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JUNE INDICATIVE 2022/23 OGR FORECASTS

The Zespri Board has updated the indicative forecast OGR guidance it last provided to growers on 23 March 2022 for the season 2022/23.

Zespri Chairman Bruce Cameron says these ranges reflect the significant headwinds we're experiencing in 2022/23, including further increases in freight costs (particularly fuel) and inflationary pressures right across our supply chain, including in our markets.

"We are also managing continuing quality issues in market, driven in part by the labour shortage," says Bruce.

"These factors, along with lower crop yields per hectare, are contributing to forecast OGR per hectare returns that are below the record highs of recent seasons," says Bruce.

"As in 2021/22, in a tough environment we're working hard to bring as much value as we can back from the markets to the industry to help offset the increasing costs growers are facing."

Total Fruit and Services Payment

The Total Fruit and Service Payment range (excluding loyalty premium) for the 2022/23 season is forecast at between \$2.25 billion to \$2.45 billion.

Forecast Corporate Profit and Dividend Range

The forecast range of corporate net profit after tax for 2022/23 is \$227 million to \$247 million, including licence release income, down from 2021/22 record profit of \$361.5 million.

POOLS [FRUIT CATEGORIES]	2022/23 INDICATIVE PER TRAY RANGE - JUNE FORECAST	2022/23 INDICATIVE PER HECTARE RANGE - JUNE FORECAST	2022/23 INDICATIVE PER TRAY RANGE - 23 MARCH GUIDANCE	2022/23 INDICATIVE PER HECTARE RANGE - 23 MARCH GUIDANCE
Zespri Green	\$6.00 - \$7.50	\$60,000 - \$73,000	\$5.00-\$7.00	\$54,000-\$75,000
Zespri Organic Green	\$8.75 - \$10.25	\$56,000 - \$66,000	\$8.50-\$10.50	\$65,000-\$80,000
Zespri SunGold Kiwifruit	\$10.25 - \$11.75	\$141,000 - \$161,000	\$10.00-\$12.00	\$153,000 - \$184,000
Zespri Organic SunGold Kiwifruit	\$11.50 - \$13.50	\$123,000 - \$145,000	\$11.00-\$13.50	\$144,000 - \$176,000
Zespri Green14	\$5.00 - \$7.00	\$30,000 - \$43,000	\$6.50-\$8.50	\$45,000-\$59,000
Zespri RubyRed Kiwifruit	\$17.00 - \$19.00	NA	\$15.50-\$19.00	NA

This is largely due to a reduction in licence revenue with less licence released in 2022/23, and lower than expected volumes this season impacting the New Zealand Supply business segment.

The forecast net dividend per share range for the year ending 31 March 2023 is \$1.10 to \$1.19 (the gross dividend per share is \$1.44 - \$1.56). This is based on a dividend pay-out ratio of 90 percent of the available distributable profit, and imputation credits attached at a level of 80 percent of the maximum allowable.

Final dividend for the year ended March 2022 and first interim dividend for the year ended 31 March 2023

The Zespri Board declared a 2021/22 final net dividend of \$0.29 per share (the gross dividend is also \$0.29 due to no imputation credits attached), in line with the intention to declare published in May. The total 2021/22 net dividend is \$1.78 per share (the gross dividend is \$2.36), up from a net dividend of \$1.33 in 2020/21 (the gross dividend was \$1.85).

The Board also declared an 80 percent imputed first interim 2022/23 dividend of \$0.89 per share (the gross dividend is \$1.17). Both dividends are expected to be paid in August 2022.



SEE YOU AT OUR RSE RUGBY FUNDRAISER!

The Kiwifruit industry rugby team has brought in two ex-All Blacks and a stellar grower line-up to help avenge last year's loss to the Parliamentary team in this year's Zespri sports fundraiser.

The Kiwifruit team goes head-to-head with the Parliamentarians at Te Puke's Murray Salt Stadium on the afternoon of 8 July to support Recognised Seasonal Employers scheme (RSE) workers and their communities, who are grappling with the impacts of the COVID-19 pandemic and associated travel restrictions.

The line-up will include ex-All Blacks, Māori All Blacks, Crusaders, Chiefs and BOP Steamers veteran Tanerau Latimer and ex-All Blacks, Highlanders, Chiefs, Crusaders and BOP Steamers legend Mike Delaney. Also on board will be ex-Māori All Blacks, Japan and BOP Steamers player, Steve Miln – who featured in last year's team – and ex-All Blacks 7s, BOP Steamers and Northland star, Matt Clutterbuck.

"This is a great way for us to bring the whole community together to show our support for RSE communities, who contribute so much to the kiwifruit industry," says Zespri Head of Global Public Affairs Michael Fox.

The fundraising event will also feature U-18 girls' and boys' rugby matches between Māori and Pasifika teams, an industry netball vs Parliamentary Netball Team clash, fundraising activities, Pacific music and food, and fun family events.

Funds raised will support projects in the home countries of RSE workers through the Kiwifruit Industry



This year's rugby match promises to be as exciting as last year's.

Community Support Fund. Curtain raisers start at 2.00pm. Entry is free and donations can be made at the event.

Don't miss out — make sure you join us there.

For more information visit: <https://events.zespri.com/zespri-annual-rugby-charity-auction>.



MID-WINTER CATCH-UP WITH DAN

From 4.30pm
Zespri Head Office, 400 Maunganui Road,
Mount Maunganui

With Fieldays pushed back to November, we're opening the doors of Zespri for a mid-winter catch up.

It's a great chance for us to say thanks for what's been a huge effort to get through a really challenging harvest.

Our CEO Dan will provide a season and market update including some of the challenges we have ahead of us, and we'll have members of the Zespri, NZKGI and KVH exec on site for a chat and to answer any questions you may have about the season over a few drinks and light finger food.

Spaces are limited so please RSVP as soon as possible by registering for the event here: <https://events.zespri.com/grower-get-together/registration/Site/Register>.

For those not able to attend in person, we will be livestreaming the event and there will be a chance for you to ask any questions. The livestream link will be available on Canopy.



COME ALONG TO THE ZESPRI ANNUAL MEETING!

WHERE & WHEN:

Trustpower Baypark Arena, 81 Truman Lane,
Mount Maunganui

1pm, Wednesday 24 August 2022

The Annual Report 2021/22 and the formal Notice of Meeting, as well as Proxy Forms and information relating to the appointment of Directors, will be sent to shareholders in July.

Shareholders may vote at the meeting in person, appoint a proxy to attend and vote on their behalf, or vote in advance. Advance voting (online or by post) and proxy appointments close at 1pm on 22 August. Companies and other incorporated entities must appoint a representative as a proxy if they plan to attend the Annual Meeting.

Note, any changes to the event due to COVID-19 will be communicated on the Zespri Canopy website.

2022 KIWIFRUIT HARVEST COMPLETE

The 2022 kiwifruit harvest is now largely complete with almost all 2,800 growers' orchards across New Zealand picked for consumers.

The season was expected to have a record-breaking crop of at least 190 million trays of kiwifruit. However, forecast revisions indicate this year's volume will be below 2021, likely due to labour supply, crop loading and weather.

2022 also marks the first year Zespri's new RubyRed Kiwifruit was picked as a commercial variety for supermarket shelves in New Zealand and overseas markets.

The success of the 2022 harvest hinged on the ability for the supply chain to operate effectively with a restricted labour supply under the COVID-19 settings. The 24,000 seasonal workers required were restricted due to COVID-19 infection rates and closed borders, which limited the 6,500 backpackers traditionally used.

CEO of New Zealand Kiwifruit Growers Inc. (NZKGI), Colin Bond says experience of COVID-19 from the two previous seasons gave the industry the foresight to streamline processes across the supply chain to help mitigate risks.

"Our industry plays a critical role in employing permanent and seasonal workers, as well as supporting local businesses associated with the industry," says Colin. 'Special' mention goes to the RSE workers who stepped up under extraordinary circumstances to fill roles where New Zealanders could not be found."



To attract seasonal workers, NZKGI implemented the fourth year of its campaign to advertise seasonal jobs to New Zealanders.

Almost all packhouses told NZKGI they would be paying at least the living wage of \$22.75 per hour. Kiwifruit picking was also expected to exceed the living wage with an average of \$27 per hour paid last year when the minimum wage was \$20 per hour. NZKGI is currently surveying the industry to ascertain the final payrates for the 2022 season.

Growers have experienced a continuation of increased costs this year — such as payrates — impacting upon their business's profitability. The increase in areas such as labour, fuel, and shipping, alongside the forecast lower crop volume will impact upon grower returns. Grower returns are important not only for growers themselves, but also for the economic contribution growers bring to their communities.

CARBON-NEUTRAL KIWIFRUIT TRIAL KICKS OFF

Concern over climate change is translating into choices on shop shelves, as well as new regulations. Supermarkets around the world now stock carbon-neutral beer, bananas, chocolate and steak and in 2024, carbon-neutral Zespri SunGold Kiwifruit will join them on selected shop shelves in Europe for a targeted sales trial.

As Zespri Executive Officer for Sustainability Rachel Depree explains, 'carbon neutral' means the global warming greenhouse gas emissions produced by delivering a product come to a net zero. This is usually done by focusing first on reducing emissions and then offsetting any remainder — such as by investing in environmental projects that reduce emissions by locking up carbon, such as forests.

Rachel explains Zespri will run a carbon-neutral trial on Zespri SunGold Kiwifruit from June 2022 over two full seasons.

"This important trial will help us respond to growing market concern about climate change. We'll build on our strong grower and supply chain partnerships to find ways to reduce emissions and reach the industry's ambitious climate goal of being carbon positive to retail by 2030.

"What we learn in the trial will get us closer to this goal," says Rachel.

The trial looks to reduce emissions across the entire supply chain — including shipping and in-market — and better understand the fastmoving consumer market for a carbon-neutral product and how Zespri can best meet that need. Consumer research last year showed climate change was the number one concern for consumers in China, the Netherlands and Spain, with climate concern growing faster than concern about plastic packaging. This sentiment was strongest in Europe.

The target volume for the 2024 sales trial is around 200,000 TE, to be finalised once the customer is confirmed.

Rachel says the buy-in and enthusiasm from growers and industry partners has been great to see, with partners working together to reduce emissions.

"We have 20 New Zealand growers signed up so far with more on the way, four post-harvest suppliers — Apata, MPAC, Punchbowl and Trevelyan's — a shipping partner, and work underway to confirm a retail partner for the sales trial."

"It's great for all of the Zespri teams involved to see this enthusiasm and motivation from the industry to make a success of the trial," says Rachel.



How does it work?

- Growers, post-harvest and supply chain partners in the trial will record their activities and inputs (e.g. fuel, electricity) for the 2023 and 2024 crops so the resulting greenhouse gas emissions can be calculated.
- 2023 will be the baseline crop and trial partners will take action to reduce emissions associated with the 2024 crop.
- Zespri will provide supporting tools and advice along with workshops to involve and engage with growers and suppliers.
- Zespri's in-market teams will develop product concepts and test them in the market to learn how to best present the fruit to consumers and customers, as well as the best packaging and story to wrap around it to meet this growing market opportunity.
- While carbon savings are expected to be found on-orchard and in the supply chain, Zespri will also purchase carbon offsets for the trial to achieve carbon neutrality. This is common across almost all carbon-neutral products and is a great opportunity to build links with emissions-reducing projects around the world which resonate in our markets with consumers.

HE WAKA EKE NOA UPDATE

The Primary Sector Agricultural Partnership on Climate Change (He Waka Eke Noa, 'HWEN') has released its recommendations to the Government on emissions pricing for agricultural practices in New Zealand.

Membership of the partnership includes farmer and grower representative organisations, including HortNZ, DairyNZ, Beef+Lamb, and Federated Farmers. The Federation of Māori Authorities is also a member.

The recommendation comes after two years of design work and consultation across the agricultural and horticultural sectors. During this time, Zespri has worked together with NZKGI to represent the interests of kiwifruit growers to Horticulture NZ, who has provided input into the HWEN design process.

HWEN has recommended a farm-level split-gas emissions levy to apply from 2025. For kiwifruit, this means growing entities that apply more than 40 tonnes of synthetic nitrogen fertiliser (~200 tonnes of emissions) are included in the upcoming requirements. We expect only a small number of very large growing entities will be currently applying this amount across multiple orchards.

HWEN has also proposed a framework for allowing a wider range of sequestration to be recognised than is currently counted inside the NZ ETS. This means growers who are paying the levy will be able to offset some of their emissions costs with sequestration on their orchards (noting this will come with its own monitoring and reporting requirements).

"Zespri and NZKGI have supported the HWEN process. Being part of this partnership that's designing a best-fit scheme for the industry and the primary sector is a better alternative than the complexity and volatility of the NZ ETS," says Rachel Depree, Executive Officer for Sustainability at Zespri.

"We will review the recommendation to ensure it offers flexibility for growers and undertake further advocacy work as needed."

The Government has until the end of the year to decide whether to adopt the plan, and it will get advice from the Climate Change Commission. It has been confirmed that the sector and the wider public will have the opportunity to provide additional views before a final decision on how to price emissions is taken. The process is expected to conclude by the end of the year.

WANT TO GET INVOLVED?

We've space for more growers! Join this exciting project and work with other industry-leading growers to develop low-carbon solutions that will help grow the Zespri brand and benefit the environment. Contact Pre-commercial Specialist Vanessa Dufty at vanessa.dufty@zespri.com for more information.



ZESPRI GLOBAL SUPPLY UPDATE

ZGS Producer Vote



Last month, we let the industry know that we would be proceeding with a producer vote seeking support to expand Zespri Global Supply (ZGS). This follows engagement with growers over recent months to explain our ZGS strategy and more recently, what growers will be asked to vote on.

All producers will soon receive a brochure on the Producer Vote which provides the background to what ZGS does now, the strategy for expansion, the risks and benefits of the proposal and details on the voting process. More information is available on the Producer Vote website <https://zespriproducervote.zespri.com/>.

FAQS

In our discussions with growers so far, these are some of the common questions that we have been asked.

What is the financial benefit of ZGS to the New Zealand grower?

There are three areas where we can estimate financial benefits from achieving 12-month supply:

- Reduction in promotional spend required to 'start the season' – estimated at 12-16 cents per tray or \$40 million per year in 2030 by independent research company Kantar.
- Reduction in overhead costs - estimated to be 6 cents per tray (or \$16 million) in 2030.
- Reduction in tariffs - achieved through Free Trade Agreements including \$20 million per year in Korea and the \$50 million per year in Europe (on current volumes which are expected to grow, along with the level savings) with the deal concluded at the end of June.

Is the ZGS fruit the same quality as New Zealand fruit?

Zespri Kiwifruit produced or procured by ZGS has equivalent standards and auditing systems in place to New Zealand fruit. ZGS growers must comply with Zespri's crop protection programmes, pass maturity and residue testing, and meet Zespri quality standards. You can find more information on the performance of ZGS fruit here: <https://zespriproducervote.zespri.com/zgs-performance>

Do ZGS growers pay for licence?

ZGS growers are not able to buy Zespri SunGold Kiwifruit licence. Instead, growers are authorised by Zespri to grow Zespri SunGold Kiwifruit in accordance with contract conditions. ZGS growers do not own the licence and instead pay through an increased annual commission charge, rather than a single licence fee. ZGS growers can't sell this licence and Zespri can cancel their authorisation to grow Zespri SunGold Kiwifruit if they don't meet the terms of the contract.

Does ZGS cost me money as a New Zealand grower?

The costs of operating ZGS (overheads) are funded through the commission that ZGS growers pay so there is no cost to

NZ growers. In fact, the growth of ZGS is expected to save New Zealand growers six cents per tray on overhead costs in 2030. This is because in addition to funding the direct costs of operating ZGS, ZGS growers also contribute to costs of other Zespri business segments. As ZGS volume grows, so will its contribution to the costs of running the global Zespri business.

How do you manage the cross-over between New Zealand and ZGS seasons – are New Zealand sales impacted?

Our aim is to always have Zespri Kiwifruit on the shelf in key markets and this means there will sometimes be a cross-over as we transition between New Zealand and ZGS fruit supply at the start and end of the New Zealand season. During this period, New Zealand fruit sales will be prioritised as we look to avoid disruption of sales and promotional planning and maximise the benefits of 12-month supply. The aim is to ensure that New Zealand fruit sales are not disadvantaged by the presence of ZGS fruit.

Why are you asking for approval to plant up to an additional 10,000 hectares of Zespri SunGold Kiwifruit?

With the current ZGS approval of 5,000 hectares of offshore Zespri SunGold Kiwifruit, there is a significant gap between demand and supply which will widen over coming years. Our modelling shows that under the current approved plantings, ZGS will achieve only 35 percent of target demand for Zespri SunGold Kiwifruit in 2030 and we won't be able to achieve 12-month supply. If approval is given to increase plantings by up to an additional 10,000 hectares, our modelling shows that it will allow ZGS to supply up to 93 percent of target demand (depending on yields achieved) for Zespri SunGold Kiwifruit by 2030, in the New Zealand off-season.

How will you ensure that you aren't oversupplying the market and impacting on New Zealand fruit sales?

While we are asking for approval to plant up to another 10,000 hectares of Zespri SunGold Kiwifruit, Zespri needs to regularly check that the planting plan is still appropriate to keep demand ahead of supply. To provide growers with confidence in this process, we have introduced a two phase approach:

- The first phase allows for up to 6,000 additional hectares to be planted by 31 March 2028.
- The second phase allows for up to an additional 4,000 hectares to be planted by 31 March 2031, following an annual check that demand is at least 10 million trays above supply.

The supply and demand check will be undertaken by the Zespri Board in consultation with NZKGI and each year from 2023, planting progress will be reported to industry. The approval for new planting will end on 31 March 2031 and Zespri will need to come back to growers through a producer vote to undertake further planting beyond this date.

VOTING

Brochure posted: 1 July 2022
Voting Papers emailed and posted: 28 July 2022
Voting opens: 9am, 28 July 2022
Voting closes: 5pm, 24 August 2022

You can vote by post or online.

WHERE DO I GO TO FIND OUT MORE?

Visit the dedicated Producer Vote website: <https://zespriproducervote.zespri.com> or email us producer.vote@zespri.com. We will also be engaging in further face-to-face conversations with growers in the coming weeks so please get in touch if you'd like to arrange a discussion. You can also contact your local Grower Liaison Manager.

THE RESOLUTIONS WE ARE ASKING OUR GROWERS TO SUPPORT



RESOLUTION 1

Increase in planted hectares of Zespri SunGold Kiwifruit in overseas countries by up to 10,000 additional hectares.

That producers agree to extending Zespri's current 5,000-hectare approval for commercial planting of Zespri SunGold Kiwifruit in overseas countries (excluding Chile and China) to a maximum of 15,000 hectares, with the following conditions:

- Up to 6,000 additional hectares (11,000 total hectares) may be planted by 31 March 2028, progress on which will be reported to industry on an annual basis from 31 March 2023;
- Up to 4,000 additional hectares (15,000 total hectares) may be planted between 1 April 2028 and 31 March 2031, subject to the Zespri Board (in consultation with NZKGI) being satisfied and reporting to industry on an annual basis from 31 March 2028 that demand for ZGS SunGold production exceeds anticipated supply by at least 10 million trays.



RESOLUTION 2

Resolution 2: Increase in planted hectares of any new kiwifruit variety in overseas countries by up to 1,000 additional hectares.

That producers agree to extending Zespri's current approval for commercial planting of any new kiwifruit variety not currently licensed for commercial production in overseas countries (excluding Chile and China) from 1,000 hectares to a maximum of 2,000 hectares.



FROM THE MARKETS

STEADY DEMAND IN MARKETS DESPITE CHALLENGES

This year is proving one of the most challenging in recent memory as the teams in market focus on optimising returns for this year's crop which is presenting quality concerns resulting from labour shortages during harvest.

The industry has faced increased quality issues in the last two seasons as COVID-19 impacted seasonal labour availability and supply chain operations. As an industry, together with our in-market distribution partners, we are working through these issues to try to ensure we present good quality fruit on the shelves for our consumers.

There are other headwinds being experienced globally with increasing energy costs contributing

to rising inflation which is putting real pressure on consumers. Reports show that consumer confidence has dipped considerably as a result, affecting willingness to pay and the purchase choices they are making. We are also experiencing higher costs especially for freight.

The strength of our supply chain has meant that we are relatively better off than many other industries, having successfully harvested all of the fruit and with 57.4 million TE of Zespri Kiwifruit delivered to our customers in market to date. This is 0.2 million TE ahead of the same time last year.

"Market conditions are challenging but demand is remaining steady at this stage through the season and as we head into the Northern Hemisphere summer fruit period," says Chief Market Performance Officer, Linda Mills.

"It's great to see the easing of COVID-19 restrictions and increasing movement of people and goods in China, which helps boost our activations in this key market."

Markets are in full swing, with marketing campaign activations to maintain run rates as we enter the summer fruit period when there will be many more fruit choices for consumers.

"Our brand and marketing campaigns are effectively supporting our sales programmes, creating demand for our product as we seek to return value back to growers, within the season's challenging parameters," says Linda.

Spotlight

ON OUR SWITZERLAND AND INDIA MARKETS

Switzerland and India, two very diverse markets, have been in our market portfolio for some time. Now, they are stepping forward at an accelerated pace of growth as our Zespri SunGold Kiwifruit volumes continue to come on stream and we focus on them to realise the demand potential we know is there.

"This supports our strategy of brand-led demand creation and underpins our purpose as even more consumers benefit from the goodness of our healthy Zespri kiwifruit," says Linda.

One of the key successes in Switzerland is getting access for our Zespri Organic SunGold and Green Kiwifruit products on shelves in greater volumes.

"This market has been developed to date by our Germany based team, however establishing a company structure in Switzerland has enabled the employment of dedicated resource so that we can move at a faster pace," says Linda.

India by contrast, has a rapidly evolving supply chain and modern retail but is still heavily reliant on fruit stalls, many of which are roadside. The team on the ground has been working with our distributor partners to establish a supply network and route to market that can successfully leverage this demand opportunity, as well as service the modern retail as it develops.



A colourful display featuring our Zespri Kiwifruit in India.



Zespri SunGold Kiwifruit on the shelves in Switzerland.

Vietnam:

'MADE WITH CARE' CAMPAIGN

Zespri had a starring role recently in New Zealand Trade and Enterprise's 'Made with Care' campaign in Vietnam.

The campaign to promote New Zealand food and beverages attracted a big crowd, with 20,000 people visiting our sampling booth for a taste of Zespri Kiwifruit. The other popular attraction was the appearance of our one-and-only Kiwi Brothers in Vietnam for the first time.

The team is looking forward to more activations coming soon with some big retailers, including Lotte, Mega Market, Winmart and BRT.



PARTNERS FEEL THE NEED FOR SPEED

The Vietnam team also held its 2022 trade conference recently and the theme was that of a Super Racetrack.

The aim was to inspire our business partners to speed toward the 2022 finish line in terms of sales targets. Distributors and retailers in Hanoi and Ho Chi Minh were also invited to take part.





ZESPRI IN THE COMMUNITY

Massive boost for the community as AIMS Games return to Tauranga

The Zespri AIMS Games is set to return to Tauranga after two years of pandemic-related disruption.

Registration has now closed for the 2022 edition of the intermediate-aged sporting tournament, with nearly 11,000 young people from 323 schools around New Zealand expected to attend.

This year's tournament will run from 3-9 September with a whole new generation of young athletes participating in 23 sporting codes.

For many competitors, this will be their first experience of a multi-code sporting event, while it's also the first year of Zespri involvement as the naming-rights partner.

"This tournament continues to have a hugely positive impact on our young people, helping foster a lifelong love of sport and activity," says Zespri Head of Global Public Affairs, Michael Fox.

"It fits in really well with our purpose at Zespri, by helping communities thrive and teaching healthy habits to the next generation, as well as building personal connections between children and their supporters from all over the country after two disrupted years."

"It's incredibly heartening to see the response from schools and communities around New Zealand and it shows how much they've missed attending events like the Zespri AIMS Games," says Tournament Director, Kelly Schischka.

"We've already equalled the number of schools who attended the 2018 tournament and we're sitting only behind the 2019 event in terms of numbers."

"Not even two years of COVID-19 cancellations can dampen the enthusiasm for such an iconic part of the sporting calendar."

The 2019 tournament drew more than 25,000 athletes, supporters and officials to Tauranga, injecting nearly \$6.5million into the regional economy, and contributing 74,787 visitor nights over the week.

The tournament is in its 19th year, after starting with 750 competitors in 2004, although this year will be the 17th edition because of COVID-19.



Welcoming the Kauri Table back to Zespri

On Wednesday 25 May, we celebrated the gifting of the beautiful kauri table from the New Zealand Fruitgrowers' Federation to the New Zealand kiwifruit industry and welcomed it back to the Zespri office in Mount Maunganui.

The table has a long history and the evening celebrated this with stories told by kaumātua Turi Ngatai, growers Sandi Clink and Hugh Moore, President of the NZ Fruitgrowers' Federation Andrew Fenton, and Zespri Chairman Bruce Cameron.

The formalities concluded with Andrew presenting a plaque for the table to Bruce, to commemorate the momentous occasion. The kauri table truly is an industry taonga and we are excited to have it back at Zespri.



The Kauri Table, an industry taonga.



Zespri Chairman Bruce Cameron and President of the NZ Fruitgrowers' Federation Andrew Fenton.

Ambassador and Heads of Mission visit

We welcomed 40 Ambassadors and Heads of Mission to our head office earlier this month. This was the first event back at Zespri in Mount Maunganui since the COVID-19 pandemic began.

These diplomats are the representatives of their countries in New Zealand, representing a number of our key markets and growing locations. The Global Public Affairs team took the opportunity to tell them about the kiwifruit

industry and what's important to us, about our commitment to helping communities to thrive, tackling sustainability challenges and working with our partners around the world create value through selling the world's best kiwifruit.

The delegates really enjoyed their time here taking photos with the Kiwi Brothers, giving the smoothie bikes a whirl, trying our fruit, and catching up with Zespri employees from around the world.



The largest domestic delegation of foreign diplomats to visit New Zealand in recent history enjoyed a taste of Zespri at our head office. Led by Priority One (the Western Bay of Plenty's economic development agency) on behalf of Tauranga City Council and supported by the Ministry of Foreign Affairs and Trade, the tour provided an opportunity for the Bay of Plenty (and Aotearoa) to reconnect to the rest of the world.

Zespri Young and Healthy Virtual Adventure - Registrations open!

A reminder that registrations are now open for the Zespri Young and Healthy Virtual Adventure. The Zespri Young and Healthy Virtual Adventure encourages and motivates tamariki and their whānau to develop healthy habits for a lifetime of good physical and mental health.

If you would like to get your whānau or school involved, or would like more information about the Zespri Young and Healthy Virtual Adventure, please get in touch with libby.twiss@zespri.com.



ZESPRI IN THE COMMUNITY

Community partners team up to help kiwis

Youth Search and Rescue (YSAR) and the Ōtāneiwainuku Kiwi Trust (OKT) have teamed up to run a joint exercise to help create a comprehensive picture of pest control trap lines.

YSAR students have had the opportunity to put into practice weeks of digital navigation and mapping training. Armed with GPS devices and mobile phones, Level 1 and 2 students recorded the location and type of each trap in the area, which Level 3 students then downloaded to ArcGIS, a sophisticated cloud-based mapping tool. A base camp was set up for the day, with Level 3 students managing the operation and using their radio skills to keep in contact with students out in the field.

Despite adverse weather conditions, Neil Penniston YSAR Exercise Controller says the day was a great success for both OKT and YSAR with students making a valuable contribution to the Trust's kiwi conservation efforts.

Post-exercise, senior students are now working to collate and analyse all the data, and start to build a Geospatial map which will contain all the information requested by the Trust. In this format, the user will be able to access acute navigational data as well as reviewing trap conditions and track hazards.

The three-year YSAR programme teaches students to take care of themselves in difficult outdoor environments and eventually help police and skilled volunteers with official searches. It is open to secondary school students aged 14 and older and involves weekly lessons and regular outdoor training exercises that focus on survival, rescue and geotechnical data gathering skills.

Applications are open for the 2023 intake. For more information visit www.ysar.org.nz or email libby.twiss@zespri.com.



Zespri is proud to partner with YSAR and OKT, two organisations who practice kaitiakitanga through their efforts to restore and protect our biodiversity.

Zespri Kiwifruit at the Japan Festival

It was wonderful to be a part of the Japan Festival in Wellington on 18 June. Organised by volunteers of the Wellington Japan Festival Trust, the Japan Festival is a biennial event celebrating Japanese culture in Wellington. This year it also celebrated the 70th year of diplomatic ties between Japan and New Zealand, and attracted 25,000 attendees.

Zespri's Tours & Events team had a busy day serving up our delicious Zespri Kiwifruit to festival goers. Our smoothie bikes mixing up tasty kiwifruit smoothies were also a hit!

The Kiwi Brothers made a special guest appearance at the Festival, while on their North Island roadie, and were excited to make friends with Honeywa the BeeHive.



A helping hand for hungry tamariki

Zespri is a proud supporter of KidsCan, which provides food, clothing, and health products to kids in need, at more than 1000 schools and early childhood centres (ECEs) nationwide.

With the cost of rent, groceries, petrol and other essentials increasing, KidsCan has launched a '15for15' urgent appeal – asking for \$15 donations for the 15 per cent of Kiwi kids who are going hungry. \$15 will provide a child with breakfast and morning tea for a week.

"At the moment, food is a real struggle," says an ECE teacher. "So for us, to have KidsCan food and be able to supply anything extra to our families means heaps to them."

We're getting behind KidsCan's appeal and if you have \$15 you can spare, we hope you do too. Donate here: www.15for15.org.nz.

KidsCan



Nominations for Kiwifruit Innovation Award

Nominations for the 2022 New Zealand Kiwifruit Innovation Award are still open!

Established in 2015 by former Chairman of Kiwifruit New Zealand, Sir Brian Elwood, the award recognises people who have solved a problem or created value for the kiwifruit industry through great innovation.

The deadline for this year's nominations is Friday 29 July and we encourage our industry to nominate those who have made innovative contributions. Nomination forms can be found on Canopy, or you can request one by emailing corporate.communications@zespri.com. Nominees must be individuals, not groups, with the criteria being an applied idea to solve problems and create improvements.

EXCITING IMMUNITY RESULTS FROM TRIAL ON ZESPRI SUNGOLD KIWIFRUIT

A clinical human trial on the effects of consuming Zespri SunGold Kiwifruit, led by the University of Otago and funded by Zespri is showing some impressive results, Zespri's Innovation Leader in Health Nutrition and Food Safety Paul Blatchford says.

The trial consisted of 40 healthy adults who had low blood levels of vitamin C. The trialists were split into two groups of 20. Over a four-week period one group consumed two pieces of Zespri SunGold Kiwifruit daily, while the other received placebo tablets. During the trial, the participants also completed food diaries, mood questionnaires and had regular blood tests.

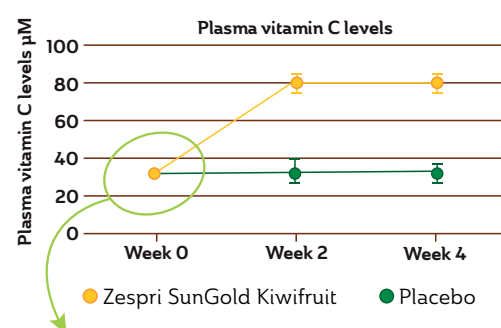
The findings from the trial showed a significant increase in blood vitamin C levels and vitamin C concentrations inside the immune cells of those who ate Zespri SunGold Kiwifruit. These trialists also reported that their mood and vigour significantly improved and noticed that they felt less fatigue, tension and confusion.

"These exciting preliminary results need further research to confirm and expand upon the findings," explains Paul.

"However, vitamin C is known to be important for supporting immunity and one Zespri SunGold Kiwifruit provides 100 percent of your daily vitamin C requirements."

The results have been summarised in a reader-friendly infographic to help with our health communications in the markets.

The health benefits of our kiwifruit are a significant part of our marketing campaigns and appeal to consumers, and the results will help us to continue to build the reputation of Zespri Kiwifruit as one of nature's great superfoods.



Plasma levels below 40 µM represent a state of vitamin C insufficiency and are commonly seen in individuals with low fresh fruit and vegetable intake. Eating Zespri SunGold Kiwifruit restores normal vitamin C levels in the blood.



KIWIGREEN INCENTIVE UPDATE

With the data analysis on our KiwiGreen incentive almost done, growers who appear to have not met requirements will be given the opportunity to respond. This information will be provided to your suppliers who will be asked to communicate eligibility for the payment to growers over the coming months.

The analysis has been a manual process which has found a number of KPINs don't have information entered for wheat bug correctly i.e., loadout area cleared for GA but not HW or vice versa, control sprays applied to some GA or HW blocks but not others that were also over threshold, or misunderstanding the pest thresholds resulting in some blocks not taking action.

If you receive an email requesting further information on why requirements may not have been met, please see this as a practical fact finding exercise. We appreciate this was the first season of this incentive and we are trying to take a pragmatic approach.



A REMINDER CONCERNING INDUSTRY SAFETY

There have been two serious incidents in our industry involving forklifts and pedestrians over the last few months. While the circumstances that led to these incidents are still being investigated, it's important for our entire industry to take note.

These incidents are an unfortunate reminder of the risks that exist within our industry and they need to be actively managed.

"While the harm that can be caused in an incident is generally understood, the likelihood of it happening is often underestimated," says Angus Bell, Zespri Head of Health & Safety.

"For example, we know a pedestrian hit by a forklift will result in serious injury, but we don't think it will actually happen to us. However, the fact remains that we are far more likely to have a serious incident than we are to win lotto."

Incidents like these should be viewed as a prompt to focus on critical risks, things that might result in serious injuries or worse. Evaluate the risks and challenge yourself around what else you can do to further reduce the risk. Ensure there is more than just administration controls are in place. While training and procedures are good, even better are physical barriers or engineering controls that don't rely on human behaviour. When thinking about new work or changes in operations, think about safety up front and design the work around the person, rather than the other way around.

"Every organisation in our industry should have safety of their people as a priority, because it is our people that make this industry so special," says Angus.

For more information around managing site traffic, WorkSafe NZ has a good practice guide: <https://www.worksafe.govt.nz/topic-and-industry/vehicles-and-mobile-plant/site-traffic-management/managing-work-site-traffic-gpg/>.

ON THE ROAD AGAIN! ZGS EUROPE ROADSHOWS

After two years of the COVID-19 pandemic, during which end of season roadshows had to be held virtually, ZGS Europe is back on the road for the 2021/22 season roadshows.

As we write, eight meetings are taking place across France and Italy, including the first ever roadshow in the Calabria growing region which is becoming particularly important for

Zespri SunGold Kiwifruit thanks to its excellent volcanic soils and favourable climatic conditions.

Roadshows are always a fantastic forum to exchange ideas between growers, supply partners and Zespri while presenting past season record volume results and excellent financials. It's great to be able to do these in person again.



GLOBALG.A.P. VERSION 6 UPDATE

GLOBALG.A.P. version 6 is the largest review of this global good agricultural practice standard to date and includes a strong focus on continuous improvement with demonstrable outcomes.

Regulatory changes and supply requirements are important considerations also as we see an increased drive for more robust and sophisticated systems to demonstrate compliance, globally.

We will work to address these changes in the Zespri Grower Manual system. This is also an opportunity to look longer-term and incorporate continuous improvement along with the ability to demonstrate outcomes.



2022/23 SEASON ZESPRI GAP CHECKLIST



For the upcoming 2022/23 season of GAP audits, some changes have been made to the Zespri GAP checklist, as outlined below:

- **Biosecurity:** To accurately reflect KVH requirements around controls on the movement of plant material and biosecurity plans, there are some changes made to the propagation material and Integrated Pest Management (IPM) sections of the checklist. Growers should have confidence that their contractors are not adding additional risk to their orchards by moving new pests and diseases around the industry through contaminated tools and machinery.

Note: These new requirements will relate to both contractor and MSO obligations if related services are outsourced. More information can be found on the KVH website, <https://kvh.org.nz/protocols-movement-controls/contractors>.

- The Zespri GAP checklist now includes a requirement to assess the understanding of obligations under GLOBALG.A.P. for employing contractors. In essence, to verify if the MSO or entity is aware of the importance to ensure contractors or sub-contractors employed by entity are compliant and hold a CAV (Compliance Assessment Verification) certificate, even if staff are not employed directly.

INNOVATION LEADERSHIP TEAM UPDATE: RESHAPING FOR BIGGER, FASTER, MORE RESILIENT INNOVATION

Jiunn Shih, Zespri's Chief Growth Officer, recently announced changes in the Innovation leadership team structure.

"Zespri's innovation programme has played a critical role in shaping and strengthening the kiwifruit industry to the benefit of growers, partners and shareholders over the last 20 years, with new cultivar, pest and disease control, consumer health messaging and improvements in growing and post-harvest being key benefits realised from the programme," says Jiunn.

Developing a Future-Led Innovation Programme has been identified as one of Zespri's key Strategic Priorities and a strong driver of future value for Zespri growers and shareholders.

"Considering the strategic importance of Innovation within Zespri, the Zespri Innovation Team is on a journey to reshape the Innovation programme to accelerate delivery of future value," says Jiunn.

IN LINE WITH THIS GOAL, THE FOLLOWING APPOINTMENTS HAVE BEEN MADE:



BRYAN PARKES

Bryan Parkes is appointed Head of Innovation Acceleration. The Innovation Acceleration team will focus on building the capabilities that will enable us to accelerate innovation delivery at Zespri, working with the broader innovation team to drive best-practice innovation management across all portfolios.



JULIET ANSELL

Juliet Ansell is appointed Head of Core and Resilience Innovation. The Core & Resilience Innovation team will focus on driving innovation across the platforms of Sustainable Orchard Productivity, Sustainable Supply Productivity and Consumer and Health, as well as, the Industry Resilience innovation pillar focussed on biosecurity, market access, pest and disease control tools and systems, and crop protection.



GREG CLARK

Greg Clark is appointed the Acting Head of Future Innovation. The future innovation team will lead the platforms of Future Products (i.e., next generation and novel cultivars) and Future Growing Systems. Greg will play a vital role to lead the transition to a new way of working in these critical 'Create the Future' platforms before this role becomes contestable in 2023.

"Changing how we approach innovation is the key to unlocking more value in the future for Zespri growers and shareholders," says Jiunn.

"I am excited about what the Zespri Innovation programme has in the pipeline, and how the Innovation programme can help people, communities and the environment around the world thrive through the goodness of kiwifruit."

CROP PROTECTION PROGRAMME AND ALLOWED OTHER COMPOUNDS

With increasing industry and market concerns, Zespri has increased the formulation testing requirements for products wishing to register for the 2022/2023 Crop Protection Standard.

In April-May this year, products currently listed in the programme were tested for ingredients of concerns at the cost of the supplier. As a result, some products may be removed, or given a restricted use timing or a longer Pre Harvest Interval (PHI).

One product being removed from the CPS is thiacloprid (Calypso). The supplier is pulling the sale of the product in New Zealand due to changes in EU regulations. We are working with other suppliers to continue listing alternative brands. Most use has been off-label for kiwifruit, which will still be an option if product can be sourced. Other products which may look different are leaf drop alternatives and hydrogen cyanamide alternatives. These changes will be published in the next 2022/2023 CPS and AOC which will be emailed out in July 2022 for the 2022-2023 season.

We appreciate products you have already purchased may have been removed. These will be listed for clarity at the end of the Crop Protection Standard. If you wish to use a product that has been removed or restricted, you may use it at your own risk for this season, with any future use requiring a justified approval. A JA can be completed in Spray Diary by clicking 'Request Justified Approval', or by completing the form found on Canopy.

2022/23 PROGRESS PAYMENTS FOR JULY AND AUGUST

CLASS 1 - APPROVED PROGRESS PAYMENT 15 JULY 2022	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.63	\$0.80	\$0.85	\$0.60	\$0.45	\$0.45	No payment
Zespri Organic Green	\$1.54	\$1.65	\$1.55	\$1.55	\$1.60	\$1.60	\$1.05
Zespri Gold3	\$1.50	\$1.25	\$1.45	\$1.75	\$1.60	No supply	No supply
Zespri Organic Gold3	\$0.51	\$0.15	\$0.40	\$0.75	\$0.85	No supply	No supply
Zespri Red19	\$6.66	\$3.50	\$5.50	\$6.30	\$6.80	\$6.80	\$6.70
Zespri Green14	\$0.55	\$0.05	\$0.50	\$1.40	\$0.30	\$0.30	No payment

CLASS 1 - INDICATIVE PROGRESS PAYMENT 15 AUGUST 2022	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	No payment
Zespri Organic Green	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05
Zespri Gold3	\$0.14	\$0.05	\$0.10	\$0.20	\$0.35	No supply	No supply
Zespri Organic Gold3	\$0.33	\$0.05	\$0.15	\$0.60	\$0.60	No supply	No supply
Zespri Red19	\$3.41	\$2.00	\$3.00	\$3.20	\$3.50	\$3.50	\$3.40
Zespri Green14	\$0.02	\$0.05	\$0.05	\$0.05	No payment	No payment	No payment

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.



SHARE BRIEFS

As at **21 June 2022** the last Zespri share price trade was **\$9.10** traded on **20 June 2022**. There were five buyers at **\$8.90, \$8.97, \$9.00** and **\$9.10**. There were three sellers at **\$9.15, \$9.18** and **\$9.20**.

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 July there are 40,770 dry shares as of 21 June 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 July there are no excess shares that are required to be sold as of 21 June 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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Go to www.reapapp.io to download the app.

FINANCIAL COMMENTARY

Progress payments

Progress payments have been calculated to ensure cash is returned to the grower as quickly as possible and fairly across all sizes. Payments have been set so that the percentage of total fruit and service payments across the sizes are equal where possible.

July 2022 approved progress payments on Net Submit trays

Approved per tray progress payments for 15 July 2022:

Class 1	
Zespri Green	\$0.63
Zespri Organic Green	\$1.54
Zespri Gold3	\$1.50
Zespri Organic Gold3	\$0.51
Zespri Red19	\$6.66
Zespri Green14	\$0.55

August 2022 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 15 August 2022:

Class 1	
Zespri Green	\$0.05
Zespri Organic Green	\$0.05
Zespri Gold3	\$0.14
Zespri Organic Gold3	\$0.33
Zespri Red19	\$3.41
Zespri Green14	\$0.02

Below is the current Market Depth information as at 21 June 2022.

Quote Line at Tuesday 21 June as at 11.00am						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	9.10	9.15	9.10	0.00	0.00	0

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	5,000	9.10	9.15	10,000	1
1	10,000	9.00	9.18	3,000	1
1	29,424	9.00	9.20	5,000	1
1	5,000	8.97			
1	5,000	8.90			

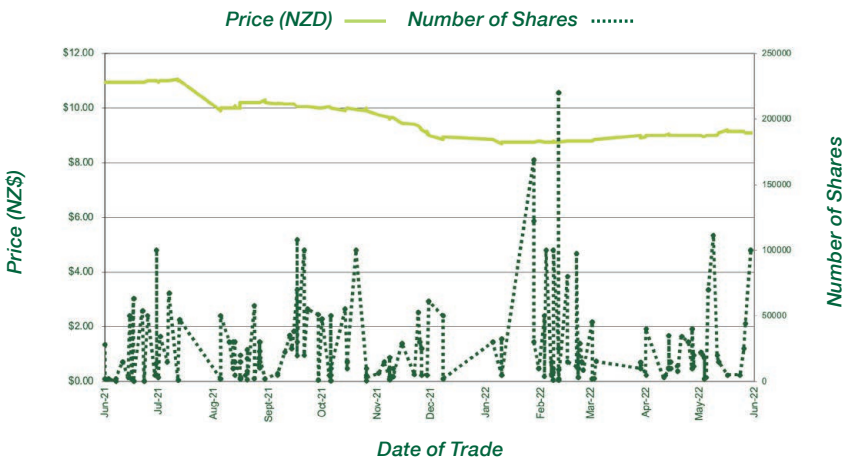
Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
27/05/2022	70,000	\$9.00	630,000.000
30/05/2022	111,290	\$9.00	1,001,610.000
01/06/2022	20,000	\$9.00	180,000.000
02/06/2022	15,000	\$9.10	136,500.000
07/06/2022	5,000	\$9.20	46,000.000
07/06/2022	5,000	\$9.15	45,750.000
14/06/2022	5,000	\$9.15	45,750.000
16/06/2022	25,000	\$9.15	228,750.000
17/06/2022	44,000	\$9.10	400,400.000
20/06/2022	100,000	\$9.10	910,000.000

Director share trading

For the month of June (as at 21 June), there were 225,290 shares traded by entities associated with Zespri Directors. See the Canopy for details: Canopy > Growing Zespri Kiwifruit > Working with Zespri > Shares. Alternatively search for 'Director Shares' using the search function.

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

ZESPRI GROUP LIMITED SHARE TRADES 21 JUNE 2021 TO 21 JUNE 2022





KEY FOCUS: JULY GLOBAL EXTENSION TEAM

Red19
establishment

Grafting

Soil
management

Winter pruning

THE MONTH AHEAD: JULY

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

RED19 ESTABLISHMENT

- If you haven't already, make a plan for grafting. Map your plant layout to ensure accuracy when grafting.
- A trial by the Zespri Global Extension Team showed females placed more than six metres from a male produced smaller fruit, so keep the males within six metres.
- Grafters who have worked with both Red19 and Gold3 have said there is no difference between the varieties when it comes to grafting.
- Red19 budbreak is about three weeks earlier than Gold3, from late August, so consider grafting early to ensure the graft union has calloused before budbreak.

GRAFTING

If you're supplying budwood to another orchard, be sure to register with KVH. Record budwood source and destination to ensure traceability of plant material.

MONITORING WINTER CHILL

- Monitor winter chill so you know what units your vines have accumulated. A normal chill unit is generally considered one hour under 7°C, while a Richardson Chill Unit takes into account that the most effective temperature for chilling is around 4°C, with the outer limits of effectiveness falling away at 0°C at the lower end, and 14°C at the upper end.
- The KVH website has a brilliant 'Chill unit' calculator that is easy to use. You can see how winter chill is progressing this year compared to the past four seasons.

SAFE SPRAYING DURING DORMANCY

- Make sure your property Spray Plan and neighbour contacts list are up-to-date. Get your signs ready, block up any shelter gaps to avoid spray drift, and familiarise yourself with the latest notification timeframes, and other local requirements of your regional or unitary council Air Plan.
- Regulatory requirements have increased this year; all spray applicators must now complete a risk assessment before and during each spray. Check that your staff and/or contractors are doing this. See this month's *Spotlight* insert and the Spraying Best Practice pages on Canopy for more information.
- Minimising spray drift is essential to maintaining good community relations and long-term access to agrichemicals, so have your sprayer professionally calibrated and do not spray if drift is going to occur onto sensitive areas.
- If you are using your own sprayer, ensure it is fitted with AI nozzles. All dormant and early spring sprays require the use of AI nozzles and a drift reducing adjuvant.

BUDBREAK ENHANCERS

- While hydrogen cyanamide is the industry standard budbreak enhancer, work continues looking for an effective alternative. There are several commercial options available for growers on the crop protection standard.
- With the use of hydrogen cyanamide being under review, growers are encouraged to try alternative budbreak enhancers to gain some experience and to get an understanding of how the orchard would perform *if* hydrogen cyanamide was phased out.
- To find out more information about getting the timing of your Hydrogen Cyanimide application right or to learn more about alternative budbreak enhancers, go to the 'Budbreak Enhancers' section of the Zespri Canopy website.

SOIL MANAGEMENT

- Get a soil test done (including for potentially available nitrogen) before budbreak to determine nutrient

requirements and get a fertiliser plan in place. Different products will release nutrients at different rates, so work with a specialist to work out what is best for your orchard.

- Compare year-on-year soil test and production results, and consider vine vigour and your overall nitrogen balance when setting your nitrogen fertiliser plan for the year. Talk to your advisor about opportunities to optimise vine uptake and avoid nutrient waste too. See the soil test report template and 'Need to Know' resources on 'Smart Fertiliser Use' and 'Estimating your Nitrogen Balance' on the Canopy 'Plant Nutrition & Nitrogen' page.

TASTE

High taste fruit is a foundation on which the Zespri brand is built, ranking the highest value contribution to brand value. Fruit dry matter has shown to be a reliable indication of taste and is the principle of which the Taste Zespri program is based. Winter pruning is the starting point for a crop's potential dry matter content to be set.

WINTER PRUNING

- Irrespective of the variety or canopy management system being used, ensuring pruners tie down a consistent number of well spaced winter buds, utilising mature early season cane, will ensure the next season's crop will have the potential for high dry matter, large fruit size and good storage potential.
- Work through the process of calculating bud numbers using the template available on the Zespri Canopy 'Winter Pruning' page.
- Being clear with pruners on desired bud numbers and monitoring work closely will ensure a job well done. The Zespri Canopy has a number of resources on winter pruning including the *Winter Pruning Kiwitech Bulletin* and a Sample Pruning Agreement.

For any of the above noted resources please see the 'BIT.LY links' article below.

GETTING ON TOP OF SCALE IN WINTER

Supply of fruit to high paying Asian markets is essential if growers returns are to be maximised. This requires sufficient inventory, without scale pest holds, to allow Suppliers to meet Zespri demand plans.

Winter is the optimal time for cultural control of scale for the following season. Removing their habitat within the orchard not only reduces overwinter adult scale populations, it also ensures better spray coverage over the season.

Adult scale are often found on older wood in the canopy, particularly in crowns along the leader. Inadequate supervision of pruning staff can result in these becoming more problematic over time.

The use of electronic pruners, reciprocating saws, and arborist chainsaws allow these habitats to be dealt with relatively cost effectively. Their removal is usually best carried out as a separate operation by a skilled pruner before the pruning gangs commence work.



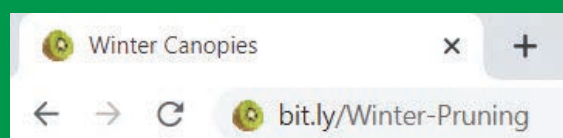
Crowns, such as the above, create an unwanted habitat for Scale.



BIT.LY LINKS

In this Global Extension Team (GET) update, we are trying a new way to share key resources with you. You'll notice throughout the text on this page that there are a handful of resources noted.

These are now available to be accessed via 'bit.ly' links — these links are shortened versions of the web address (URL) you would normally type into your browser. Simply type the bit.ly links directly into the address bar on your web browser.



KEY RESOURCES AND LINKS FROM GET

- Winter Pruning page on Canopy (bit.ly/Winter-Pruning)
- Winter Pruning Kiwitech Bulletin
- Sample Pruning Agreement
- Need to Know 04 - Winter pruning at a glance

- Need to Know 21 - Calculating targets in winter and spring
- Winter Bud Calculator
- KVH Chill Unit Calculator (bit.ly/KVHChill-Calc)
- Plant Nutrition & Nitrogen page on Canopy (bit.ly/PlantNutrition-Nitrogen)
- Soil Test Report Template
- Need to Know 43 - Four steps to smart fertiliser use
- Need to Know 56 - Estimating your nitrogen balance
- Spraying Best Practice page on Canopy (bit.ly/Canopy-SafeSpray)
- Budbreak Enhancers page on Canopy (bit.ly/Budbreak-Enhancers)
- Scale Management page on Canopy (bit.ly/ScaleManagement)

Are these links sending you to the Canopy homepage after logging in?

Try log in to the Zespri Canopy first and then type these links into a new tab in your web browser. Need support? Feel free to email us on extension@zespri.com.

2022 BOP YOUNG GROWER COMPETITION

Tickets for the 2022 BOP Young Grower Gala dinner at 5.30pm on 20 July are now available to purchase. The Gala Dinner — a fantastic night out supporting young talent — is a highlight of the local horticultural calendar.

The dinner includes the final component of the BOP Young Grower competition, a speech contest. This is your chance to witness our young horticulturalists share their thoughts on matters important to the industry. Following the speech contest is the awards ceremony.

This year's event will be hosted by award-winning comedian, Rhys Mathewson. You may know him from his recent stint on *Dancing With The Stars*, but Rhys has been appearing on our screens for more than 10 years on shows such as: 7 Days, Have you Been Paying Attention?, The Project, and 7 Sharp.

He's also the winner of the prestigious Billy T James Award, and the Fred Dagg Award for Best Show at the New Zealand International Comedy Festival.

This event is always a sell out. Make sure you get in early so you don't miss out! Tickets are \$100 per individual ticket, or \$900 for a table of ten and include canapés, a three-course meal, and welcome drinks.

To purchase tickets, visit www.bopyounggrower.co.nz.

Young Grower
of the year
Bay of Plenty Young Fruit Grower



Award-winning comedian, Rhys Mathewson.

SATELLITE TECHNOLOGY TO SPY ON UNWANTED LATERNFLY



Like a stylish secret agent, the Spotted Lanternfly (SLF) — one of Kiwifruit's Most Unwanted — has a striking appearance, but it is shrouded in mystery.

Its movements are stealthy and devastating, and like something out of a suspense novel, a skilled team in the USA is using satellite technology to stay one step ahead of it.

The USDA Tactical Sciences for Agricultural Biosecurity programme has been awarded nearly USD \$1million for a project to use satellite remote sensing to learn more about this mysterious pest and develop a model to predict its movements.

The project lead says while tree of heaven is the dominant host for SLF, other economically valuable hosts are also preferred (including kiwifruit, walnut, grape, and a variety

of fruit trees) and they hope to predict where it would go next so that protections can be put in place and damage can be reduced. The satellite data will be used to study the SLF, observe changes in infested trees, and map and predict the pests' spread.

Read more about the project and how the satellite data will inform why the SLF chooses certain trees/hosts at different stages of its life on the KVH website at kvh.org.nz.



MAKING TRACEABILITY EASIER AND BETTER



onside

KVH is working with Onside to make it easier for growers to keep records for plant material movements. This makes meeting the requirements of the new Pathway Plan simple and improves KVH's ability to quickly and accurately trace movements should we be faced with an incursion.

Together, we're developing a technology-based plant pathway mapping system that will make keeping traceability records easier for the industry. This feature will be available to users of the Onside app within coming months, in addition to the existing features already available, so that all orchard visitors can use the tool to record plant movements, if they choose to.

While it is mandatory under the Pathway Plan to record plant material movements in and out of orchards, it will not be mandatory to use Onside to record this. Growers can use whatever system they choose to create and store these records (provided records are accurate and up to date). This project provides a simple, free, and effective option for doing so.

The project is well underway, including testing, so watch this space as we'll keep you updated over the coming weeks. Learn more about Onside at getonside.com.

GOOD BIOSECURITY FOR RETURN TO TRAVEL



The recent discoveries of foot and mouth disease (FMD) in Indonesia, and the insect pest fall armyworm on a small number of properties in the North Island are timely reminders about the importance of biosecurity readiness and response, and why everyone needs to be vigilant about spotting and stopping unwanted pests and diseases.

New Zealand's multi-layered biosecurity system includes risk assessment, visual inspections, x-ray screening, scanning technology, and detector dogs to prevent risk goods from being carried into the country by travellers or arriving by mail. All shipping containers and imported goods are assessed for biosecurity risk. But as many of us reengage with the world via business and leisure there are also individual actions we can take to further strengthen the layers of protection against a range of pests and diseases.

Good practices include:

- Before travelling, familiarise yourself with the known issues and considerations for the places you are visiting.
- Look for ways to minimise the need to take equipment with you — check if it can be provided in the country you are visiting.
- Thoroughly clear and dry equipment, gifts, or souvenirs you are returning with.
- Minimise your exposure to animals while travelling — and don't have contact with farm animals in New Zealand for seven days after having contact with livestock in another country.
- If you are visiting agricultural production sites and are provided with footwear of protective clothing leave these at the site after your visit.

- If you have been in an environment where your footwear might have been contaminated then remove any organic matter, wash and dry the soles, and if possible, soak them in disinfectant.
- Hotwash or dry clean clothes you've worn in places that may have biosecurity risks.
- Remember to not tuck away and forget any fruit in your hand luggage during the rush of travel.

Everyone in the kiwifruit industry or coming to New Zealand to work on an orchard, has a responsibility to manage biosecurity risks when travelling. To assist, KVH has developed a best practice poster to help reduce biosecurity risk after visiting or working on an offshore orchard or farm; and to explain what people can expect at border control when arriving in New Zealand and informing officials of involvement in horticulture.



SOME BACKGROUND ON FMD FOR THOSE NOT FAMILIAR WITH IT:

FMD is a major concern for those who are part of New Zealand's livestock industries but would also have economic consequence for the economy as a whole. It is caused by a virus that only infects cloven-hooved animals. An animal is cloven-hooved if its foot is divided in two. In New Zealand, this includes cows, pigs, sheep, goats, deer, alpaca and llama. It is highly contagious and all susceptible animals (whether infected or not) on infected farms would be culled to halt the spread of the infection. FMD caused billions of dollars of losses during an outbreak in the United Kingdom in 2001.

Biosecurity New Zealand is closely monitoring the situation, although the risk of FMD entering New Zealand is low, because we have some of the world's toughest biosecurity measures for FMD. The outbreak in Indonesia serves as a further reminder of the importance of good biosecurity to protect New Zealand's livestock industries. In addition to the confirmed outbreak of FMD, Indonesia is also battling lumpy skin disease, which is spread by biting flies.

Risk pathways for FMD include infected animal products such as meat, and contaminated material on footwear or clothing or equipment.

Q&A FROM THE FIELD

KEY CONTACTS:

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

I understand that my Zespri SunGold Kiwifruit Size 39s were Non-Standard Supply this year. Will they receive a loyalty payment?

Non-Standard Supply (NSS) and Class 2 fruit is outside the Zespri Class 1 specification because of size of external appearance, and so do not meet the Class 1 requirement for a loyalty payment.

I am looking at selling my orchard. Where can I find out what my licensed area is?

You should always be selling your orchard based off your licensed area rather than your planted area. If you are unsure of this, you can contact the Zespri Licence Team at new.cultivars@zespri.com / 07 572 6440 for help. Alternatively, this can be found via the Zespri Portal using the following pathway "Zespri Canopy > Industry Portal > Orchards > General > and scroll down to 'Variety Summary'".

I have recently purchased licence and are yet to graft the area. What do I need to be mindful of?

Please ensure when grafting that the area planted does not exceed your total licensed area. If you need assistance with this, you can contact the Zespri Licence Team at new.cultivars@zespri.com or 07 572 6440.

When is my 2022 Licence Release settlement due?

This is due no later than 5.00pm on 20 July 2022. This is to be paid to the Zespri bank account found on the bottom of your invoice. A friendly reminder email will be sent in July.

I want to sell Zespri SunGold Kiwifruit at my orchard gate. What is the process?

Zespri licensed growers have the opportunity to sell their Class 3 (reject) fruit at the orchard gate, roadside stalls, farmers markets, or through their Registered Supplier on the domestic market (Class 2 only). This must be done under a Gate Sale Agreement. For information on the Gold Gate Sales Agreement, visit Canopy here: <https://canopy.zespri.com/EN/grow/licensing/licencemanagement/Pages/Gate-Sales.aspx>. Alternatively, contact the Zespri Grower Support Services Team on 0800 155 355, or email new.cultivars@zespri.com.

I am new to the industry. Where can I learn more about the industry?

You should expect to have a visit from the Grower Liaison Manager assigned to your region who can provide you with a Zespri New Grower pack. This pack contains a Grower payment booklet, NZKGI Growers Voice Booklet, Zespri Five-Year Outlook document, and the Zespri New Grower Book. Along with the pack and visit, there is also the option to attend the Annual Grower Seminar hosted by the Zespri Grower Liaison Team. This is designed to provide a comprehensive understanding of the Zespri system and is targeted at a broad range of people, including new growers, industry grower representatives and existing growers who would like to refresh their knowledge of the Zespri system. Registrations will open later in the year.



CALLING FOR EXPRESSIONS OF INTEREST: EUROPE RUGBY WORLD CUP TOUR

Back by popular demand in October 2023, the Zespri Grower Liaison Team will be hosting the European Rugby World Cup Tour.

The tour is still in the planning stages, but tentatively aims to include tickets to the Rugby World Cup semi-finals and final, as well as visits to Italian orchards, the Zeebrugge repack facility, and other key European markets, as well as seeing some incredible tourist locations in France and Italy.

We will release more information when it becomes available to those who have expressed interest. There are very limited spaces, and deposits will be required early to secure tickets.

**If you are interested in this tour, please contact
Sue Groenewald, Zespri Grower Engagement Manager:**

Email: sue.groenewald@zespri.com

Phone: 027 493 1987



KNZ BOARD ELECTION

The Kiwifruit New Zealand Board consists of six directors, of which three are elected by producers for a three-year term. This means every year one producer-elected director is due for re-election.

Peter Ombler's first three-year term expires on 30 September 2022, and he will be standing for re-election for a second term.

The election timetable is:

2022 KNZ DIRECTOR ELECTION TIMETABLE

Nominations open for Director Election	Monday 25 July
Nominations close	Monday 8 August
Voting Poll opens	Monday 29 August
Voting Poll closes	Monday 12 September

KNZ has posted a letter to all producers detailing the process, but for nomination forms or additional information, please contact KNZ on (07) 572 3685 or admin@knz.co.nz.

VIRTUAL TOURS KICK OFF

Zespri has kicked off their virtual tour season with customers and staff from Japan and Vietnam markets using the newly developed Zespri Virtual Tour Experience platform which has been built in six languages.

Virtual Tour attendees can explore videos, including the history of Zespri and kiwifruit in their own language before joining a live tour where there is an opportunity for them to ask the presenters live Q&A.



Sue Groenewald and Lynda Hawes under the vines on Lilybank Orchard during a virtual tour with Japan.

“It was a great opportunity to see what it is like under the vines, growing methods, production procedures and to have ‘face to face’ communication with growers. This session motivated me to sell more Zespri!”
Feedback from a Dole customer.



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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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