zealand Government sees the kiwifruit industry included within the definition of critical workforces in the Government's Phase 3 Omicron response.

This is an integral step and enables the use of Rapid Antigen Testing (RAT) as a tool for industry partners to manage and protect their labour force.

A pan-industry ISG working group has also undertaken proactive scenario planning to identify available measures that can be implemented as needed as COVID-19 escalates and significantly impacts harvest and packing operations.

Minimising the impact of China's market access requirements.

China is an important strategic market for Zespri and provides strong returns to our growers. China's mandated COVID-19 elimination strategy expects all food importers to have appropriate measures in place through their supply

chain to manage the risk of imported food bringing COVID-19 into China. Zespri is working closely with the Ministry of Primary Industries (MPI) to ensure our supply chain abides by Chinese authorities' expectations, and with suppliers to implement new systems within packing facilities.

In order to mitigate risk and gain market access, Zespri is intending to move volume into the China market earlier than previous seasons and plans to hold additional inventory in-market. Contingency measures will also be in place if volume needs to be redirected from China to other markets due to market access issues.

Continuing strong relationships with shipping providers.

2021 was a year of significant shipping and logistical challenges including port congestion impacting shipping capacity and causing global delays. While the shipping situation is not expected to improve in 2022, Zespri is well positioned to navigate through the global supply chain challenges due to our scale and long-term partnerships with shipping providers. These partnerships provide the industry with greater certainty around shipping fruit and pricing during a time of substantial freight costs inflation.

THE FIVE-POINT ACTION PLAN - 2022 UPDATE

Having anticipated a significant labour shortage for the 2022 harvest season, the industry came together in 2021 to streamline processes and optimize available labour.

As a result, the Five-Point Action Plan was agreed at IAC in October 2021 and focused on spreading the flow of fruit through the season and removing impediments to harvest. The Five-Point Action Plan has now been updated to reflect the actions that have been taken to streamline this year's harvest.

OUR UPDATED FIVE-POINT ACTION PLAN INCLUDES:



1. Period 1 Procurement – Zespri intends to procure significantly more fruit earlier in the season to fill unutilised packing capacity in Weeks 12, 13, 14 and 15.



2. Review Bulk Pack Mix – The proportion of bulk versus layered packing has been reviewed to maximise labour efficiency through packing.



3. Taste and Maturity Clearance Systems – Taste Zespri Programme and Maturity Clearance Systems teams have implemented adjustments which aim to reduce harvest delay and smooth the flow of fruit.



4. Size 39 Zespri SunGold Kiwifruit – Zespri has minimised the impact size 39 Zespri SunGold Kiwifruit can have on delaying harvest by moving size 39 fruit to a non-standard supply, and adjusting the weight bands to move a proportion of size 39 into the size 36 band.



5. Shipping Schedule – A review of shipping commitments by Zespri to relieve pressure on post-harvest cool store capacity will form part of the 2022 shipping schedule.

GROWER PREPARATION FOR HARVEST

Growers are encouraged to proactively prepare for harvest and consider the following factors:

Increase your volume of early SunGold Kiwifruit.

- Identify orchards or blocks where you can target an earlier start and take advantage of the increased KiwiStart opportunity.

Take your harvest opportunity and avoid delay.

- It's recommended to take a conservative approach– seek to have your fruit harvested as soon as the opportunity is available to avoid the risk that labour or packing capacity is not available at a later stage.
- Changes have been made to reduce harvest impediments such as moving size 39 SunGold Kiwifruit to a non-standard supply, reducing the opportunity cost of the taste incentive, and reviewing KiwiStart rates particularly in the later weeks.

Prepare your crop to optimise harvest and packing.

- Complete thinning and clean up to optimise efficiency.
- Complete girdling and activities to boost dry matter to avoid harvest delay.

Proactively take responsibility to find additional labour.

- Bring in those around you to contribute to the picking and packing to help get through.

Work together and support those around you.

- It's anticipated that the season may have regular events that provide challenges and uncertainty. Growers should be prepared for regular changes to be made quickly to respond to the harvest challenges.
- Look out for those around you and be supportive as we are stronger if we work together and give ourselves the best chance of a successful harvest.

SUNGOLD KIWISTART DRY MATTER CRITERIA LOWERED

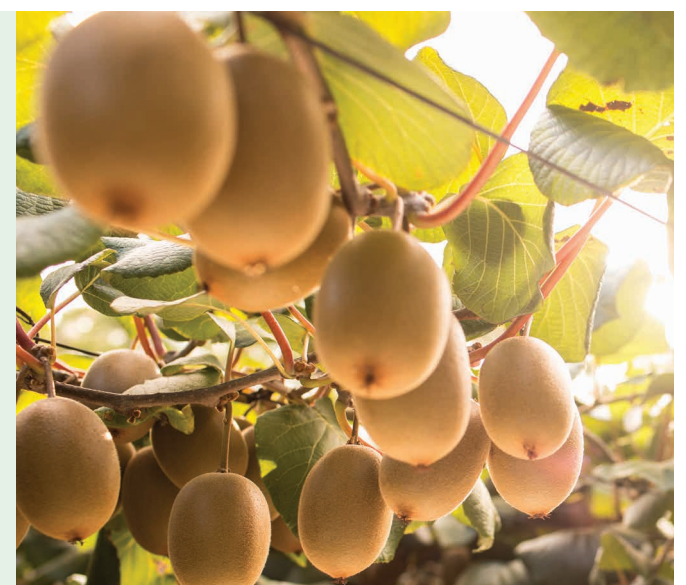
On Thursday 24 February 2022 the Industry Supply Group (ISG) resolved to lower the SunGold KiwiStart dry matter criteria to 16.1 for standard supply sizes (sizes 16-36) and 16.6 for non-standard supply (size 39) which reflects Mainpack's criteria.

As previously communicated by Zespri the SunGold KiwiStart dry matter criteria would be reduced if the 2022 season was expected to be a medium or low dry matter season for SunGold Kiwifruit. The week 7 clearance monitoring round conducted by Zespri indicates that the 2022 season is expected to be

a medium dry matter season for SunGold Kiwifruit, and therefore the dry matter criteria has been reduced.

The sample results for the maturity areas included in the week 7 clearance monitoring round are now available in the Maturity Clearance System (MCS). Please note that the results were not released until after 24 February to reflect ISG's decision to lower the KiwiStart dry matter threshold criteria for all sizes.

Taste remains critical to our ability to build demand and increase value back to growers.





ZESPRI IN THE COMMUNITY

2022 Zespri Industry Governance Programme Candidates Selected

We're pleased to announce the selection of our four strong candidates to the 2022 Zespri Industry Governance Development Programme (IGDP). Andrew Livingston, Luke McKay, Shannon Harnett and Tammy Hill have all been selected to participate in this year's programme, which is part-funded by Zespri.

The IGDP is designed to give candidates a solid introduction to governance and leadership possibilities, as well as allow them to gain an appreciation of their capacity and potential for future engagement in governance within the industry.

Andrew Livingston is currently General Manager of the kiwifruit portfolio at Origin Capital Partners, New Zealand's first private equity fund investing exclusively in the kiwifruit sector. Nelson-based Luke McKay is Business & Supply Chain Manager at Mainland Kiwi and is an Industry Supply Group representative.

Shannon Harnett is a Chartered Accountant and an owner of Rural Accountants in Whakatane. She is a director on a number of boards, including Sybton Horticulture Ltd, Junction Orchard Ltd and Torere 69 LP, and all of which are involved in orchard management or

investment in the industry. Tammy Hill is a Te Puke-based grower and on the executive of the New Zealand Kiwifruit Growers' Forum.

The programme will see the four candidates complete a number of components designed to further their governance experience and knowledge. This includes completing the Institute of Directors Company Directors Course, receiving media and leadership training, attending business leader forums and participating in networking opportunities. Participants will also be part of a domestic governance tour, which will see them visiting organisations across New Zealand and gaining access to some of the top leaders within the primary industries.

Michelle Dyer, Zespri Director and Remuneration Committee representative, would like to congratulate the four successful applicants. "We are excited to work with the four outstanding candidates, who have come from a diverse range of backgrounds and bring a wide skillset to the programme.

The group that have been chosen have shown real commitment to the horticulture and kiwifruit industry and the DRC are looking forward to seeing them progress through the programme over the next 12 months."



Andrew Livingston



Shannon Harnett



Luke McKay



Tammy Hill



International Women's Day

The Women in Kiwifruit Steering Group and Zespri invite you to celebrate this year's International Women's Day with us online on Tuesday 8 March. We have an inspiring group of wāhine who will share their business journeys, the biases they have encountered along the way and how they have overcome them. Our speakers include:

Dr Farah Palmer

Dr Farah Palmer is a former Black Ferns captain, Associate Dean – Māori at Massey University's Business School and the first woman appointed to the New Zealand Rugby Board.

Alison Barrass

Alison Barrass is a Zespri Independent Director, Chair of Babich Wines and New Zealand snack ball brand Tom & Luke, along with a number of other high-profile directorships.

Vivien Conway and Jo Cummins

Winners of the 2021 Tauranga Business Awards' 'People's Choice Award' and finalists in the 'Emerging Business' category, the founders of Girls Get Off, Viv and Jo are on a mission to empower women by removing the stigma around female pleasure.

Please register to attend our event here: <https://zesprievents.eventsair.com/international-womens-day-2022/register> and you will be sent a link to join the event closer to the time. We also have several spot prizes to be won so we hope you can join us.

Event details

Tuesday 8 March

10:00-11:30am

Online event due to the current COVID-19 Protection Framework Red setting.

New Kiwi Names Revealed!

We're really excited to share the names of the two newest kiwi chicks in the Zespri whānau! Late last year, we asked our wider community to help us choose a name for a new chick. We certainly received a variety of fantastic suggestions and put it to a vote among our Zespri people. While Fluff was a close second, we are delighted to welcome Manawa into our kiwi whānau.

For our second chick's name, we reached out to our friends at Good Neighbour for help, and they've settled on Toddy – named for one of Good Neighbour's original team members Todd Rowling. Todd's been with Good Neighbour for the last nine years and with his cheeky nature and love for the outdoors, we think it's a perfect name for the chick.



ExportNZ 50th Anniversary Postponed

Unfortunately, due to the current COVID-19 Protection Framework Red setting, the ExportNZ 50th anniversary event has been postponed until later this year.

KidsCan Back to School Campaign KidsCan

With the school year now underway, we're again partnering with KidsCan to help children with the essentials they need.

KidsCan has had a busy start to the year, as the tens of thousands of children it supports return to school. Teachers are reporting that many have arrived without the essentials

they need for learning. The charity helps by providing food, shoes, jackets and health items to tamariki in 854 schools and 130 early childhood centres nationwide. Stay tuned for more information on how Zespri is supporting KidsCan this year - all will be revealed next month so please keep an eye on our Facebook page to get involved.





FROM THE MARKETS

MARKETS EAGER FOR NEW SEASON FRUIT

Zespri's global markets are eagerly awaiting the first shipment of New Zealand-grown Kiwifruit, including the first commercial volumes of Zespri RubyRed™ Kiwifruit after a successful three-year trial across select overseas markets.

The challenges New Zealand is experiencing around cost of living increases and the impact COVID-19 restrictions have had on consumers' shopping habits are also reflected in our overseas markets yet demand for healthy food remains strong.

Our global marketing teams continue to promote kiwifruit's health benefits including kiwifruit's super Vitamin C properties, plus teams continue to be adaptive and agile in response to ongoing COVID-19 disruptions.

We again expect to have superior supply reliability this season thanks to our charter shipping programmes in major markets.

Celebrating Chinese New Year



To mark Chinese New Year celebrations, Zespri integrated the year of the tiger into a special campaign to build brand awareness during a key gifting season.

The tiger, a symbol of boldness and vitality, is a natural fit with Zespri's brand personality with the campaign highlighting

Zespri Kiwifruit's great taste and quality. Limited edition gift packs were launched across digital and social media, e-commerce and in over 3,700 stores, with the campaign being awarded 'Best Seller Golden Brand' by a local FMCG committee and capturing over 15.6 million impressions on Douyin.

Zespri Ranked in the Top 25 Netherlands FMCG Brands



Zespri's reputation and market awareness is growing in the Netherlands. For the first time Zespri has cracked the top 25 in the Netherlands' Nielsen Top 100 FMCG Brands and is the number one fruit brand. Zespri is in good company with the top 25 including well-known global brands such as Coca Cola, Nivea, and of course, Heineken.

The Netherlands Zespri team have also used a unique way to increase brand awareness, bringing the The Kiwi Brothers to life in a clever 3D format across four high foot traffic locations. You can check out how it works the 3D large screen videos here, [Frame.io](https://frame.io).

GROWERS WANTED FOR CARBON-ZERO TRIAL

As previously communicated in January's *Kiwiflier*, Zespri is looking for growers and post-harvest operators to take part in a Zero-Carbon trial on a small volume of SunGold conventional kiwifruit over two full seasons from June 2022.

The trial will help Zespri respond to growing market concern about climate change, find ways to reduce carbon emissions across the entire supply chain – orchard, post-harvest, shipping and in-market, plus reach the industry's ambitious climate goal of being carbon-zero to retail by 2030. It will also involve market research.

Trial participants will record activities which emit carbon for the 2023 and 2024 growing seasons and, in the second season, work with Zespri to find ways to reduce carbon emissions. It's an exciting opportunity to drive change and connect with leaders in this area – you can find out more on Canopy or talk to your GLM.

ZESPRI SETS UP GLOBAL SUSTAINABILITY ADVISORY BOARD

The Zespri Board has approved the establishment of a dedicated Sustainability Advisory Board (SAB) to support Zespri's leadership on the kiwifruit industry's sustainably goals.

The SAB will be chaired by Alison Barrass, independent director on the Zespri Board, and its five members will bring together a strong mix of commercial, sustainability and leadership experience. The SAB members are Lain Jager, former Zespri CEO, Kiriwaitangi Rei, CEO of Māori Investments, Steven Martina, CEO of The Greenery and one of Zespri's top European customers, Sue Garrard,

global sustainability leader, formerly Chief Sustainability Officer at Unilever, and Carolyn Mortland, former Sustainability Director at Fonterra.

The SAB will play an important role in identifying emerging sustainability issues and opportunities that will set our industry apart as a leader, plus support adoption of initiatives across the industry, build alliances across primary industries and the fresh produce sector and advocate for the industry's sustainability approach.

The first meeting of the SAB is on 8 March.



ZESPRI GLOBAL SUPPLY UPDATE

CONSULTATION ON THE 12-MONTH SUPPLY STRATEGY

Zespri's strategy is to market the world's leading portfolio of kiwifruit for all 12 months of the year. Establishing a 12-month supply means we can maintain trade relationships and shelf space throughout the year, keep our kiwifruit on shelves for our consumers and customers and continue to deliver strong returns to growers.

Our Zespri Global Supply (ZGS) team is focused on implementing this strategy and is responsible for sourcing Zespri-quality fruit in key offshore locations to fill the shelves during the off-season when New Zealand fruit is not available.

For over twenty years, this has involved working with Northern Hemisphere growers in Italy, France, Greece, Korea and Japan to provide our consumers with Zespri-quality Hayward, Hort16a, and more recently SunGold Kiwifruit. In 2019, growers gave strong support for this through a Producer Vote and approved Zespri continuing to grow and procure kiwifruit outside of New Zealand (excluding China and Chile) within the following parameters:

- Up to 5,000ha (50 million trays) of SunGold Kiwifruit
- Up to 20 million trays of Green Kiwifruit
- Up to 1,000ha of any other new variety

In the 2021/22 season, ZGS is forecast to supply ~17 million trays of SunGold Kiwifruit and ~10 million trays of Green Kiwifruit. This will extend the Zespri sales season for many retailers, and allow a 12-month supply of Green at low volumes in limited markets, but is not sufficient to provide 12-month supply of SunGold Kiwifruit. ZGS is expected to complete SunGold Kiwifruit planting up to the limit of 5,000ha in 2023 and when those hectares are all in full production, this is expected to generate around 40 million trays of fruit. However, with New Zealand growers continuing to produce more fruit to meet growing market demand, ZGS production from the approved 5,000 hectares will be well short of the production required to hold shelf-space in the New Zealand off-season.

To address this, Zespri has established a 2030 ZGS strategy which outlines how ZGS can best support New Zealand growers in the months where no New Zealand-grown fruit is available. The strategy focuses on how ZGS can expand to meet market demand by lifting productivity and planting more orchards across Northern Hemisphere locations, and lifting procurement of Hayward in Italy and Greece. If the 2030 ZGS Strategy is achieved, ZGS will be able to supply significantly increased volumes and meet target demand for Hayward and supply up to 80% of target demand for SunGold Kiwifruit by 2030 – achieving 12-month supply in key markets.

Zespri is now initiating a discussion with New Zealand growers on this strategy to expand Northern Hemisphere production to extend the sales season with the aim of achieving 12-month supply. The strategy continues to exclude the production of fruit in China or Chile. Feedback from roadshows, supply entity meetings, NZKGI and from other discussions will help inform our next steps. Under the Kiwifruit Export Regulations, a Producer Vote is required to expand beyond the current 5,000ha threshold and consideration is being given to undertaking this alongside the 2022 AGM.

From early March, a website will be available to provide growers with more information on the discussion at <https://zespriproducervote.zespri.com/>. Growers will be able to view background information on how ZGS operates, the benefits and risks of 12-month supply and performance metrics for ZGS. Growers can also use the website to provide feedback, submit any questions they may have or request additional information. Zespri will utilise the feedback received to determine our next steps, including whether to proceed with Producer Vote and what the parameters might be.

RED MEANS GO

With this season's harvest of Zespri RubyRed™ Kiwifruit underway, we are looking forward to delivering the first season of commercial volumes to consumers in New Zealand, Singapore, Japan and China in the coming weeks. The team in Taiwan are also excited to receive their first shipment of Zespri RubyRed™ this season.

Zespri RubyRed™ Kiwifruit Harvest

With an anticipated crop of around 220,000 trays of fruit this year, harvest was a couple of weeks earlier than previous years and the first fruit sailed off to Japan in Week 9. You should be seeing Zespri RubyRed™ Kiwifruit in a New World near you soon!

Zespri RubyRed™ Kiwifruit (Red19) is a naturally high dry matter fruit with a short harvest and selling season, and the model again this season is to pick-pack-ship within three weeks. For the first time packhouses across New Zealand can pack and condition Zespri RubyRed™ Kiwifruit and Zespri has been working with QAs and post-harvest to share the latest research and handling guidance.

Export criteria 2022

Zespri has set export and loadout criteria for the 2022 season to ensure the fruit arriving in the market this year meets our quality standards.

Fruit outside these criteria may not be accepted for export and would not be eligible for export pool returns - at best, fruit that doesn't meet the criteria listed below would receive a local market return from suppliers' own local market programmes.

The export and loadout criteria include:

High minimum taste standard

- A 17.2% dry matter threshold to ensure good tasting fruit arrives in market. There is no taste incentive to ensure fruit is harvested as soon as it is ready.
- There is no KiwiStart incentive or any time payments for Zespri RubyRed™ Kiwifruit because of its small harvest window and quick pick-pack-ship model.



Fruit firmness

Because Zespri RubyRed™ Kiwifruit softens faster than SunGold or Green there is a risk that fruit could arrive in market too soft to handle. As Zespri RubyRed™ Kiwifruit is re-packed into pre-packs and punnets offshore, optimal fruit firmness at the point of re-packing is critical for fruit handling purposes, so stringent criteria are in place for loadout to market:

- **Loadout firmness criteria:** In a 100 fruit sample of the smallest remaining size in your inventory – only 10 or fewer fruit below 3kgf, (kilogram-force).
- **Domestic firmness criteria:** In a 100 fruit sample of the smallest remaining size in your inventory – only 4 or fewer fruit below 0.8kgf.
- **Firmness assessment and China's Post Packing Quality Inspection (PPQI) are required if:**
 - A maturity area's 'submit date' is within seven days of the latest clearance date and fruit is loaded out in the final week of the relevant ship-by date requirement.
 - A maturity area's 'submit date' (immediately after submitting) is more than seven days from the latest clearance date, or where a Zespri dispensation maturity clearance has been granted due to on-orchard firmness being below 6kgf average firmness according to harvest criteria.

Growers will be able to access an updated Red19 New Variety Information Guide (NVIG) and 2022 NVIG Addendum on Canopy from early March.



ZESPRI GROWER SURVEY

Zespri has engaged research providers Primary Purpose to survey growers so we can better understand your views, ideas and concerns about working in the industry.

Your feedback will help us identify how we can improve our current service and meet your needs through our Grower Enablement Programme.

We will also use the results to measure our performance according to your survey feedback.

Shortly growers will receive an email from Primary Purpose with a link to the survey. We encourage you to complete the survey, which should take around 15 minutes to finish. Please note that all results are anonymous.

If you have any questions about the Zespri Grower Survey, please email contact.canopy@zespri.com, or any questions about the survey process, please email marc.elliott@primarypurpose.co.nz.

PROGRESS PAYMENT COMMENTARY

The overall intention when setting the progress payments is to ensure the percentage of total fruit and service payments (TFSP) paid over total TFSP is at similar levels as prior seasons whilst also taking into account the latest information available.

The final progress payments for March and April indicative rates are based on the February forecast. The February forecast overall TFSP per tray for Class 1 pools has not changed significantly versus the November forecast, with Green slightly down, Green Organic & Green 14 unchanged & the Gold pools higher. However, within some pools there has been variability in TFSP across sizes, particularly related to updated forecasts at a size level for late season quality claims, fruit loss, repack and tactical incentives. This has a flow on effect for March final & April indicative progress payments across sizes.

The Organic Green March progress payments for size 25/27 is a clawback of \$0.09 per tray, as a result of quality claims in Europe and increased tactical incentives in Japan to close out the season and reduce quality risk. No clawback is required from any individual grower at a total level across all sizes supplied.

Organic Gold3 Size 16/18/22 has had a clawback of \$0.12 per tray as a result of consistent COVID related delays in transit to the United States impacting demand for consignments of this size group. No clawback is required from any individual grower at a total level across all sizes supplied.

Green 14 progress payments for March have increased despite TFSP remaining unchanged from the November forecast, due to the February forecast incorporating final supplier accountability costs for the season.

2021/22 PROGRESS PAYMENTS FOR MARCH AND APRIL

CLASS 1 - APPROVED PROGRESS PAYMENT 15 MARCH 2022	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.14	\$0.35	\$0.10	\$0.10	\$0.20	\$0.20	No payment
Zespri Organic Green	\$0.19	No payment	(\$0.09)	No payment	\$0.40	\$0.40	No payment
Zespri Gold3	\$0.28	\$0.30	\$0.35	\$0.20	\$0.20	\$0.20	No supply
Zespri Organic Gold3	\$0.30	(\$0.12)	\$0.25	\$0.40	\$0.90	\$0.70	No supply
Zespri Green14	\$0.33	\$0.10	\$0.10	\$0.30	\$0.35	\$0.35	\$0.35

CLASS 1 - INDICATIVE PROGRESS PAYMENT 15 APRIL 2022	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.04	\$0.10	No payment	No payment	\$0.10	\$0.10	No payment
Zespri Organic Green	\$0.05	No payment	No payment	No payment	\$0.10	\$0.10	No payment
Zespri Gold3	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	No supply
Zespri Organic Gold3	\$0.08	No payment	\$0.10	\$0.10	\$0.10	\$0.10	No supply
Zespri Green14	\$0.10	\$0.10	\$0.05	\$0.10	\$0.10	\$0.10	\$0.10

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.

March 2022 approved progress payments on Net Submit trays

Approved per tray progress payments for 15 March 2022:

Class 1	
Zespri Green	\$0.14
Zespri Organic Green	\$0.19
Zespri Gold3	\$0.28
Zespri Organic Gold3	\$0.30
Zespri Green14	\$0.33

April 2022 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 15 April 2022:

Class 1	
Zespri Green	\$0.04
Zespri Organic Green	\$0.05
Zespri Gold3	\$0.10
Zespri Organic Gold3	\$0.08
Zespri Green14	\$0.10

SHARE BRIEFS

As at **17 February 2022** the last Zespri share price trade was **\$8.75** traded on **31 January 2022**. There were two buyers at **\$8.65** and **\$8.60**. There were five sellers at **\$8.75, \$8.00, \$9.50** and **\$11.00**. To trade Zespri shares please contact one of the registered USX brokers – See <https://canopy.zespri.com/EN/grow/zenspri/Shares> for more information.

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

NOTE: On a monthly basis, we will now be reporting on the number of shares becoming dry for the following month and those excess shares requiring to be sold for the following month.

As per Clause 22 of the constitution, shareholders who no longer supply fruit to Zespri (Dry Shareholders) will cease to receive dividend payments three years after becoming dry. For the month of March there is a total of 215,341 dry shares as of 17 February 2022 that will cease to be eligible for dividends.

Clause 21.4 of the constitution requires shareholders who are over their share cap (overshared) to sell their excess shares three years after the date they exceeded their share cap.

For the month of March there are no excess shares that are required to be sold as of 17 February 2022.

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

Want to see current buyers and sellers?

To get a list of the price for current buyers and sellers and the associated shares go to <http://www.usx.co.nz>. The Zespri Group Limited listing code is 'ZGL'. The USX website shows:

- Latest prices
- Market depth – to see the parcels of shares for sale and the parcels and price that buyers are seeking
- Last 10 trades
- Market announcements

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Below is the current Market Depth information as at 17 February 2022.

Quote Line at Thursday 17 February as at 8:50am						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	8.65	8.75	8.75	0.00	0.00	0

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	2,000	8.650	8.750	5,000	1
1	2,000	8.600	8.750	30,000	1
			8.800	5,000	1
			9.500	138,869	1
			11.000	15,000	1

Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
31/01/2022	5,000	\$8.75	43,750.000
31/01/2022	32,400	\$8.70	281,880.000
31/01/2022	5,000	\$8.70	43,500.000
26/01/2022	30,000	\$8.85	265,500.000
29/12/2021	50,000	\$8.85	442,500.000
29/12/2021	2,000	\$8.95	17,900.000
21/12/2021	61,000	\$9.00	549,000.000
20/12/2021	5,000	\$9.10	45,500.000
20/12/2021	5,000	\$9.05	42,250.000
20/12/2021	5,000	\$9.15	45,750.000

Director share trading

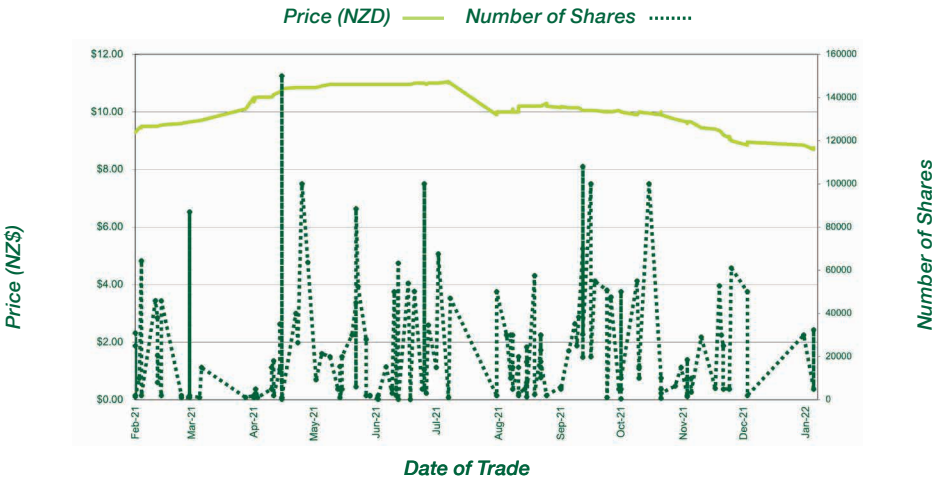
For the month of February (as at 17 February), there were no shares traded by entities associated with Zespri Directors. See the Canopy for details: Canopy > Growing Zespri Kiwifruit > Working with Zespri > Shares. Alternatively search for 'Director Shares' using the search function.

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

Zespri Shares Team

There are now two Zespri Share Registry Officers who share the role. Rosie Sim works Monday-Wednesday and Hayley McCulloch works Wednesday-Friday, so there will always be someone available to help with your Zespri shares questions. As always, please phone 0800 155 355 or email shares@zespri.com if you require assistance.

ZESPRI GROUP LIMITED SHARE TRADES 17 FEBRUARY 2021 TO 17 FEBRUARY 2022



CLASS 1 FRUIT AND SERVICE PAYMENTS AND TIMINGS

(INCLUDING LOYALTY PREMIUM)

The following charts show when Fruit and Service Payments (including Loyalty) are made throughout the season (to two decimal points).

Actual payments made YTD are above the dotted line with the average amount paid.

Payments yet to be made are indicated below the dotted line.

- Submit is paid in the early months when fruit is submitted into inventory.
- Pack and Time, KiwiStart and Taste Zespri are paid on FOBS, i.e., when fruit is shipped. Some of the Supplier Accountability payments are subject to SLA terms.
- Progress will be paid in the remaining months at levels subject to Zespri Management approval.
- Average payments per TE are based on the 2021/22 August Forecast trays and actual payments to date.
- YTD amounts for Pack and Time may move from previous Kiwiflier issues due to SLAs being paid late in a month.

ZESPRI GOLD3 FEBRUARY								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$3.30	\$0.09					\$3.39	21%
May-21		\$0.10	\$0.00				\$3.49	22%
Jun-21		\$0.13					\$3.62	22%
Jul-21		\$0.08	\$0.00	\$1.16	\$1.50		\$6.36	39%
Aug-21		\$0.14	\$0.47	\$1.50	\$0.05		\$8.52	52%
Sep-21		\$0.38		\$1.38	\$0.04		\$10.32	63%
Oct-21		\$0.30	\$0.43	\$0.33	\$0.79		\$12.16	75%
Nov-21		\$0.33	\$0.02	\$1.38	\$0.23		\$14.12	87%
Dec-21		\$0.09	\$0.02	\$0.05	\$0.71		\$14.98	92%
Jan-22			\$0.01			\$0.10	\$15.09	93%
Feb-22		\$0.00	\$0.01	\$0.00	\$0.40		\$15.51	95%
Mar-22					\$0.28		•	97%
Apr-22					\$0.10		•	•
May-22							•	•
Jun-22					•	\$0.20	•	100%
Paid YTD	\$3.30	\$1.63	\$0.96	\$5.81	\$3.71	\$0.10	\$15.51	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.54	\$0.20	\$0.74	

Total fruit and service payments - 2021/22 Forecast \$16.25

ZESPRI ORGANIC GOLD3 FEBRUARY								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$3.30	\$0.04					\$3.34	20%
May-21		\$0.10					\$3.44	21%
Jun-21		\$0.10					\$3.54	21%
Jul-21		\$0.10		\$1.54	\$0.39		\$5.57	33%
Aug-21		\$0.28	\$0.33	\$2.32	\$0.02		\$8.52	51%
Sep-21		\$0.40		\$1.69	\$0.36		\$10.98	66%
Oct-21		\$0.21	\$0.29	\$0.36	\$1.02		\$12.87	77%
Nov-21		\$0.09		\$1.59	\$0.28		\$14.83	88%
Dec-21		\$0.01		\$0.01	\$0.62		\$15.46	92%
Jan-22			\$0.00			\$0.10	\$15.56	93%
Feb-22		\$0.00	\$0.00	\$0.01	\$0.51		\$16.07	96%
Mar-22					\$0.30		•	98%
Apr-22					\$0.08		•	•
May-22							•	•
Jun-22					•	\$0.20	•	100%
Paid YTD	\$3.30	\$1.33	\$0.62	\$7.52	\$3.20	\$0.10	\$16.07	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.50	\$0.20	\$0.70	

Total fruit and service payments - 2021/22 Forecast \$16.77

ZESPRI GREEN FEBRUARY								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$2.44	\$0.01					\$2.45	24%
May-21		\$0.06					\$2.51	25%
Jun-21		\$0.05					\$2.56	25%
Jul-21		\$0.05		\$0.43	\$0.88		\$3.92	39%
Aug-21		\$0.11	\$0.27	\$0.70	\$0.05		\$5.05	50%
Sep-21		\$0.21		\$0.69	\$0.05		\$6.00	59%
Oct-21		\$0.29	\$0.23	\$0.37	\$0.14		\$7.02	69%
Nov-21		\$0.39	\$0.01	\$0.88	\$0.27		\$8.57	85%
Dec-21		\$0.33	\$0.02	\$0.11	\$0.10		\$9.12	90%
Jan-22			\$0.03			\$0.10	\$9.25	91%
Feb-22		\$0.03	\$0.03	\$0.01	\$0.26		\$9.57	95%
Mar-22					\$0.14		•	96%
Apr-22					\$0.04		•	•
May-22							•	•
Jun-22					•	\$0.20	•	100%
Paid YTD	\$2.44	\$1.53	\$0.58	\$3.18	\$1.74	\$0.10	\$9.57	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.35	\$0.20	\$0.55	

Total fruit and service payments - 2021/22 Forecast \$10.12

ZESPRI ORGANIC GREEN FEBRUARY								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$2.45						\$2.45	19%
May-21		\$0.04					\$2.49	20%
Jun-21		\$0.01					\$2.50	20%
Jul-21		\$0.04		\$0.66	\$1.88		\$5.07	40%
Aug-21		\$0.09	\$0.42	\$1.04	\$0.05		\$6.67	52%
Sep-21		\$0.17		\$1.18	\$0.05		\$8.07	63%
Oct-21		\$0.19	\$0.44	\$0.42	\$0.32		\$9.45	74%
Nov-21		\$0.27		\$1.20	\$0.12		\$11.03	87%
Dec-21		\$0.17		\$0.11	\$0.30		\$11.60	91%
Jan-22			\$0.00			\$0.10	\$11.71	92%
Feb-22		\$0.01	\$0.00	\$0.00	\$0.47		\$12.19	96%
Mar-22					\$0.19		•	97%
Apr-22					\$0.05		•	•
May-22							•	•
Jun-22					•	\$0.20	•	100%
Paid YTD	\$2.45	\$0.97	\$0.86	\$4.62	\$3.19	\$0.10	\$12.19	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.34	\$0.20	\$0.54	

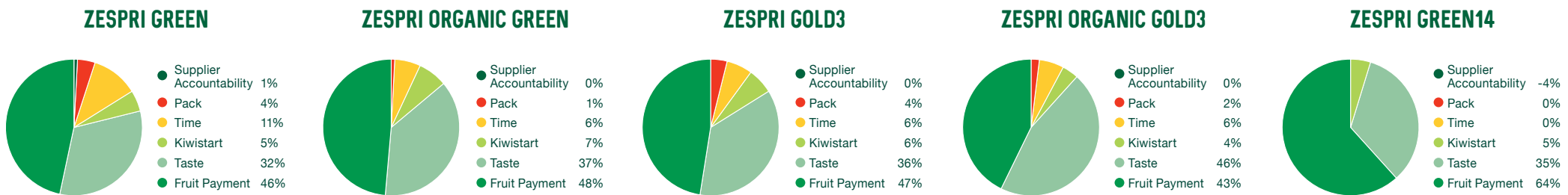
Total fruit and service payments - 2021/22 Forecast \$12.73

ZESPRI GREEN14 FEBRUARY								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-21	\$2.80						\$2.80	25%
May-21							\$2.80	25%
Jun-21							\$2.80	25%
Jul-21				\$1.26	\$1.63		\$5.69	50%
Aug-21			-\$0.13	\$1.28	\$0.05		\$6.89	61%
Sep-21				\$0.51	\$0.74		\$8.14	72%
Oct-21			\$0.28		\$0.05		\$8.47	75%
Nov-21				\$0.76	\$0.55		\$9.78	87%
Dec-21				\$0.00	\$0.26		\$10.04	89%
Jan-22			\$0.00			\$0.10	\$10.14	90%
Feb-22			\$0.00	\$0.00	\$0.29		\$10.42	92%
Mar-22					\$0.33		•	95%
Apr-22					\$0.10		•	•
May-22							•	•
Jun-22					•	\$0.20	•	100%
Paid YTD	\$2.80	\$0.00	\$0.15	\$3.81	\$3.56	\$0.10	\$10.42	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.65	\$0.20	\$0.85	

Total fruit and service payments - 2021/22 Forecast \$11.28

Note 1: The submit and progress payments detailed in the tables are based on net submit trays. Amounts above are not rounded to two decimal places, therefore rounding differences may apply.
Note 2: Rates per TE of \$0.00 have values of less than \$0.005.

2021/22 SEASON GROWER PAYMENT PORTIONS – TOTAL FRUIT AND SERVICE PAYMENTS 2021/22 FEBRUARY FORECAST



Does not include loyalty.

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

Full-Year Return	2021/22 - February Forecast						2020/21 - Actual					
	Zespri Green	Zespri Organic Green	Zespri Gold3	Zespri Organic Gold3	Zespri Green14	All Pools	Zespri Green	Zespri Organic Green	Zespri Gold3	Zespri Organic Gold3	Zespri Green14	All Pools
Total Forecast:												
Total trays supplied (m)	74.0	3.0	97.7	2.5	0.3	179.7	67.5	2.8	85.5	1.5	0.3	159.6
Kilograms supplied (m)	259.9	10.4	341.8	8.7	0.9	621.8	236.7	9.5	300.2	5.1	0.9	559.7
Average size per tray	32.6	34.9	27.8	28.1	37.1		33.8	37.1	29.7	30.1	37.7	
Fruit payments (\$m)	334.7	17.9	737.8	17.5	1.8	1,128.3	584.2	31.9	1,212.4	24.6	3.4	1,873.9
Fruit incentives (\$m)	278.4	16.4	661.1	20.3	1.0	977.3	24.4	1.3	70.8	0.8	0.1	97.4
Service costs (\$m)	113.1	2.9	159.5	3.3	0.0	279.3	94.2	2.2	121.1	1.4	0.0	219.3
Fruit and service payments excl. loyalty premium (\$m)	726.2	37.1	1,558.4	41.1	2.9	2,384.9	702.8	35.4	1,404.3	26.8	3.6	2,190.5
Total Forecast per tray (\$):												
Submit payment ¹	2.44	2.45	3.30	3.30	2.80		2.25	2.25	2.80	2.80	2.80	
Progress payments	2.09	3.53	4.25	3.70	4.22		6.40	9.29	11.38	14.15	9.90	
Total fruit payments per net submit trays	4.53	5.98	7.55	7.00	7.02		8.65	11.54	14.18	16.95	12.70	
KiwiStart ²	0.51	0.85	0.90	0.62	0.56		0.26	0.35	0.74	0.51	0.55	
Taste Zespri	3.18	4.62	5.81	7.52	3.81		0.00	0.00	0.00	0.00	0.00	
Supplier Accountability	0.07	0.01	0.06	0.00	-0.41		0.10	0.11	0.08	0.04	-0.04	
Fruit incentives	3.76	5.47	6.77	8.14	3.96		0.36	0.46	0.83	0.55	0.50	
Pack type	0.42	0.18	0.60	0.37	0.00		0.36	0.06	0.55	0.21	0.00	
Time payment	1.11	0.79	1.03	0.96	0.00		1.03	0.75	0.86	0.75	0.00	
Service costs	1.53	0.97	1.63	1.33	0.00		1.39	0.81	1.42	0.96	0.00	
Class 1 fruit and service payments per net submit trays	9.82	12.43	15.95	16.47	10.98		10.41	12.81	16.42	18.45	13.21	
Loyalty premium	0.30	0.30	0.30	0.30	0.30		0.40	0.40	0.40	0.40	0.40	
Class 1 fruit and service payments with loyalty per net submit trays	10.12	12.73	16.25	16.77	11.28		10.80	13.21	16.82	18.85	13.61	
Less: onshore fruit loss	-0.27	-0.24	-0.33	-0.20	(0.02)		-0.07	-0.04	-0.16	-0.19	(0.00)	
Fruit loss percentage ³	2.64%	1.92%	2.04%	1.17%	0.21%		0.69%	0.32%	0.93%	0.99%	0.01%	
Class 1 fruit and service payments per gross submit trays	9.85	12.49	15.92	16.57	11.26		10.73	13.17	16.66	18.66	13.60	
Plus Class 2 Return	0.13	0.35	0.09	0.17	0.01		0.19	0.34	0.09	0.21	0.03	
Plus Non-Standard Supply (NSS) ⁴	0.00	0.02	0.01	0.06	0.00		0.01	0.06	0.01	0.26	0.00	
Plus Other Income (Non dividend) ⁵	0.02	0.01	0.02	0.02	0.01		0.01	0.01	0.02	0.02	0.01	
Average revenue per gross submit trays	10.00	12.87	16.04	16.82	11.28		10.93	13.57	16.79	19.15	13.65	
LESS: Post-harvest costs deducted ⁶												
Base packing and packaging	-1.66	-1.67	-2.53	-2.52	-2.48		-1.52	-1.57	-2.32	-2.35	-2.43	
Pack differential	-0.41	-0.18	-0.59	-0.36	0.00		-0.36	-0.06	-0.55	-0.20	-0.00	
Base cool storage	-0.95	-0.95	-0.95	-0.95	-0.97		-0.88	-0.88	-0.89	-0.86	-0.91	
Logistics	-0.14	-0.15	-0.15	-0.13	-0.18		-0.14	-0.16	-0.15	-0.13	-0.16	
Time and CC/RK charges	-0.61	-0.43	-0.54	-0.44	(0.01)		-0.52	-0.38	-0.42	-0.25	-0.00	
Total post-harvest costs per gross submit trays	-3.76	-3.37	-4.76	-4.40	-3.63		-3.42	-3.04	-4.33	-3.79	-3.51	
OGR per gross submit trays	6.25	9.49	11.27	12.42	7.65		7.51	10.53	12.46	15.36	10.14	
Average industry yield per productive hectare ⁷	11,891	6,958	15,294	11,400	6,984		10,214	6,311	14,276	10,324	5,609	
Number of productive hectares ⁸	6,388	438	6,523	222	37		6,659	439	6,047	142	48	
OGR per hectare	\$74,288	\$66,046	\$172,405	\$141,629	\$53,392		\$76,722	\$66,453	\$177,846	\$158,599	\$56,853	
Average kilogram per tray ⁹	3.51	3.49	3.50	3.50	3.45		3.50	3.45	3.51	3.51	3.43	
OGR per kilogram	1.78	2.72	3.22	3.55	2.22		2.14	3.05	3.55	4.38	2.96	

Notes:

1. Submit rate presented for Zespri Green 2021/22 reflects Submit rate of \$2.45 for sizes 18-39, and \$2.25 for size 42.

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 December 2021.

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

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

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

Note: Amounts above are not rounded to 2 decimal places, therefore rounding differences may apply.



KEY FOCUS: MARCH GLOBAL EXTENSION TEAM

Pre-harvest

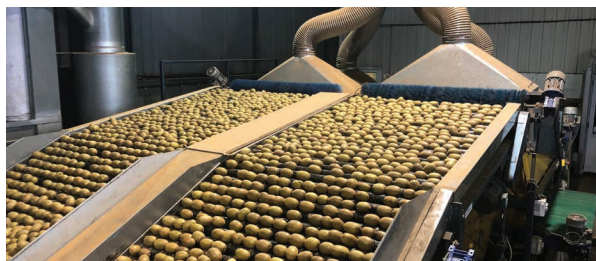
Orchard
health and
safetyPreparing for
next seasonRed19
establishment

THE MONTH AHEAD: MARCH

PRE-HARVEST PREPARATION

The Zespri Kiwifruit harvest has begun for some growers, and as you get closer to harvest there are several jobs to complete and decisions to be made. Review the 'Maturity and Harvest' section on Canopy where you will find information to help you understand how you can ensure the quality and maturity of your fruit is optimal at the time of harvest and has maximum storage potential.

A detailed and updated pre-harvest checklist can be found on Canopy (Canopy > Growing Kiwifruit > Maturity & Harvest > Preparing for Harvest).



Zespri SunGold Kiwifruit being graded and prepped post-harvest.

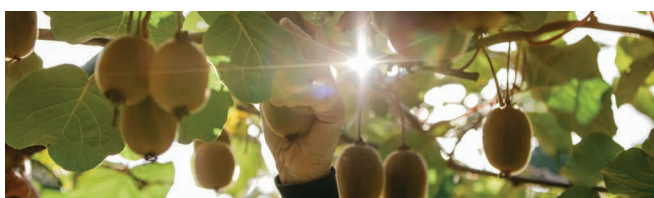
PREPARING THE CROP FOR HARVEST

- Identify any unhealthy vines by hanging visual markers on them. Inform samplers not to sample from these vines.
- Assess reject levels to decide if a cosmetic thinning is appropriate. This thinning can improve harvest efficiency and post-harvest operations, but make sure it's necessary. Go to Canopy > Zespri & The Kiwifruit Industry > Tools & Calculators > Thinning Cost-Benefit Calculator to estimate the benefit of thinning fruit pre-harvest.
- Tie up low-hanging fruit that is in the way of sprayers. Significant fruit damage can occur during clean-up sprays and this fruit will suffer from higher reject rates.

ORCHARD HEALTH AND SAFETY

- Re-visit Psa and COVID-19 orchard hygiene protocols. Harvest is a time of high foot traffic on the orchard. Read the most recent Kiwifruit Orchard Protocols for COVID-19 protection on the NZKGI website, www.nzkgi.org.nz.
- Get block identifiers and signage updated, in position and matching the orchard map.
- Check the orchard gate signage is up to date with the primary contact's phone number and ensure there is a clearly marked parking area for pickers.
- It's important that everyone coming onto your orchard remains safe. Walk your orchard to identify and mark hazards. Make it clear what sign-in or induction processes are required. Make sure you notify the post-harvest team and contractors of any hazards.
- Ensure you have a COVID-19 QR code poster displayed, and ensure everyone entering the orchard scans in.
- Mow the grass – holes cannot be seen if the grass is long, making it hazardous. If the grass is too long, samplers may not enter the orchard.

- Ensure your load out areas are weed-free and smooth. Are the routes for harvesting machinery safe and in good condition?
- Make sure neighbouring blocks on your orchard are not being sprayed – samplers will walk away from your orchard if spraying is in progress, or if fruit is still wet from sprays.



Pongakawa Orchard.

PREPARING TOOLS AND SERVICES

- Ensure machinery is serviced and in safe working condition to prevent hold-ups.
- Check that you have enough clean toilets and handwashing facilities, including hand sanitiser, and that fresh water is available. Remember any steps that you can take to make staff feel more appreciated help with job satisfaction and the likelihood of wanting to come back to your orchard.

PREPARE THE PAPERWORK

- Check your primary contact details are up to date in the Zespri Industry Portal (access the portal from Canopy).
- Sign and return your *Schedule 5 Zespri Supply Agreement* (yellow form). Clearance tests cannot be ordered until this is done. Check with your post-harvest team if you have not received this form.
- Check your Spray Diary is up to date, and all sprays have been entered. Run a 'test audit' to check for any issues.
- Ensure your packhouse has requested a residue sample. These can take up to two weeks to process and are valid for 42 days.

KIWISTART OR NOT?

- In March, some growers begin asking if now is the time to harvest. Early monitoring rounds will help with the decision around KiwiStart. Remember it's not just about dry matter, you also need to have high enough brix levels and colour.
- Consider your fruit size profile. How much it is likely to increase? What will the profile look like at different harvest dates? Will it be big enough for KiwiStart? These are questions to consider regarding KiwiStart.
- Remember that it is particularly important to keep communicating with your packhouse, harvest is a carefully orchestrated process with many moving parts.

PREPARING FOR NEXT SEASON

- It might seem crazy to think so far ahead when you are only just harvesting this year's crop, but now is a good time to check your vines and structures.
- Tag any stressed or wilted vines so that you can check these next year.

- Look for any low-hanging areas and check these structures, making a note to fix any during winter.
- Review your scale results and consider post-harvest control, being mindful of residue risk on blocks that have not been harvested. More information on post-harvest Movenito for scale control can be found on Canopy under Canopy > Growing Kiwifruit > Pre Harvest Assurance > Assessing Canopy Condition for post-harvest sprays.

RED19 ESTABLISHMENT

- Walk the orchard once a week to train shoots up strings. Try to keep the strings/canes separated to avoid tangles.
- When laying down laterals, consider your cane spacing. Remember you are working with juvenile cane, which historically has shown lower flower numbers and more variable budbreak than mature cane. You may want to consider putting down some extra canes as insurance that can be removed later if not required.
- If you don't have enough laterals to fill a bay, consider creating an island by grouping canes together at normal mature cane spacing (350 - 450mm). This can help to reduce the exposure of fruit to the elements and to sprayer damage.
- If you are planning on bending long laterals around to fill a bay, do it early while growth is relatively soft. Leaving it till winter can result in more microcracking in woody cane (leaving entry points for Psa).
- Remember, soil and leaf tests will help assess nutrient needs. The right nutrient, time, amount, and place are key. Why apply nutrients or compost if they are not needed? Remember to keep a good record of the nutrients you use in the Spray Diary.

RED19 PRODUCTION

- Check for fruit drop, side rots and localised shrivelling on fruit as harvest approaches. If you do experience fruit drop, give the vines a shake before harvest to ensure any soft fruit that are in the canopy do not make it into the bin.
- Harvest when the crop reaches the maturity criteria, don't leave on the vine.
- Cool fruit as quickly as possible after harvest, temperatures may be hotter than for later picking times.
- Consider harvesting at cooler times of day.
- Keep bins in the shade.
- Minimise the time delay between harvest and delivery to the packhouse (ideally within three hours).
- Post-harvest sprays will reduce Psa symptoms and scale insects in the following spring. Applications of copper and Actigard (Actigard only if you've still got good leaf condition) will reduce Psa, and Movenito will reduce scale insects.
- Don't let sprays drift onto fruit that is yet to be picked.

For more information check Canopy > Zespri & The Kiwifruit Industry > Publications > GET Kiwiflier Spotlight Series > Issue 19: Post-harvest Movenito for Scale Control.

RED19 ORCHARD HOP



Attendees at the Orchard Hop.

At the beginning of February, Zespri staff took part in the Red19 Orchard Hop, visiting orchards in Pukehina and Te Puke along with Red19 growers from around Bay of Plenty.

The Orchard Hop is an opportunity for Red19 licensees to visit three orchards at different developmental stages including an established site, a first-year development and a mature site with a first-year development alongside established vines. Attendees were able to learn from Red19 growers throughout the day with one-on-one

interviews held between growers and property managers, and opportunities for smaller groups to walk the orchards and have their own discussions under the vines.

After being postponed last year due to COVID-19 restrictions, it was great to be able to hold the orchard hop in person following the COVID-19 Protection Framework Red setting guidelines.

If you have any questions about the event please contact Iona Condie (iona.condie@zespri.com) or Robin Barker-Gilbert (robin.barker-gilbert@zespri.com).

HI-CANE UPDATE

The Environmental Protection Authority (EPA) has announced its decision to delay the public hearings for its hydrogen cyanamide (Hi-Cane) review until 5 December 2022. This is a great result and will allow Zespri and NZKGI to complete the worker health study, bird study and full toxicology report and submit this information for consideration at the hearings.

The EPA's Decision Making Committee (DMC) decided the extra information the industry including Zespri and NZKGI propose to provide will be important for the reassessment and may close some of the data gaps in the EPA's initial assessment. It notes having robust scientific information for all aspects of risk assessment before the hearing will help them in this process and this delay doesn't unduly prejudice other parties in the reassessment.

No additional regulatory requirements are anticipated for the upcoming 2022 hydrogen cyanamide application season.

VIRTUAL DISCUSSION PROVES SUCCESSFUL

Zespri staff held a virtual event for a highly engaged group of growers, post-harvest operators and spray contractors to learn more about the KiwiGreen Incentive Programme and how to safely spray summer oil.

There were presentations from Zespri's Pre-harvest Programme Manager Mel Walker and award-winning Plant and Food researcher Cathy McKenna, along with a panel discussion between Mel, Cathy and Ross Tanner, a spray contractor, to discuss the benefits of the KiwiGreen Incentive Programme and summer spraying best practice.

If you missed the live event and would like to find out more, please find the event recording on Canopy. Canopy > Growing Kiwifruit > Global Extension Team > GET Events & Webinars > 2022 Events > KiwiGreen Incentive and Summer Oil Application Recording.



Kaz Thompson from GET interviewing the panelists.



Updates from our Pre-harvest Team



PRE-HARVEST WEBINAR IN MARCH

The Pre-Harvest Webinar is scheduled for 5pm - 7pm, Monday 14 March, and will cover three key areas of GAP:

- The first session will be facilitated by Zespri Pre-Harvest Manager, Glen Bradbury, Zespri GAP Certification Manager, Kate McDermott, and Programme Lead – GAP, Yvette Lottering and will cover:
 - An update on the GAP programme, including plans for how the programme is reviewed and refreshed – the GAP Refresh Project.

- Clarifying the role GAP seeks to play in aligning with the freshwater farm planning regulations based on what we know now.
- Preparing for change – we will discuss regulations and GLOBALG.A.P. version 6, plus important timelines you need to be aware of.
- There will also be an opportunity for you to voice your thoughts, ideas and feedback on the GAP programme in this session.
- The second session will cover the changes to the Crop Protection Programme you need to be aware of using helpful scenarios and will include a Q&A at the end with Pre-Harvest Programme Manager, Mel Walker.

- The session includes a snapshot on labour compliance and detail on plans for further engagement throughout the year, plus what to expect from those plans. This session will be run by the Senior Technical Specialist for Social Practice, Bridie Fitzgerald.

Please register to attend the webinar here: <https://zesprievents.eventsair.com/zespri-gap---pre-harvest-2022-webinar/gap/Site/Register>.

KIWIGREEN INCENTIVE

The KiwiGreen Incentive was the result of many discussions with various industry representatives to find a way to minimise the impact of pests on market access.

The incentive covers several pests, but scale has the most significant effect on kiwifruit, and we need to ensure robust monitoring and prevention of our most problematic quarantine pest. The KiwiGreen Incentive aims to encourage growers to make pest minimisation a priority.

If action is required because of pest monitoring, please ensure you keep records of product application and clearing of load out bays so you can provide this information at your GAP audit. At the end of harvest, the system will segregate KPINS based on action taken and information in Spray Diary, if you haven't managed to achieve an action due to circumstances outside of your control, you will be prompted to provide details at this point.

We appreciate it is a busy time of year and as it's the first year for the incentive payment we will be as proactive and pragmatic as possible to support growers to achieve the incentive's requirements.

If you have any questions on this, please don't hesitate to contact the Crop Protection Team via spray.diary@zespri.com.

CROP PROTECTION PROGRAMME

Kiwiguard – A reminder to not use this product after fruit set

The product contains a compound likely to result in residues if used after fruit set. Ongoing use of this product is being reviewed.

Foliar Fertilisers and Adjuvants

As a result of the residues found from an undeclared compound during the 2021 season, all product requests for use past fruit set are now required to provide a 'formulation residue result' for the compound Denatonium Benzoate.

As some products have not returned a residue result, they have been removed from the Allowed Other Compounds list. Please ensure you check the list for the most up-to-date information. If a removed product was used before the end of December 2021, it will not fail the Spray Diary main audit, but should not be used going forward (unless via Justified Approval).

Spray Diary Audits

Test audits can identify mistakes in spray lines that need to be corrected. If an audit has failed due to a spray line fail but this is incorrect, please do not edit the audit yourself - these fails can be discussed and manually passed, please contact **Jemma Hughes** on 027 464 8770 or spraydiary@zespri.com. The orchard GAP Management System Owner is responsible for ensuring that all spray lines are accurate before the main audit is completed.



Post-harvest facilities must not run the main audit on behalf of a grower before spray lines have been recorded accurately.

Pre-Harvest Residue Testing

As in previous seasons, the turn-around time for a pre-harvest residue test is fourteen days from the sample collection date. Please contact **Stephanie Hart** for any residue-related queries on 027 250 1251 or residues@zespri.com.

VICTORY HAILED A VOTE FOR COMMON SENSE AFTER TRIBUNAL RULES KIWIFRUIT LICENCE NOT PART OF LAND VALUATION



Orchardists at loggerheads with Gisborne District Council over rates hikes have won a landmark legal battle.

In December 2020, authorities in Gisborne controversially decided to include the licence in rating valuations for Zespri SunGold Kiwifruit orchards.

Gisborne was the first region to adjust land valuations for orchardists based on the value of the SunGold Kiwifruit growing licence.

However, this was successfully challenged by New Zealand Kiwifruit Growers Inc (NZKGI), which argued the licence can be sold and transferred and is therefore not attached to the land.

The dispute was seen as a test case and was closely followed by kiwifruit growers around New Zealand. They were fearful of serious financial ramifications if other local authorities adopted similar rules to Gisborne for valuation purposes.

Rating valuations for SunGold Kiwifruit orchards in the Gisborne region had seen significant increases for growers – up to 300 percent in some cases.

The Gisborne case centred on orchardist Tim Tietjen's objection to the local council's capital valuation on his small orchard, which skyrocketed from \$1.65 million to \$4.1 million. When challenged, the local authority had refused to budge on the matter, so NZKGI began legal proceedings on behalf of Mr Tietjen.

A Land Valuation Tribunal hearing was held in November and a decision finding in favour of NZKGI was recently released.

Sarah Cameron, NZKGI's Senior Policy Analyst, described the outcome as an "emphatic victory" for the Gisborne growers, who were unfairly targeted.

"We have now written to the council asking them to refund the excessive rates with interest, as council agreed to during proceedings.

"This case is an example of the important work the team at NZKGI does for its members, advocating for what matters to growers. Success in this case shows a commitment to hold those to account when decision making goes bad."

In its decision, the tribunal found the Zespri SunGold Kiwifruit licence is not lawfully able to be included in rating valuations as it is not an improvement to, or for the benefit of, the land.

Rather, the licence is a speculative investment by the grower – the profits are not guaranteed and there are historical instances of kiwifruit disease crippling the industry.

Further, any new owner requires a new licence, and where the licence has been transferred and the SunGold Kiwifruit vines removed the remaining rootstock can be used to grow other non-licensed species.

Gisborne District Council have decided to appeal the Land Valuation Tribunal's decision.



Gisborne grower Tim Tietjen and his family.

2022 LABOUR ATTRACTION CAMPAIGN COMMENCES



2022 marks the fourth year of NZKGI's labour attraction campaign to encourage seasonal workers to pick and pack during the harvest.

The award-winning campaign markets orchard and packhouse opportunities to potential employees across New Zealand's growing regions with the aim to alleviate the demand for labour. A range of different materials, such as the popular Little Green and Gold book, promote the different roles available and lead to two information hubs, the NZKGI website, and a dedicated Facebook page, www.facebook.com/KiwifruitJobsNZ. The NZKGI website presents information on working in the industry, including what potential employees need to apply for a job, find accommodation and an employer contact list. The Facebook page lists current vacancies and topical industry information for those seeking work.

This year NZKGI will again collaborate with the Ministry for Primary Industry's Opportunity Grows Here campaign, so expect to see billboards, radio ads and a strong online presence advertising kiwifruit jobs. NZKGI will also collaborate with the Ministry of Social Development, focusing on promoting kiwifruit opportunities to their job seekers.

The 2022 campaign is even more focused on bringing New Zealanders into the industry, recognising border openings are forecast to have little impact on the current deficit of 6,500 backpackers. NZKGI will leverage Instagram and social media influencers to attract new, untapped New Zealand audiences to pick and pack during this year's harvest.

Find out more about NZKGI's labour attraction campaign by visiting the NZKGI website www.NZKGI.org.nz.

COVID-19 INFORMATION FOR THE KIWIFRUIT INDUSTRY

The NZKGI website is the industry's central hub for information pertaining to COVID-19. The website includes a wealth of information and resources which is continually updated in line with the most up-to-date government advice and includes:

- On-orchard protocols.
- What to do if someone becomes infected with COVID-19.
- Information on the Close Contact Exemption scheme.
- Funding available for growers affected by COVID-19.
- Pastoral care resources.

Visit the information hub here: www.NZKGI.org.nz.

MANAGING UNCERTAIN TIMES



Marty Robinson.

Kiwifruit industry stalwart Marty Robinson says the challenges facing growers this summer require a different mindset to both work and wellbeing.

Marty has been involved in the industry for many years and currently manages 16 hectares of kiwifruit, is involved in developing the Baygold group and runs his own farm. He's also involved in the not-for-profit Daily Cafe in Te Puke which acts as an informal gathering place for the industry and operates a substantial food in schools programme (2,000 lunches a day).

"I have a finger in many pies" he laughs. "I suppose 80% of our industry is within 40k of here so I do meet a lot of growers and workers. This cafe is a nice friendly space for them."

Marty says there's no doubt Covid-related labour shortages have added to the traditional pressures growers face this time of the year. His own operation is no exception.

"Covid has added another layer of stress so it's not going to be a normal year for anyone. We need to adjust our thinking, look after each other and focus on getting through."

Marty speaks from experience. Some years back he experienced burnout. "I didn't realise what was happening til my wife and I were discussing post-natal depression after the birth of our second child. We were going through this list of signs when it suddenly dawned on me, 'hey, that's exactly how I feel'. I just thought it was normal!"

Marty sought the help he required but his recovery took a while and taught him plenty.

"It was a hard lesson. I had to learn to say 'no', step back and pass things over to others. I was lucky I had great support from my wife, family and team."

Not surprisingly, Marty's a good source of advice for growers feeling stressed by the current situation.

"Turn off your phone notifications and get off social media. Prioritise your workload too, especially if you're short of help. There's no point stressing about orchard work you can't realistically get to. Write a list of what you can do and reschedule other things until after harvest. You'll feel more in control."

"The other thing is to stick to your strengths. I was a great one for taking on other people's jobs as well as my own. The reality is your business only needs you to do the things you excel at and staying connected with friends is another good stress buster."

Marty's seen the industry navigate hard times before and is optimistic it will do so again. "I know there will be growers out there who are quite stressed, but the industry has been through tough times like the PSA lockdown in 2010 and survived. These stresses will pass too."

"We've still got a great product, orchard prices are high, and the industry has really worked hard to meet the needs of growers and work cohesively. But there's no doubt this is going to be a huge year, so we all need to adjust."

Marty says it also helps to recognise the signs of burnout, whether it is mood swings, trouble sleeping, becoming withdrawn or having a shorter fuse with workmates. "Part of staying well is self-management."

NZKGI has teamed up with Farmstrong to produce a resource for growers identifying the common signs of stress and directing them to available help.

Farmstrong is nationwide wellbeing programme that helps people to cope with the ups and downs of farming and growing by sharing things they can do to look after themselves and their families. To find out what works for you, check out farmstrong.co.nz

INTRODUCING THE MATURITY SUPPORT TEAM

As we head into a busy new season, Zespri's Maturity Support Team service hours have now increased to seven days a week, 7am – 7pm to assist growers maturity and post-harvest queries.

See the infographic for an overview of all the ways our team can help support you. You can contact the us by calling 0800 874 515 or emailing maturity.support@zespri.com.

- All sample results will be released by 12pm the day following collection. Sample request cut off time is 4pm the day prior to collection.
- 2022 clearance prices have been published on Canopy. To view, go to the Growing Kiwifruit Tab > Maturity and Harvest > select Service Providers.
- For GA clearance reports, sizes 39 & 42 will not be included in the by size sections. However, they will be visible in the CSV 'All Sizes' download.

Our Support Services



SUPPORT FOR POSTHARVEST & GROWERS

USER GUIDES & VIDEOS ON CANOPY

TROUBLESHOOTING

LIAISING WITH SERVICE PROVIDERS

MEET THE TEAM!



Stu Taylor
MCS Manager



Lisa Cave
MCS Team Leader



Morgan Shea
MCS Coordinator



Mel Mathers
MCS Coordinator



Hugh Hawkey
MCS Coordinator



York Lin
MCS Coordinator



Ethan Cooke
MCS Coordinator

Contact Us, 7am - 7pm, 0800 874 515 or maturity.support@zespri.com

NEW PLAN FOR BETTER BIOSECURITY: WHAT YOU NEED TO KNOW



By introducing the new Pathway Plan, we can lift our biosecurity practices, reduce the greatest threats to our industry and be better prepared to reduce the potential spread and impact of any future incursions.

Don't we already have good biosecurity activities in place because of what we learnt from Psa?

As an industry, our biosecurity activities are numerous and have increased significantly. But they are largely focused on Psa and could leave us vulnerable if we have any new incursions that spread differently. By widening our scope to look at all possible pests and disease threats, we can then better manage any risks and incursions should they arrive.

How will the new Pathway Plan be better?

The new Pathway Plan will simplify things and help us manage risk more consistently. Instead of focusing on a single pest or disease (like Psa), it will focus on a wide range of threats and gives us a way to pragmatically manage their pathways - such as people and equipment, budwood, pollen and young plants.

What kinds of activities will the Pathway Plan help manage?

Some examples of everyday activities the Pathway Plan will help manage include:

- Reporting and providing information.
- On-orchard biosecurity plans.
- Hygiene practices when entering and leaving orchards.
- Sourcing clean plant material.
- Achieving best practice when contractors are working on-orchard.
- Additional controls for the movement between the North and South Islands.

How will the Pathway Plan keep biosecurity risks low?

The core of the new Pathway Plan is that everything that enters or leaves an orchard has a consistent low risk of introducing any biosecurity threats. The risk associated with each pathway varies, and it will also vary over time depending on the organism of concern. Certain elements, such as traceability and good biosecurity practices, will be required across all pathways, and where additional risk remains, monitoring for specific or generic symptoms may also be required. Sometimes, these practices may still be insufficient to reduce risk to an acceptable level and an additional layer of testing or treatment may be needed.

Is the Pathway Plan legislated? What happens to current legislation?

Since 2013, the National Psa-V Management Plan (NPMP) has been in place to reduce the impact and spread of Psa and has largely been effective - as evidenced by Psa remaining undetected in the South Island ten years after arriving in New Zealand.

The NPMP (which is due to expire in 2023) and the new plan are similar in that they are both regulatory tools under the same part of the Biosecurity Act. The NPMP is specific to Psa, while the new plan will enable the industry to manage a much broader range of biosecurity threats.

I've heard KVH and other growers talk about how we'll need to complete orchard biosecurity plans. What are they?

We've been talking a lot about one of the key aspects of the Pathway Plan, kiwifruit orchard biosecurity plans. These aren't new - there is currently a requirement under the NPMP for growers to have an orchard management plan for Psa-V. This requirement broadens and manages the risk associated with a wider range of threats.

KVH has an on-orchard biosecurity plan template available online that align with the new requirements of the proposed Pathway Plan. The template can be printed or completed online at www.kvh.org.nz.

In practical terms, effective biosecurity on-orchard involves a grower:

- Understanding orchard-specific biosecurity risks.
- Agreeing on what must happen on-orchard, including ensuring that people who visit the orchard meet biosecurity requirements.
- Sourcing and tracing clean plant material.
- Checking and cleaning other risk items, for example, tools, vehicles, machinery, bins, footwear and clothing.
- Reporting unusual pests and disease symptoms to KVH.

Look out for news and updates on the National Pathway Management Plan over the coming weeks as we continue to prepare for implementation from 1 April 2022.

Visit the KVH website for further resources and information regarding the new Pathway Plan, including an 'At A Glance' one-pager on the new requirements.

KVH works closely with Biosecurity New Zealand and other horticultural sectors to improve our biosecurity preparedness, particularly for those threats that would impact multiple crops such as Brown Marmorated Stink Bug (BMSB) and fruit flies.

However, we also focus on what we learnt from the Psa response to ensure that we have specific measures to reduce the impact on our growers if a kiwifruit pathogen arrives.

Pathway Plan 101

For more than two years, KVH has been working with growers and industry to develop and finalise a new National Pathway Management Plan for the kiwifruit industry, with implementation from 1 April.

The plan is significant and will provide better biosecurity protection for the kiwifruit industry. Most industry stakeholders (especially growers) are already doing what the plan asks of them. There won't be many significant day-to-day changes for the majority who already follow best biosecurity practices.

Why do we need a new Pathway Plan?

We need to be as prepared as possible for the next biosecurity event, and the Pathway Plan will help us ensure that we are.

Q&A FROM THE FIELD

KEY CONTACTS:

Industry Stakeholder Manager:
Tom MacMorran 027 511 2005

Grower Engagement Manager:
Sue Groenewald 027 493 1987

Grower Liaison Managers:
Sylvia Warren 022 101 8550
Brad Ririnui 021 757 843
Richard Jones 027 255 6497
Malkit Singh 027 665 0121

Organic Supply Specialist:
Teresa Whitehead 027 257 7135

What is a Maturity Area?

A Maturity Area (MA) is defined as an area on an orchard that provides fruit of:

- The same variety
- Similar maturity and dry matter
- Is a maximum of four hectares
- Has a maximum of 60,000 tray equivalents

If a submission against a maturity area inadvertently exceeds 60,000 tray equivalents, then a charge of \$100 per 1,000 tray equivalents in excess of 60,000 may be applied. The maturity area must be able to be identified for sample collection and may include:

- Specified rows or parts of rows in a block
- A block
- A group of blocks

Can I bid for a total of 10ha in the SunGold Kiwifruit licence pool as well as 10ha in the Zespri RubyRed™ Kiwifruit licence pool, so 20ha in total?

Yes, the 10ha limit is applied individually to each of the Zespri SunGold and RubyRed™ Kiwifruit licence pools.

What can I do if I find Tropical Army Worm (TAW) on my orchard?

We are hearing reports of Tropical Army Worm (TAW) starting to show on orchard in different regions.

TAW egg masses look like brown cotton wool generally on the underside of the leaf. Soon after hatching, caterpillars drop to the ground and feed on weeds in the sward without causing significant damage. However, if they later move back onto the vines, for example, when short of food in sward or if a shoot contacts the ground, the damage can be serious.

Control options that can be used in kiwifruit depend on a number of factors, such as whether the vines are producing or not and how close to harvest you are, but all require a JA from Zespri. If you see TAW on your orchard contact Crop Protection Advisor, Jemma Hughes on 0800 155 355 for control options.

For more information the KiwiGreen TAW Fact Sheet is available here: <https://canopy.zespri.com/EN/grow/vinehealth/kiwigreen/Documents/15-KG-Fact-Sheet-Tropical-Army-Worm.pdf>

Do my orchard staff have to wear a mask during harvest?

Masks must be worn at all times during harvest activities, and gloves while handling fruit.

All face coverings need to be a medical grade mask, for example a Type IIR/Level 2 mask or above. This means scarves, bandannas or t-shirts are not acceptable and clean masks and gloves should be provided to all workers.

My Spray Diary won't accept my Growsafe Number, why?

The latest Growsafe Certificate numbers are issued in the format S-XXX-XXX. The Spray Diary system cannot recognise characters (such as dashes) or spaces. When entering your Growsafe number, enter it in the format SXXXXXX (For example, Growsafe Number S-123-456 should be entered in as S123456).

If you are getting an error message saying that your Growsafe Certificate has expired, contact Grower Support Services on 0800 155 355 to update your details.



I NEED HELP WITH ORCHARD ENQUIRIES OUTSIDE OF BUSINESS HOURS. WHO DO I CALL?

MATURITY CLEARANCE

- ☎ 0800 874 515
- ✉ maturity.support@zespri.com
- 🕒 7am – 7pm

RESIDUE QUERIES

- ☎ Stephanie Hart, 027 250 1251
- ✉ residues@zespri.com

SPRAY DIARY QUERIES

- ☎ Jemma Hughes 027 464 8770
- ✉ spraydiary@zespri.com

For all other queries call either call your local Grower Liaison Manager or the Zespri Support Services on **0800 155 355**.

COVID-19 UPDATE

With New Zealand currently operating under the Red setting of the COVID-19 Protection Framework, Zespri is following all necessary protocols to support our people, our industry and our communities, and to help mitigate the risks associated with COVID-19.

This means that:

- All staff, contractors, growers and other visitors who need to physically be on site at Zespri offices (and other sites we control) will be asked to show their vaccination status and demonstrate they are fully vaccinated.
- Any staff, contractors, growers or other visitors who are not fully vaccinated or who are not prepared to disclose their vaccination status will be required to provide a negative COVID-19 test (RAT) from within the past 24 hours to gain entry into the Zespri offices.
- For Zespri events all attendees will be required to present their vaccine pass for entry.
- When visiting other sites, all Zespri people will adhere to the requirements of that site and at a minimum, will be fully vaccinated or have a negative COVID-19 test (RAT). This policy will apply to any visits undertaken by Zespri people to orchards, packhouses or other businesses.
- Zespri staff will continue to be available to meet online via virtual meetings which will continue to be part of our business as usual activity.

On-orchard requirements

NZKGI has also issued guidance for growers and contractors around on-orchard activity under the COVID-19 Protection Framework.

This remains a dynamic situation and we will continue to follow the government's guidance.

Kiwifruit orchards can operate under all settings if controls are in place to protect our workers and the communities in which they operate in. These controls include contact tracing, record keeping, physical distancing and gathering restrictions, as well as health checks and hygiene measures that ensure the health and safety of our people.

ZESPRI EVENTS PROTOCOLS

Unite
against
COVID-19

Zespri is committed to following the government's COVID-19 Protection Framework (traffic light system) guidance to ensure everyone's health and safety across all Zespri events.

When you attend a Zespri event, you can expect:



Registrations will be limited so we can safely distance attendees. You must be registered to attend the event.



Zespri staff will be wearing face coverings in accordance with government guidelines.



Food and beverage will be provided as single serve items.



Where possible, an online, hybrid or on-demand option will be available for events.

We ask that you support our safety measures by adhering to the following:



Pre-register for the event. No registration, no entry, due to restrictions on numbers.



Wash your hands or sanitise regularly.



Scan in using the NZ COVID Tracer App when you arrive.



Maintain a physical distance of at least 1 metre from others.



Wear a face covering when requested.



Stay home if you are unwell or awaiting COVID test results.

During traffic light levels Red and Orange, Zespri will require a valid My Vaccine Pass from attendees for in-person events. Please take note of these government requirements when registering.

If you have any queries on this, please contact tours.events@zespri.com

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FOR FURTHER INFORMATION OR FEEDBACK PLEASE CONTACT: THE ZESPRI GROWER SUPPORT CENTRE (0800 155 355) P.O. BOX 4043, MOUNT MAUNGANUI. TEL: 07-572 7600, FAX 07-572 7646 www.zespri.com canopy.zespri.com EMAIL: contact.canopy@zespri.com

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