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ANNUAL MEETING 2022: *Rising to the Challenge*



Zespri Chairman Bruce Cameron and CEO Dan Mathieson reflect on strong 2021/22 season results, while also addressing the challenges of our current season.

This year's Annual Meeting brought together more than 350 attendees including shareholders, Zespri Board, Executive, and staff, in person and online. The event featured live addresses from Chairman Bruce Cameron and Zespri CEO Dan Mathieson, industry updates and voting on the resolutions, including Director elections.

Congratulations to Jonathan Mason who was elected as Independent Director, to Paul Jones and Craig Thompson who were elected as Board Directors, and to Michelle Dyer who has been elected shareholder member of the Director Remuneration Committee.

ACKNOWLEDGING THE WINS

In his Chairman's Address reflecting on the 2021/22 season, Bruce Cameron highlighted the strong results the industry had achieved, despite challenging conditions.

"The global pandemic has affected every part of our value chain — yet, like we have always done when confronted by uncertainty, change and disruption, we worked together to create opportunity.

"By adapting and innovating, we showed how strong this industry is at its best, and it's important we continue to do that," said Bruce.

Bruce also highlighted some of the strategic challenges the Board is considering such as how to address share alignment, and acknowledged the need to make sure our industry continues to bring issues to the table and has a robust and respectful process for resolution.

"As we look ahead, we will ensure our focus remains on our people, on our brand, and on delivering the world's best kiwifruit."

In his CEO address, Dan highlighted solid financial results of the 2021/22 season across all fruit categories; the strong performance of our Europe, Japan and Greater China Markets, as well as Korea; and the important contributions of newer markets like Vietnam and North America. The strengthening of Zespri Global Supply was also noted as a key highlight, as was the first year of commercial production of RubyRed Kiwifruit in the 2022 season, our progress on sustainability, the partnership with Plant & Food Research to create the Kiwifruit Breeding Centre, and our contribution to local communities.

FRUIT QUALITY A CRITICAL ISSUE AS 2022 SEASON PROGRESSES

Dan also focused on the key challenges being faced by the industry this season, including fruit quality.

"We're facing major shipping disruption, soaring costs, regulatory changes and a severe labour shortage," says Dan.

"Most critically, we're dealing with major quality issues which is putting our brand position and premium grower returns at risk. Zespri's looking hard at how we respond and help to take pressure off. Resolving our quality challenges will require a whole of industry response commensurate with the scale of the issue as we seek to understand the causes and solutions."

"As part of a review, we will continue to work closely with growers and post-harvest to more fully understand the

industry's capacity to accommodate the growth and to balance that against the value we're leaving on the table," said Dan.

"We expect to announce changes to the licence allocation mechanism and the number of hectares available ahead of the 2023 licence release. Similarly, the refinements we're making to the Taste Zespri programme will consider alignment between market signals and price positioning, alongside the impact our incentives are having on quality."

TOGETHER, THE BEST IS AHEAD OF US

While discussing the challenges of the current season, Dan also acknowledged growers and the industry for their continued dedication and commitment on delivering the season, despite really challenging conditions.

"By continuing to work together we're well positioned to capitalise on the long term value that we see in the years ahead," says Dan.

"Together, we can continue to punch well above our weight in the global fruit bowl, and ensure the industry provides opportunity and value today, and for the generations to come."

WATCH ONLINE

A full recording of the Annual Meeting is available on Canopy: <https://canopy.zespri.com/EN/industry/aboutzespri/zespriannualmeeting/Pages/default.aspx>



PRELIMINARY RESULTS:

	Resolution	% Votes For
1	Approval of the Company's 2021/22 Annual Report	100%
2	Election of Director - Vacancy 1 (Paul Jones)	81.6%
3	Election of Independent Director - Vacancy 2 (Jonathan Mason)	99.5%
4	Election of Director - Vacancy 3 (Craig Thompson)	89.2%
5	Election of shareholder member of the Director Remuneration Committee - Vacancy 1 (Michelle Dyer)	98.9%
6	Appointment of Auditors (KPMG)	99.8%
7	Increase to Director remuneration	75.1%

BOARD APPROVES FORECAST FOR 2022/23 SEASON

The Zespri Board of Directors has approved the August forecast for the 2022/23 season. This is the first full forecast of the season, following the indicative ranges released in June.

The forecast reflects the considerable challenges we're facing this season, in particular with significant quality issues and lower yields. While our teams in the markets are continuing to work hard to lift prices and manage spending levels to strengthen overall returns, the headwinds we face are significant. This includes rising costs through the supply chain, in particular freight and post-harvest costs, which continue to put pressure on returns to growers.

Fruit quality remains the primary challenge, particularly for Zespri SunGold Kiwifruit. Fruit loss and quality claims are tracking well above historical averages and expected to continue to do so. The impact on returns is significant, with the quality cost to growers forecast to be \$2.80 per tray for Zespri SunGold Kiwifruit, compared with \$1.68 last year and this has pushed this forecast below the June range. For Green, quality costs are expected to be \$1.95 per tray, compared with \$1.65 last year.

OGR per tray and OGR per hectare returns include a forecast loyalty premium of \$0.30 per class 1 tray supplied, \$0.05 above the base \$0.25 per class 1 tray supplied loyalty premium. The total fruit and service payment, across all pools and excluding the loyalty premium, is forecast at between \$2,225 million and \$2,275 million, once revised market

fruit allocations are known following recent updates to expectations around onshore fruit loss.

Zespri's corporate net profit after tax is expected to be between \$227 million and \$247 million, including licence release income, consistent with our June guidance. A strong focus has been placed on identifying savings opportunities across Zespri's corporate overheads to support and maintain profitability despite the challenges being faced this season.

The forecast dividend per share range for the year ending March 2023 also remains consistent with our June guidance at \$1.10 to \$1.19 (and/or a Gross dividend per share range including imputation credits of \$1.44 to \$1.56). This range is inclusive of the \$0.89 per share interim dividend (and/or a Gross interim dividend of \$1.17 per share) paid on 12 August 2022, following the 2022 licence release.

Pools (Fruit Categories)	2022/23 August Forecast Per Tray	2022/23 June Indicative Range Forecast Per Tray	2021/22 March Final Per Tray	2022/23 August Forecast Per Hectare	2022/23 June Indicative Range Forecast Per Hectare	2021/22 March Final Per Hectare
Zespri Green	\$6.13	\$6.00-\$7.50	\$6.35	\$61,144	\$60,000-\$73,000	\$75,494
Zespri Organic Green	\$9.33	\$8.75-\$10.25	\$9.74	\$63,953	\$56,000-\$66,000	\$67,752
Zespri SunGold Kiwifruit	\$10.02	\$10.25-\$11.75	\$11.51	\$138,495	\$141,000-\$161,000	\$176,026
Zespri Organic SunGold Kiwifruit	\$12.18	\$11.50-\$13.50	\$12.61	\$132,486	\$123,000-\$145,000	\$143,772
Zespri Green14	\$5.43	\$5.00-\$7.00	\$7.82	\$33,023	\$30,000-\$43,000	\$54,609
Zespri RubyRed Kiwifruit	\$18.93	\$17.00-\$19.00	NA	\$35,766*	NA	NA

*NB: Zespri RubyRed forecast per hectare return, in its first year as a commercial pool, has been influenced by a high proportion of productive hectares returning low yields impacted by vine age. Across the age profile, 8 hectares with a vine age of >2 years returned an average yield of 6,029 trays per hectare and a per hectare return of \$114,153. A further 51 hectares with a vine age of <2 years returned an average yield of 1,213 trays and a per hectare return of \$22,954.



ZESPRI GLOBAL SUPPLY UPDATE

ZGS SUNGOLD KIWIFRUIT PLANTINGS TO REMAIN AT 5,000 HECTARES

Growers have voted not to progress with the proposed expansion of offshore plantings in the Northern Hemisphere in the most recent Producer Vote.

A total of 67.8% of growers and 71.7% by fruit weight voted in favour of the first proposal to increase the number of hectares by up to 10,000 hectares. 70.2% by producer vote count and 73.6% by fruit weight count supported a second resolution to allow the planting of up to 1,000 additional hectares of new varieties.

75% is required on both counts for a producer vote to pass under the Kiwifruit Export Regulations and while there was strong support for expansion, it was not at the level required to proceed. Zespri would like to thank all growers who participated in the process.

Our focus will be on maximising production and achieving the best outcome from the existing approved production base of 5,000 hectares of ZGS SunGold Kiwifruit plantings. For new varieties, planting is restricted to the 1,000 hectares approved in the 2019 producer vote and this result is not expected to have any short term impact as decisions on commercialisation of new varieties are not expected for several years. Work will also continue to procure Green Kiwifruit from our Northern Hemisphere growing partners which is not impacted by the vote.

We'll be seeking grower views on the result and next steps during a series of industry engagements over the coming weeks. You'll also receive an online survey from us next week.

Resolution	Individual Votes	By Weight
1. Increase the planted hectares of Zespri SunGold Kiwifruit in overseas countries (excluding Chile and China) by up to 10,000 additional hectares	67.79% for (1,090 votes) 32.21% against (518 votes)	71.66% for 28.34% against
2. Increase the planted hectares of any new kiwifruit variety in overseas countries (excluding Chile and China) by up to 1,000 additional hectares.	70.19% support (1,123 votes) 29.81% oppose (477 votes)	73.57% for 26.43% against
Participation: 57.5% of the industry voted representing 72.3% by fruit weight.		

ZGS PRE-SEASON ROUND UP

Production from ZGS orchards across Europe and Asia is expected to be in the region of 25 percent higher than last year at around 20 million trays as new orchards come into production and orchards mature. All regions had a good start to the year, but dry and hot conditions in early summer may cause some challenges for fruit size.

ASIA: JAPAN AND KOREA

Both Korea and Japan had relatively favourable pollination conditions to give good fruit set results in general. Since then, we have seen an unusually early end to the rainy season across our growing locations in Asia, and abnormally high temperatures following this in late spring/early summer.

This has put pressure on water supplies for some with aquifers being lower than normal. To date, the size profile in Korea is tracking relatively similar to last season from our monitoring, with Japan tracking slightly smaller. As we monitor through the hottest period of the season, this could change for those with water constraints. Harvest in Japan and Korea is likely to commence in late September and continue through into November.

In Japan this season, we will see some first Zespri SunGold Kiwifruit crops coming from our large scale growing partners, an exciting milestone for those partners and ZGS Japan.

All of our Korea partners have now transitioned out of Hort16a and into the Zespri SunGold Kiwifruit variety. Our Korean growing partners are pleased to be experiencing some large scale gatherings again to engage with each other and talk through the season with the ZGS Korea team.



Orchard in Korea.



Large-scale Zespri SunGold Kiwifruit orchard in Japan.

EUROPE: ITALY AND FRANCE

Across Italy and France, the season started well with the absence of serious frost for the first time in several years.

In Italy, weather conditions for bud break until flowering were good and even with lower than anticipated rainfall in May and June, conditions were good for fruit growth. Persistent hot weather over summer is likely to impact final fruit size. Harvest will likely commence in late September in some regions.



Orchards in Latina, Italy.



Orchards in France.

Yields in both Italy and France are expected to be higher than the previous year as orchards mature.

In France, the season started well thanks to helpful weather during flowering for the first time in several years. Weather conditions have been hotter and dryer than normal which is impacting on fruit size. Harvest is expected to commence slightly earlier than normal in late September, particularly for crops grown under plastic (16 percent of orchards in France are grown under plastic).





FROM THE MARKETS

STEADY DEMAND AMIDST CHALLENGING MARKET CONDITIONS

Demand for Zespri Kiwifruit remains steady, despite some significant challenges across our markets globally. This includes ongoing concerns around fruit quality, though the fruit we are delivering is improving given the more stringent quality measures in place in New Zealand.

As at Week 33, 99 million TE of New Zealand Kiwifruit had been delivered. This was 2.8 million TE behind last year, but off a smaller crop meaning there is less volume remaining.

"Market conditions as a whole remain challenging due to inflation, shipping disruptions and changing regulations — these continue to be monitored closely, with teams working really hard to optimise the remainder of the sales season regardless," says Linda.

"And in spite of the challenges it's encouraging to see demand remaining steady at an average of five million trays per week as we move toward the end of the competitive Northern Hemisphere summer fruit period," says Linda.

Weekly run rates averaging over the last five weeks are also consistent with the previous two seasons.

"These remain strong thanks to targeted marketing campaigns and consumer facing activations in place to drive interest and purchase, with many additional activities set to run after the summer fruit season has ended and more space opens up in the market," says Linda.

"Our brand-led demand creation strategy is working — this strategy is all about creating strong demand ahead of supply to deliver long-term sustainable returns and to allow us to grow the value we bring back.

"We've been able to hold great shelf space this year and our teams have been able to take advantage of opportunities where competitive fruit sets have not been able to get to market the same extent that we have given the shipping challenges and their inability to rely on scale like we can," says Linda.

"We've also been able to carry out more sampling activity across our markets as COVID-19 restrictions ease. Getting in front of consumers is a critical part of our strategy and it's great to be able to do that more often.

Linda says the teams in market are also working hard to convert consumer packaging to more sustainable options — all of which help influence customer and consumer

perception of our product, and impact on purchasing decisions.

Fruit quality, however, has been a major issue this season, with customer feedback showing negative trends, including an erosion of confidence and value. We're also continuing to see major shipping disruption, soaring costs, inflation, regulatory changes, a severe labour shortage, and adverse weather events impacting the industry.

"We're focused on tackling the challenges collaboratively, particularly relating to fruit quality — and that's something the whole industry needs to address so we can continue to provide our customers and consumers with the quality Zespri Kiwifruit they are used to," says Linda.

"What's encouraging is that the enhanced quality checks the industry has put in place in New Zealand are seeing the quality of the fruit arriving in market improve and our customers recognise that. Customers are aware of our commitment to addressing the quality issues and it's important we do so."

Watch Linda's market update at our Annual Meeting here <https://canopy.zespri.com/EN/industry/aboutzespri/zespriannualmeeting/Pages/default.aspx>



SPOTLIGHT ON OUR MARKETS

APAC

Japan

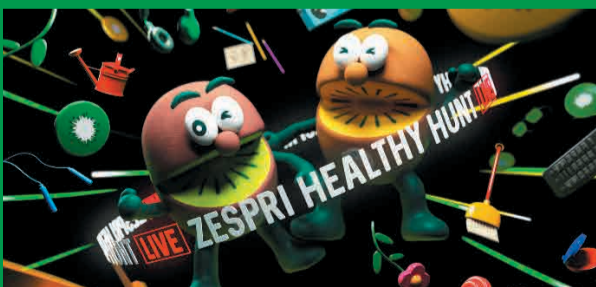
Due to increasing COVID-19 cases and record-setting heat waves, in-store shopper traffic has decreased. In response, our teams have increased sampling sessions within COVID-19 safety measures, as well as increased brand-led demand out-of-store with digital activations.

Quality concerns remain front of mind. However, defect rates on the latest shipment of fruit to arrive have decreased, meaning overall quality should be in a better position in time for Kiwi Day promotions in September.

On your next coffee break, you could watch the Kiwi Brothers on live stream!

The Japan team has launched the first 24 hours of an Augmented Reality (AR) live streaming digital campaign called "Zespri Healthy Hunt". The campaign focuses on engaging consumers to discover refreshing ways to live a healthy lifestyle. Using AR technology, consumers follow along and write comments on how our Kiwi Brothers have healthy moments throughout their day.

Interested in seeing what healthy moments you can spot? You can check out the digital campaign yourself here: <https://hunt.zespri.com>



Korea

We've been focused on a number of sales activations to boost sales of Zespri SunGold and Green Kiwifruit in a competitive domestic summer fruit market. It was great to see more than 2.2 million organic views generated from our 'Zespri Enjoyable Healthy Habit' video campaign, as well as a significant increase in social media followers.

Our merchandising programme covered 946 stores overall, and fruit sampling was conducted across 177 stores.

Australia

Here we're seeing rising inflation and labour shortages, and increased flooding events which has impacted supply and pricing of Australian-grown produce.

Shipping schedules to Australia have been unreliable and impacted deliveries, however demand for Zespri SunGold Kiwifruit remains strong with deliveries 14 percent ahead of the same time last year. We ran a trade promotion with Fresh Markets Australia in July and August in independent fruit and vegetable stores to drive visibility of Zespri SunGold Kiwifruit.

Singapore

While COVID-19 infections are declining, inflation remains a concern for consumers, and shipping uncertainty continues to pose a challenge to build up healthy inventory in market.

Demand for Zespri Kiwifruit, however, is picking up steadily as market conditions start to normalise after initial headwinds. An Island-wide 'Recharge with Zespri' campaign ran throughout August. This included a competition to win a recharge staycation at the Pan Pacific Singapore — to be eligible to enter, consumers must buy at least S\$5 of Zespri Kiwifruit. This included a competition which was promoted on Zespri punnets, in stores, and out of store (bus stops and online) and reached an estimated 5.8 million consumers.

Vietnam

The economy is recovering well, although inflation is influencing retail selling prices of almost all necessary products.

There is less competition in the fruit market due to a volume reduction of domestic fruits and imported fruits — mainly New Zealand apples. To minimise our current quality risks, sales of Zespri SunGold Kiwifruit are planned to be finished in Week 36 (three weeks earlier than 2021), and Green in Week 42 (five weeks earlier than 2021). TV and digital advertising continue to have a strong reach, and we have expanded our in-store activities versus last year (sampling and point of sales materials).



Display competition in stores in Vietnam.



FROM THE MARKETS

GREATER CHINA

Mainland China

This has been an extremely challenging year for Mainland China, with the Government's 'Dynamic Zero COVID policy' significantly impacting the demand and supply sides of our business.

Shanghai City and its Charter Port were also closed for more than two months during season opening, and another 45 cities in China experienced 7-14 days of lockdown during this critical time. Fruit quality has also been a concern since the beginning of the season.

Our team in Mainland China, customers and supply chain partners and other Zespri key stakeholders have shown strong resilience and collaboration, which included a new charter port and new warehouse openings, geographic expansion, increased media coverage in a number of cities and extra growth from e-commerce channels. Recently, we have seen some quality improvements from New Zealand supply after re-pack. We are continuing to monitor the economic trends and impacts over our business in the coming seasons, including tracking any potential impacts on our brand due to this year's quality issue.

Taiwan

Our Taiwan market has been doing well this season following new sales and marketing strategies in place and a significant shortage of local fruit.

We leveraged China's charter shipping to mitigate supply disruptions in Taiwan. Quality is a concern, but is being managed by the team. We're also seeing good demand for Zespri SunGold Kiwifruit during the Ghost Month festival. A Ghost Festival tactical campaign promoted the "Say Yes to possibilities" theme and highlighted Zespri Kiwifruit as a 'lucky fruit' via TV commercials and social media.

Hong Kong

Our Hong Kong market has been impacted by major shipping disruptions this season, with container shipments delayed by six-seven weeks on average.

For the coming season, we plan to set up a new charter port in south China to support Hong Kong with charter shipping options. The easing of COVID-19 restrictions has resulted in a lift in retail activity and our Mid-Autumn Festival giftbox promotions saw a two-fold increase from the same time last year.

NORTH AMERICA

USA

Sales of kiwifruit category continue to grow in the US, with Zespri Kiwifruit noted as the number 1 Kiwifruit brand there.

Strong promotional programmes driving branded displays have been a winning strategy. Zespri sales teams have leveraged data, including highlighting kiwifruit as the fastest growing fruit, along with best practice examples to inspire retailers to prominently merchandise in high traffic areas of the produce department. 80 percent of our Zespri SunGold Kiwifruit samples have been distributed across tier 1 and mid-Atlantic markets in the US. Consumers are loving the sweet, refreshing taste of Zespri SunGold Kiwifruit with 97 percent reporting they are likely to purchase the fruit after sampling.

Zespri US teams up with Brighter Bites

Our US team officially kicked off its Brighter Bites (BB) partnership as part of our community investment. BB is a non-profit organisation that delivers fresh fruit and vegetables, nutrition, education resources, and culinary tools to families. Zespri will be supporting their work with recipes, coupons and other resources through the 2022-23 school season and we'll also be co-hosting a kiwi art challenge for students.

"Our partnership with Zespri allows us to offer our families not only more delicious fruit options in their produce boxes, but also an interactive challenge to engage and encourage participation," says Brighter Bites CEO, Rich Dachman.

Jeanne Wilson, Zespri Head of Marketing for the US, adds: "We couldn't be more honoured to partner with the BB team and look forward to celebrating their anniversary and reflecting on the positive change they've helped drive over the last ten years."



EUROPE

Belgium and the Netherlands

We're seeing increased inflation putting pressure on consumer purchasing power. Quality issues are impacting sales in this market, however we're boosting in-store visibility in supermarkets and marketing campaigns are in full swing.

France

We've increased promotional activities with a focus on Zespri SunGold Kiwifruit. This includes in-store promotions, TV and digital campaigns.

Germany

Demand for Zespri SunGold Kiwifruit is high thanks to strong activations. However, while we have good supply, decreasing fruit quality is impacting our brand.

Italy

Inflation remains at a high. Due to an early summer climate with very high temperatures, traditional Italian summer fruit are selling at good levels despite higher prices. Kiwifruit demand remains stable. Wholesale market promotions continue with major retailers, including through catalogue and in-store activities.

Touring Milan on a Zespri Bike

Anyone visiting Milan in July who fancied getting from A to B a little quicker than walking will have been delighted to find the market-leader 'Bikemi' city-bike scheme sporting a fresh Zespri Kiwifruit paint job.

Around 600 bicycles were snazzily Zespri-rebranded through June and July.



Spain

Household consumption is being hit hard by rising inflation, with high fruit prices, including for locally produced summer fruit. We continue to be in one of the most difficult sales periods of the year, however we are at the end of the main summer fruit season. Despite this, we continue to work with teams and customers to boost sales of Zespri Green and Zespri SunGold Kiwifruit through activations, TV and digital media campaigns, and point of sale promotions in major retailers.

FUTURE MARKETS

In our Future Markets, we started the season strongly, although we have seen a slow-down in consumer demand for our fruit. This stems from high inflation, supply chain disruptions and quality concerns. Reduced purchasing power of the consumers continues to be felt in retailers across the markets. We continue to promotional activities to encourage brand awareness and sales.

Portugal

Portugal has historically been grouped with Spain as Iberica, but now it is standing on its own as a market ready for development in its own right. An additional distributor has been onboarded to support the growth by ensuring we have good distribution through the market and the ability to service the demand as it is created via our Brand Led demand creation strategy. Market growth will also be supported by a dedicated Zespri account manager.



Indonesia

Indonesia is another market that has been an export market for Zespri for some time. It is geographically challenging to service Indonesia. However, we are now increasing our pace of growth through a city-by-city approach as we ensure wide distribution within a city and then focusing on building penetration. We are expanding our team on the ground in Indonesia to implement our 10-year growth plan ready for the supply as it comes on.



UNAUTHORISED GOLD3 IN CHINA UPDATE

Zespri has received an updated estimate on the amount of unauthorised Gold3 plantings in China which indicates there are now around 7,000 total hectares of unauthorised Gold3 plantings in total.

This is less than the previous estimate provided to growers in March 2022 which indicated there was around 7,000-8,000 hectares of Gold3 in the Sichuan Province, and another 3,000-4,000 hectares grafted in other growing regions outside of Sichuan.

This reflects less unauthorised Gold3 being grafted than expected, as well as the difficulties in generating an accurate assessment of the 2021/22 grafting season earlier this year given the local COVID-19 restrictions in place in China.

Zespri is continuing to monitor the situation closely and will provide an update to growers on next steps over the coming months.

GROWER INPUT SOUGHT ON CLIMATE ADAPTATION PLAN

Zespri is developing a plan to ensure the kiwifruit industry thrives as the climate continues to change.

To make sure the work is focused on the things that matter, NZKGI and Zespri are seeking grower views on what things matter most. Growers will be able to help direct the focus of this work by participating in an online survey, which is open until 15 September.

Find out more and have your say here:
<https://canopy.zespri.com/EN/industry/news/Pages/Grower-input-on-climate-adaptation-plan.aspx>.



2023 SEASON PREFERRED FRUIT SIZE

SAME FRUIT SIZE NEXT SEASON, COMBINED WITH QUALITY

The average fruit size for the 2022 season across almost all fruit groups was very close to the preferred profile set out last year for all fruit groups other than Zespri Organic SunGold Kiwifruit. This bigger average size profile has helped support the value returned from our markets and offset some of the cost and quality headwinds faced in the 2022 season.

Growers need to consider all aspects of orchard management to ensure they continue to deliver good quality fruit across all attributes – quality encompasses taste, storage, appearance as well as size.

Zespri Chief Market Performance Officer, Linda Mills says the message to growers for the preferred profile for the 2023 season is the same as that in 2022, balanced with the need to focus on quality and taste.

Zespri SunGold Kiwifruit

The 2022 Zespri SunGold Kiwifruit crop had a good average size profile overall with balanced demand across the profile.

“The larger size of our Zespri SunGold Kiwifruit offers a better eating experience for consumers and overall supports our premium pricing when combined with good quality and taste,” says Linda.

“We have seen from recent taste research that consumers are much more likely to make repeat purchases after eating kiwifruit with a higher taste score.

“With larger Zespri SunGold fruit typically having a higher dry matter, this helps retain and attract new consumers to our Zespri product.”

The 2023 preferred profile of 28.0 is shown in the charts on this page and is the same profile as shared in October last year, reflecting the weight band changes made for the 2023 season. The chart reflects indicative market demand for Count 39 Zespri SunGold Kiwifruit, which will remain non-standard supply for the 2023 season, at approximately 2 per cent of the crop – with this demand to be validated as the season nears pending more clarity on the overall crop size and profile. All non-standard supply count 39 was taken in 2022 by markets to fill demand gaps, with season export volumes significantly below expectations.

Zespri Organic SunGold Kiwifruit

The Zespri Organic SunGold Kiwifruit preferred profile for the upcoming season is 28.9, which is slightly smaller than the 2022 crop which was 28.3. The smaller profile compared to conventional Zespri SunGold Kiwifruit reflects a higher proportion of this variety going into key organic growth markets in Europe and North America, as well strong value returned from prepack programmes in Japan in mid to smaller sizes.

“While size profile is important, a focus by growers on taste and pest management is essential to ensure we have sufficient supply to support our demand in our higher returning Asian markets,” says Linda.

“If we lose focus in this area, it will restrict market options for our fruit each season, limit our ability to grow demand and limit returns through a sub-optimal market mix.”

All count 39 was procured in the 2022 season, as indicated to growers last year with some demand in this size. We are expecting a strong rebound in export volumes in 2023 and

at this stage intending to continue to take all count 39s. However, this position will be reviewed once Zespri has further clarity on the crop volume and profile as the season nears.

Zespri Green Kiwifruit

The average size profile for Zespri Green Kiwifruit in 2022 was very close to the preferred profile signalled last year. The bigger profile in 2022 compared to previous seasons has helped offset some of the headwinds experienced this season impacting grower returns.

Indicatively, the bigger size profile compared to 2021 has benefitted the 2022 season returns by over 40 cents per tray. The preferred profile for 2023 is unchanged from last year at 30.3 with volume ideally continuing to trend towards the 60m TE level as shared in last year's *Five-Year Outlook* document. Volumes at this level should enable Zespri to build on the strong pricing increases achieved over recent years and allow us to continue to provide our customers with this key portfolio offering.

Zespri Organic Green Kiwifruit

Zespri Organic Green Kiwifruit had a larger average size in 2022, and like conventional, a profile very close to the preferred profile of 33.1 shared last year, which is unchanged for 2023. This larger size in 2022 worked well for our market demand and also has had a profile benefit of more than 40 cents per tray when compared to the 2021 season profile. Scale and pest management, and storage performance, should also continue to be a key focus for growers to ensure sufficient crop is available to be exported to our higher returning Asia markets.

Zespri RubyRed Kiwifruit

Zespri RubyRed Kiwifruit had its first commercial year of sales in 2022 and was well received in our markets by consumers. It also provided opportunity for our teams across the value chain to build on previous learnings with this new variety and further understand consumer preferences and willingness to pay. One research highlight from 2022 showed that this new variety was attracting new and younger consumer segments to the kiwifruit category.

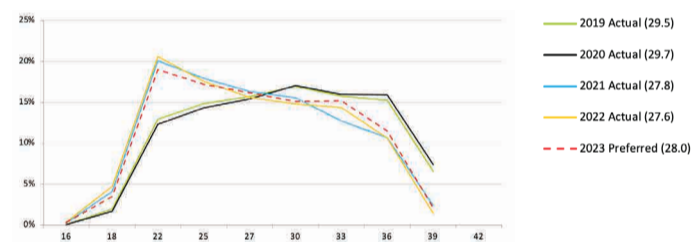
Until volumes grow sufficiently for market demand to be truly assessed, there is no preferred profile for 2023 provided in the chart on this page. However, an increase in the average size profile with more volume into 33s and 36s would be well received by markets.

“With Zespri RubyRed exports limited to Asian markets, the focus for growers should be scale and pest management, improving storage performance and shelf life, and improving quality,” says Linda.

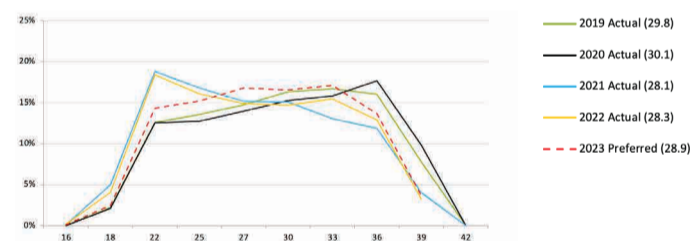
“Clean market access allows more options to optimise market allocations and value. Maintaining good quality will help support our premium price point established in 2022, as well as the willingness of consumers to repeat purchase this product and if new to the category, potentially explore other Zespri varieties.”

In the 2022 season, markets took all available non-standard size 46 and this is likely the case for 2023 with lower levels of crop expected. As volumes grow and demand is further understood, a longer-term position on whether this size remains non-standard supply will be landed.

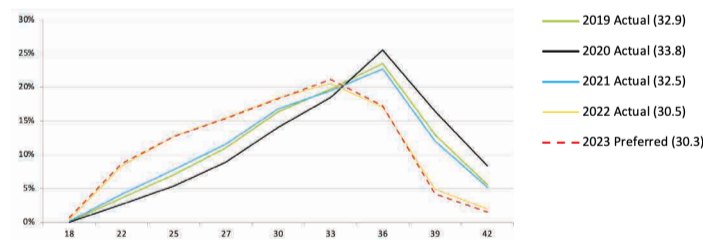
ZESPRI SUNGOLD KIWIFRUIT



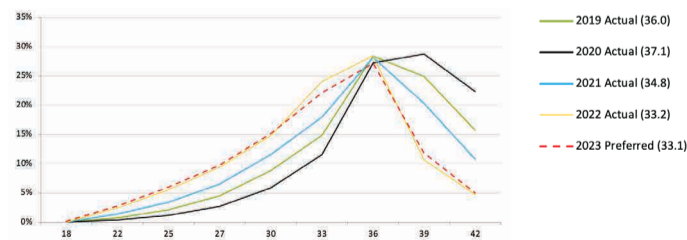
ZESPRI ORGANIC SUNGOLD KIWIFRUIT



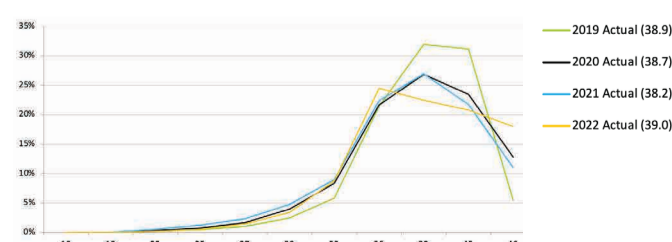
ZESPRI GREEN KIWIFRUIT



ZESPRI ORGANIC GREEN KIWIFRUIT



ZESPRI RUBYRED KIWIFRUIT



RECONNECTING WITH CUSTOMERS AND KEY STAKEHOLDERS AROUND THE WORLD

With COVID-19 restrictions lifting and international borders reopening, Zespri Directors are taking the opportunity to reconnect with our teams, customers and key stakeholders in a series of market visits.

This has included visits to Singapore, Japan, Korea, Europe, the USA, Mexico, Brazil, and Chile.

"After not being able to meet face-to-face for a few years due to COVID-19, we're grateful to now have the opportunity to reconnect with our teams in the market to acknowledge their efforts over the last few years," Zespri Chairman Bruce Cameron says.

"We're also taking the opportunity to reconnect with our customers and key stakeholders to thank them for their efforts and for helping the industry weather the challenges the way we have. These partners are an important part of our ongoing success and it was encouraging to discuss the future of our partnership and the opportunities ahead of us.

"We also took the opportunity to address their concerns around fruit quality and reassure them the industry is committed to tackling it."

Bruce said a trip to Brazil and Mexico also provided an opportunity to connect with Chilean growers to understand how their season was progressing and get insights into their response to the challenges they were facing.

"Growers around the world are facing some incredibly difficult times, with the impacts of labour shortages, shipping disruptions, rising costs, pests and adverse climate events being felt globally.

"In times like these, it's important to work together and share ideas so that we can collectively address the challenges the kiwifruit industry is facing – here and overseas."

"We're really thankful for the knowledge and expertise that was shared, and we look forward to reciprocating and being able to host some of our customers in New Zealand again so they can meet with fellow growers and industry stakeholders, and discover a bit more about our work here," says Bruce.



ZESPRI IN THE COMMUNITY

It's back! Zespri Young and Healthy Virtual Adventure

The Zespri Young and Healthy Virtual Adventure is back in term four this year in New Zealand, and we're excited to be teaching healthy habits to 20,000 more kiwi tamariki.

In August, we visited Avalon Intermediate School in Wellington with our fantastic ASICS Ambassador Ameliaranne Ekenasio to launch this year's adventure.

We gifted four classes with brand new ASICS sneakers to help prepare them for the Adventure, and Ameliaranne ran the kids through some awesome drills to test their new shoes out.

It's great to see such excitement building for the programme and we're looking forward to monitoring the progress of this year's participants!



REGISTRATIONS ARE CURRENTLY OPEN!

To find out more, visit <https://www.youngandhealthy.org.nz> or email libby.twiss@zespri.com.



See you at the Zespri AIMS Games!

It's not long till the 17th Zespri AIMS Games in Tauranga Moana, from 3-9 September 2022.

Supporting the AIMS Games is about making a positive contribution to our communities, and the tournament aligns so well with our values.

Visit the Zespri hubs!

- Come and see the friendly team at the Zespri tents at Blake Park and Gordon Spratt Reserve to try some delicious Zespri SunGold and Green Kiwifruit, take a picture with the Kiwi Brothers and win awesome spot prizes!
- Throw for Gold — challenge other athletes to a game of connect four, conduct science experiments and make your own tasty smoothie on the Zespri Smoothie Bikes!
- Take part in the activities and earn points for your school. The school with most points at the end of the week will win \$1,000 worth of sports gear!

SAVE THE DATE:



EXPORTNZ'S 50TH ANNIVERSARY IN TAURANGA

Friday 14 October 2022 | 6.30-9.00pm
Zespri International Ltd, 400 Maunganui Road, Mt Maunganui.

The much anticipated 50th Anniversary of ExportNZ in the Bay of Plenty is happening after repeated lockdowns due to COVID-19. Please save the date and join us for a cocktail and canape function to celebrate 50 years of exporters helping exporters export more!

Tickets will be available shortly, but if you want to register your interest now please email susanne.johnson@ema.co.nz.

2022 Zespri Horticulture Scholarships: applications open now

Applications are now open for the 2022 Zespri Horticultural Scholarships. These scholarships are available to current university students who have successfully completed, or are currently completing, their first year of study.

The scholarships are aimed at students who are passionate about horticulture and plan to start a career in the industry. Applicants could be studying science, management, marketing or business – but, students from all degrees are encouraged to apply.

Applications close at 5pm on Friday 30 September 2022 and must be submitted by email to scholarships@zespri.com.

FIND OUT MORE

For more information and to download the application form, visit <https://www.zespri.com/en-NZ/our-communities/scholarships>

2022/23 PROGRESS PAYMENTS FOR SEPTEMBER AND OCTOBER

CLASS 1 - APPROVED PROGRESS PAYMENT 15 SEPTEMBER 2022	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.19	\$0.30	\$0.20	\$0.05	\$0.40	\$0.40	\$0.20
Zespri Organic Green	\$0.43	\$0.10	\$0.50	\$0.50	\$0.40	\$0.40	\$0.15
Zespri Gold3	\$0.43	\$0.30	\$0.40	\$0.50	\$0.60	No supply	No supply
Zespri Organic Gold3	\$0.94	\$0.70	\$0.90	\$1.10	\$1.10	No supply	No supply
Zespri Red19	\$1.02	\$2.00	\$2.00	\$0.80	\$1.00	\$1.00	\$1.10
Zespri Green14	\$0.90	No payment	\$1.50	\$1.50	\$0.80	\$0.80	\$0.05

CLASS 1 - INDICATIVE PROGRESS PAYMENT 14 OCTOBER 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	\$0.05
Zespri Organic Green	\$0.12	\$0.10	\$0.10	\$0.10	\$0.15	\$0.15	\$0.15
Zespri Gold3	\$0.32	\$0.40	\$0.20	\$0.40	\$0.30	No supply	No supply
Zespri Organic Gold3	\$0.65	\$0.30	\$0.90	\$0.55	\$0.90	No supply	No supply
Zespri Red19	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00
Zespri Green14	\$0.42	No payment	\$1.00	\$0.60	\$0.40	\$0.40	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.

CLASS 2 - APPROVED PROGRESS PAYMENT 15 SEPTEMBER 2022	AVERAGE ON NET SUBMIT	16/18/22	25/27	30	33	36	39	42
Class 2 Green*	\$1.34	\$1.40	\$1.40	\$1.20	\$1.25	\$1.55	\$1.30	\$0.90
Zespri Organic Green	\$2.98	\$3.00	\$3.10	\$3.10	\$4.20	\$2.50	\$1.80	\$1.35
Class 2 Gold3	\$3.83	\$3.90	\$4.20	\$3.50	\$4.00	\$2.90	\$2.30	No supply

*Weighted average of three programmes.

NON-STANDARD SUPPLY - APPROVED PROGRESS PAYMENT 15 SEPTEMBER 2022	39	42	46
Zespri Gold3	\$3.40	No supply	
Zespri Organic Gold3	\$5.00	\$2.60	
Zespri Red19	No supply	No supply	\$8.00

1. Progress payments for Class 2 and Non Standard Supply fruit are paid on loaded out trays.
2. Loaded out trays = Net Submitted trays at year end = gross submitted trays less onshore fruit loss trays.

Progress payments

Progress payments have been calculated to ensure cash is returned to the grower as quickly as possible and fairly across all sizes. Sales, cashflow, the previous year TFSP% & other risk factors have been taken into consideration when setting progress rates. Payments have been set so that the percentage of total fruit and service payments across the sizes are equal where possible. SunGold September progress payments have decreased on indicative, due to increased service and incentive payments, reducing the amount of fruit value available for progress payments.

Green Conventional September progress payments have increased on indicative, due to increased total fruit and service payments, flowing through to increased fruit value available for progress payments. Organic Green September progress payments have increased on indicative due to increased total fruit and service payments in the August forecast and decreased service and incentive payments, resulting in increased fruit value available for progress payments.

Sweet Green September progress payments have significantly increased on indicative despite an overall decrease in total fruit and service payments. This is a result of a significant drop in Taste Zespri Grade (TZG) versus prior season, with the June forecast based on previous seasons TZG score. The drop in taste payments results in additional fruit value available for progress payments. Consideration is given current season sales, cashflow, prior season percentage of total fruit and service payments paid at the same time of the season and other current season risk factors.

SHARE BRIEFS

As at **23 August 2022**, the last Zespri share price trade was **\$7.82** traded on **17 August 2022**. There were two buyers at **\$7.80** and **\$7.75**. There were three sellers at **\$7.85**, **\$7.87** and **\$9.20**. To trade Zespri shares please contact one of the registered USX brokers – See <https://canopy.zespri.com/EN/grow/zespri/Shares> for more information. For all other general shareholder enquiries, please contact Zespri Grower Support Services on 0800 155 355. 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 August there are 10,475 dry shares as of 23 August 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

August there are no excess shares that are required to be sold as of 23 August 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

Follow us on reapp for our mobile IR experience
Go to www.reapp.io to download the app.

Below is the current Market Depth information as at 23 August 2022.

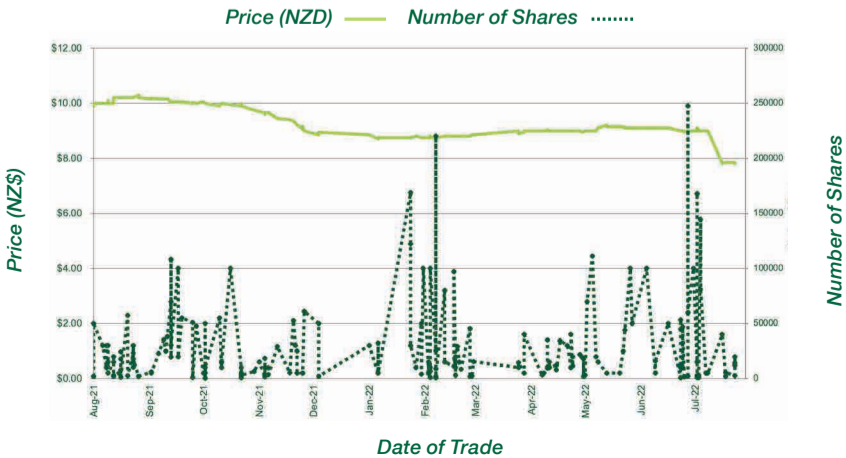
Quote Line at Tuesday 23 August as at 10.00am						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	7.80	7.85	7.82	0.00	0.00	0

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	2,000	7.80	7.85	2,000	1
1	2,000	7.75	7.87	2,000	1
			9.20	26,500	1

Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
01/08/2022	5,000	\$9.00	45,000.00
01/08/2022	5,000	\$9.00	45,000.00
02/08/2022	5,000	\$9.00	45,000.00
10/08/2022	40,000	\$7.82	312,800.00
12/08/2022	2,000	\$7.85	15,700.00
12/08/2022	5,500	\$7.85	43,175.00
17/08/2022	2,650	\$7.85	20,802.00
17/08/2022	20,000	\$7.82	156,400.00
17/08/2022	12,000	\$7.82	93,840.00
17/08/2022	14,123	\$7.82	110,441.00

Director share trading
For the month of August (as at 23 August), there were no shares traded by entities associated with Zespri Directors. See the Canopy for details: Canopy > Growing Zespri Kiwifruit > Working with Zespri > Shares. Alternatively search for ‘Director Shares’ using the search function. Please note that at any time that content for the *Kiwiflier* is finalised for publication, there may be some trades associated with director entities which have been matched and transacted, but the paperwork has not yet been received by Zespri or Computershare. As such, there may be some lags in reporting trading by entities associated with directors. Zespri will however ensure that as at the end of each month, the Director Share Holdings and Transfers document on the Zespri Canopy will always provide the most up to date information held by Zespri.

ZESPRI GROUP LIMITED SHARE TRADES 23 AUGUST 2021 TO 23 AUGUST 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 2022/23 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 AUGUST									
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	KiwiGreen	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-22	\$3.30	\$0.05						\$3.35	21%
May-22		\$0.08	\$0.00					\$3.43	22%
Jun-22		\$0.09						\$3.52	23%
Jul-22		\$0.08	\$0.00	\$1.06		\$1.52		\$6.18	39%
Aug-22		\$0.17	\$0.54	\$1.41		\$0.13		\$8.43	54%
Sep-22		•	•	•		\$0.43		•	•
Oct-22		•	•	•		\$0.32		•	•
Nov-22		•	•	•		•		•	•
Dec-22		•	•	•	•	•		•	91%
Jan-23							\$0.10	•	•
Feb-23			•	•		•		•	•
Mar-23			•			•		•	97%
Apr-23						•		•	•
May-23						•		•	•
Jun-23						•	\$0.20	•	100%
Paid YTD	\$3.30	\$0.47	\$0.55	\$2.47	\$0.00	\$1.64	\$0.00	\$8.43	
Balance to pay	\$0.00	\$0.85	\$0.57	\$2.70	\$0.20	\$2.58	\$0.30	\$7.20	
Total fruit and service payments - 2022/23 Forecast									\$15.64

ZESPRI ORGANIC GOLD3 AUGUST									
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	KiwiGreen	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-22	\$3.30	\$0.04						\$3.34	19%
May-22		\$0.16						\$3.50	20%
Jun-22		\$0.09						\$3.59	21%
Jul-22		\$0.08	\$0.00	\$1.26		\$0.51		\$5.45	32%
Aug-22		\$0.27	\$0.56	\$1.82		\$0.32		\$8.42	49%
Sep-22		•	•	•		\$0.94		•	•
Oct-22		•	•	•		\$0.65		•	•
Nov-22		•	•	•		•		•	•
Dec-22		•	•	•		•		•	90%
Jan-23							\$0.10	•	•
Feb-23			•			•		•	•
Mar-23			•			•		•	97%
Apr-23						•		•	•
May-23						•		•	•
Jun-23						•	\$0.20	•	100%
Paid YTD	\$3.30	\$0.64	\$0.56	\$3.08	\$0.00	\$0.83	\$0.00	\$8.42	
Balance to pay	\$0.00	\$0.57	\$0.64	\$3.16	\$0.20	\$3.87	\$0.30	\$8.73	
Total fruit and service payments - 2022/23 Forecast									\$17.15

ZESPRI RED19 AUGUST									
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	KiwiGreen	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-22	\$3.30							\$3.30	16%
May-22								\$3.30	16%
Jun-22								\$3.30	16%
Jul-22								\$3.30	16%
Aug-22								\$3.30	16%
Sep-22								\$3.30	16%
Oct-22								\$3.30	16%
Nov-22								\$3.30	16%
Dec-22								\$3.30	16%
Jan-23								\$3.30	16%
Feb-23								\$3.30	16%
Mar-23								\$3.30	16%
Apr-23								\$3.30	16%
May-23								\$3.30	16%
Jun-23								\$3.30	16%
Paid YTD	\$3.30	\$0.00	-\$0.01	\$0.00	\$0.00	\$6.66	\$0.00	\$9.96	49%
Balance to pay	\$0.00	\$0.00	-\$0.04	\$0.00	\$0.20	\$7.24	\$0.30	\$12.44	62%
Total fruit and service payments - 2022/23 Forecast									\$20.13

ZESPRI GREEN AUGUST									
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	KiwiGreen	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-22	\$2.45	\$0.00						\$2.45	24%
May-22		\$0.07						\$2.52	24%
Jun-22		\$0.10						\$2.62	25%
Jul-22		\$0.03	\$0.01	\$0.46		\$0.65		\$3.77	36%
Aug-22		\$0.11	\$0.49	\$0.65		\$0.05		\$5.07	49%
Sep-22		•	•	•		\$0.19		•	•
Oct-22		•	•	•		\$0.05		•	•
Nov-22		•	•	•		•		•	•
Dec-22		•	•	•	•	•		•	90%
Jan-23							\$0.10	•	•
Feb-23			•			•		•	•
Mar-23			•			•		•	95%
Apr-23						•		•	•
May-23						•		•	•
Jun-23						•	\$0.20	•	100%
Paid YTD	\$2.45	\$0.31	\$0.50	\$1.11	\$0.00	\$0.70	\$0.00	\$5.07	
Balance to pay	\$0.00	\$1.25	\$0.49	\$1.85	\$0.20	\$1.24	\$0.30	\$5.34	
Total fruit and service payments - 2022/23 Forecast									\$10.40

ZESPRI ORGANIC GREEN AUGUST									
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	KiwiGreen	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-22	\$2.45							\$2.45	19%
May-22		\$0.05						\$2.50	19%
Jun-22		\$0.03						\$2.53	20%
Jul-22		\$0.02	\$0.00	\$0.52		\$1.61		\$4.68	36%
Aug-22		\$0.11	\$0.37	\$0.95		\$0.05		\$6.15	48%
Sep-22		•	•	•		\$0.43		•	•
Oct-22		•	•	•		\$0.12		•	•
Nov-22		•	•	•		•		•	•
Dec-22		•	•	•	•	•		•	89%
Jan-23							\$0.10	•	•
Feb-23			•			•		•	•
Mar-23			•			•		•	96%
Apr-23						•		•	•
May-23						•		•	•
Jun-23						•	\$0.20	•	100%
Paid YTD	\$2.45	\$0.21	\$0.37	\$1.47	\$0.00	\$1.65	\$0.00	\$6.15	
Balance to pay	\$0.00	\$0.97	\$0.34	\$2.73	\$0.20	\$2.24	\$0.30	\$6.79	
Total fruit and service payments - 2022/23 Forecast									\$12.94

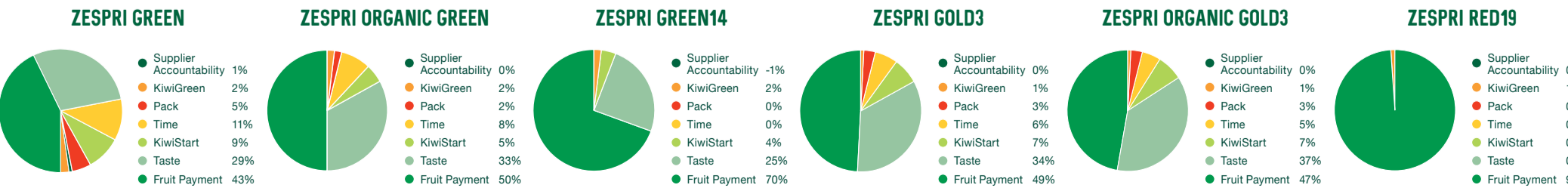
ZESPRI GREEN14 AUGUST									
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	KiwiGreen	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-22	\$2.80							\$2.80	29%
May-22		\$0.00						\$2.80	29%
Jun-22								\$2.80	29%
Jul-22								\$2.80	29%
Aug-22								\$2.80	29%
Sep-22								\$2.80	29%
Oct-22								\$2.80	29%
Nov-22								\$2.80	29%
Dec-22								\$2.80	29%
Jan-23								\$2.80	29%
Feb-23								\$2.80	29%
Mar-23								\$2.80	29%
Apr-23								\$2.80	29%
May-23								\$2.80	29%
Jun-23								\$2.80	29%
Paid YTD	\$2.80	\$0.00	-\$0.02	\$0.81		\$0.55	\$0.00	\$4.14	43%
Balance to pay	\$0.00	\$0.00	\$0.19	\$0.82		\$0.02	\$0.10	\$5.17	54%
Total fruit and service payments - 2022/23 Forecast									\$9.60

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.

2022/23 SEASON GROWER PAYMENT PORTIONS – TOTAL FRUIT AND SERVICE PAYMENTS

2022/23 AUGUST FORECAST



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

Full-Year Return	2022/23 - August Forecast							2021/22 - Actual					
	Zespri Green	Zespri Organic Green	Zespri Gold3	Zespri Organic Gold3	Zespri Red19	Zespri Green14	All Pools	Zespri Green	Zespri Organic Green	Zespri Gold3	Organic Gold3	Zespri Green14	All Pools
Total:													
Total Forecast:													
Total trays supplied (m)	60.5	3.2	101.8	3.1	0.1	0.2	172.6	73.9	3.0	97.7	2.5	0.3	179.7
Kilograms supplied (m)	211.7	11.0	355.9	10.8	0.4	0.7	590.1	259.8	10.4	341.7	8.7	0.9	350.4
Average size per tray	30.5	33.2	27.4	27.9	37.5	35.9		32.6	34.9	27.8	28.1	37.1	
Fruit payments (\$m)	265.9	20.0	766.4	24.6	2.2	1.3	1,116.4	346.6	18.7	763.8	18.0	1.9	1,167.8
Fruit incentives (\$m)	251.2	16.1	660.6	23.5	0.0	0.6	952.0	278.5	16.4	661.3	20.5	1.0	977.8
Service costs (\$m)	94.5	3.7	134.8	3.7	-	(0.0)	237.9	110.7	2.9	157.5	3.2	0.0	274.7
Fruit and service payments excl. loyalty premium (\$m) ¹²	611.6	39.9	1,561.9	51.8	2.2	1.9	2,306.3	735.7	38.0	1,582.6	41.7	2.9	2,420.3
Total Forecast per tray (\$):													
Submit payment ¹	2.45	2.45	3.30	3.30	3.30	2.80		2.44	2.45	3.30	3.30	2.80	
Progress payments	1.95	3.89	4.23	4.70	16.39	3.72		2.25	3.80	4.52	3.91	4.36	
Total fruit payments per net submit trays	4.39	6.34	7.53	8.00	19.69	6.52		4.69	6.25	7.82	7.21	7.16	
KiwiStart ²	0.92	0.70	1.08	1.20	0.00	0.42		0.51	0.85	0.90	0.62	0.56	
Taste Zespri	2.96	4.20	5.17	6.24	0.00	2.29		3.18	4.62	5.81	7.52	3.81	
KiwiGreen ³	0.20	0.20	0.20	0.20	0.20	0.20		0.00	0.00	0.00	0.00	0.00	
Supplier Accountability	0.08	0.01	0.03	0.00	-0.06	-0.12		0.07	0.04	0.07	0.06	-0.40	
Fruit incentives	4.15	5.11	6.49	7.64	0.14	2.78		3.77	5.50	6.77	8.20	3.98	
Pack type	0.49	0.19	0.40	0.43	0.00	0.00		0.42	0.18	0.61	0.37	0.00	
Time payment	1.07	0.99	0.93	0.77	0.00	0.00		1.08	0.78	1.01	0.94	0.00	
Service costs	1.56	1.18	1.32	1.20	0.00	0.00		1.50	0.96	1.61	1.30	0.00	
Class 1 fruit and service payments per net submit trays	10.10	12.64	15.34	16.85	19.83	9.30		9.95	12.72	16.20	16.72	11.14	
Loyalty premium	0.30	0.30	0.30	0.30	0.30	0.30		0.30	0.30	0.30	0.30	0.30	
Class 1 fruit and service payments with loyalty per net submit trays	10.40	12.94	15.64	17.15	20.13	9.60		10.25	13.02	16.50	17.02	11.14	
Less: onshore fruit loss	-0.35	-0.30	-0.79	-0.35	-0.08	-0.09		-0.28	-0.26	-0.34	-0.22	-0.02	
Fruit loss percentage ⁴	3.40%	2.30%	5.08%	2.03%	0.39%	0.93%		2.69%	2.01%	2.07%	1.27%	0.21%	
Class 1 fruit and service payments per gross submit trays	10.05	12.64	14.84	16.80	20.05	9.51		9.98	12.75	16.16	16.80	11.42	
Plus Class 2 Return	0.14	0.34	0.08	0.11	0.19	0.05		0.13	0.35	0.09	0.16	0.01	
Plus Non-Standard Supply (NSS) ⁵	0.01	0.02	0.05	0.13	2.95	0.00		0.00	0.01	0.01	0.06	0.00	
Plus Other Income (Non dividend) ⁶	0.01	0.00	0.01	0.01	0.01	0.01		0.02	0.00	0.03	0.00	0.02	
Average revenue per gross submit trays	10.21	12.99	14.99	17.06	23.20	9.57		10.13	13.12	16.29	17.02	11.44	
LESS: Post-harvest costs deducted ⁷													
Base packing and packaging	-1.77	-1.78	-2.82	-2.89	-3.09	-2.93		-1.65	-1.67	-2.53	-2.51	-2.46	
Pack differential	-0.48	-0.19	-0.39	-0.43	0.00	0.00		-0.41	-0.18	-0.59	-0.36	0.00	
Base cool storage	-1.00	-0.99	-1.00	-1.01	-1.01	-1.01		-0.95	-0.95	-0.95	-0.95	-0.97	
Logistics	-0.16	-0.17	-0.16	-0.15	-0.17	-0.20		-0.15	-0.16	-0.16	-0.14	-0.18	
Time and CC/RK charges	-0.66	-0.54	-0.59	-0.41	0.00	0.00		-0.62	-0.43	-0.54	-0.45	0.01	
Total post-harvest costs per gross submit trays	-4.08	-3.66	-4.97	-4.88	-4.27	-4.14		-3.78	-3.38	-4.78	-4.41	-3.62	
OGR per gross submit trays	6.13	9.33	10.02	12.18	18.93	5.43		6.35	9.74	11.51	12.61	7.82	
Average industry yield per productive hectare ⁸	9,979	6,854	13,818	10,878	1,889	6,081		11,887	6,958	15,295	11,400	6,984	
Number of productive hectares ⁹	6,175	466	7,483	285	59	34		6,390	438	6,522	222	37	
OGR per hectare ¹⁰	\$61,144	\$63,953	\$138,495	\$132,486	\$35,766	\$33,023		\$75,494	\$67,752	\$176,026	\$143,772	\$54,609	
Average kilogram per tray ¹¹	3.50	3.48	3.49	3.50	3.37	3.48		3.51	3.50	3.50	3.50	3.45	
OGR per kilogram	1.75	2.68	2.87	3.48	5.62	1.56		1.81	2.79	3.29	3.61	2.27	

Notes:

- Submit rate presented for Zespri Green reflects Submit rate of \$2.45 for sizes 18-39, and \$2.25 for size 42.
- KiwiStart includes Priority Premium payments. These are period one related payments that apply to fruit shipped in the applicable weeks and vessels.
- KiwiGreen payment is new for 2022/23 season, incentivising on orchard pest management practices.
- Fruit loss percentage includes ungraded fruit inventory losses and has been adjusted to align with the levels of onshore fruit loss signalled in the July 2022 OSE.
- Zespri does not procure NSS in all categories, returns are as reported in the Ingham Mora post-harvest survey.
- Other Income may include any Service Level Agreement payments, Class 3 income and interest.
- Post-harvest cost data was compiled by Ingham Mora Limited in June & July 2022.
- 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. 2021 season Gold3 and Organic Gold3 average industry yields include size 39 volume which has been classified as non standard supply for the 2022 season.

- Productive hectare information is sourced from the Grower Services database and includes all hectares described by growers as producing vines.
- Zespri RubyRed forecast per hectare return, in its first year as a commercial pool, has been influenced by a high proportion of productive hectares returning low yields impacted by vine age. Across the age profile, 8 hectares with a vine age of >2 years returned an average yield of 6,029 trays per hectare and a per hectare return of \$114,153. A further 51 hectares with a vine age of <2 years returned an average yield of 1,212 trays and a per hectare return of \$22,955.
- Average kilograms per tray are derived using the individual size conversions published in the specific season's Pack Conversion Guide.
- Total fruit and service payments reported do not take into account the additional onshore fruit loss signalled in the July 2022 OSE. TFSP is expected to be with the range of \$2,225m to \$2,275m once updates to trays supplied are reflected.

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

2022/23 SEASON TASTE ZESPRI PAYMENTS

2022/23 SEASON FINAL TASTE ZESPRI PAYMENTS - BASED ON AUGUST 2022 FORECAST	Zespri Green	Zespri Organic Green	Zespri Green14	Zespri SunGold	Zespri Organic SunGold
	\$ PER TE	\$ PER TE	\$ PER TE	\$ PER TE	\$ PER TE
Interim August 2022 forecast fruit payment	\$4.31	\$6.30	\$6.52	\$7.52	\$8.09
Plus August 2022 taste payments	\$2.96	\$4.20	\$2.29	\$5.17	\$6.24
August 2022 forecast fruit payments including taste	\$7.27	\$10.50	\$8.81	\$12.69	\$14.33
Percentage payable as Taste Zespri	60%	60%	60%	60%	60%
Maximum taste payment per tray	\$4.36	\$6.30	\$5.29	\$7.61	\$8.60
2022/23 average TZG	0.68	0.67	0.43	0.68	0.73
Average Taste Zespri payment per tray 2022/23 Season	\$2.96	\$4.20	\$2.29	\$5.17	\$6.24

2022/23 Change in Taste Payments between Final and Indicitive					
Change in Average Taste Zespri payment	-\$0.22	-\$0.27	-\$1.29	\$0.12	-\$0.15
Change in Maximum Taste Payment	-\$0.27	-\$0.06	-\$0.99	-\$0.28	\$0.00
Change in average TZG	-0.01	-0.04	-0.14	0.04	-0.02

Payment Schedule					
15 July 2022 (based on November 2021 forecast)	30%	30%	30%	30%	30%
13 August 2022 (based on November 2021 forecast)	30%	30%	30%	30%	30%
15 September 2022 (based on August 2022 forecast)	20%	20%	20%	20%	20%
15 November 2022 (based on August 2022 forecast)	20%	20%	20%	20%	20%

- Notes:**

The table details the calculation of the Indicative and Final Maximum Taste Payment and Average Taste Zespri payments for the 2022/23 season.

 - Payments are made on FOBS volumes (i.e. volumes shipped).
 - The Indicative Maximum Taste Payment, and associated Average Indicative Taste Zespri payments are based on the November 2021 Forecast. These form the basis for the July and August payments.
 - The Final Maximum Taste Payment, and associated Average Taste Zespri payments for the 2022/23 season are based on the August 2022 Forecast. As the July and August payments were based on the November 2021 Forecast, the 15 September 2022 payment will include an
- adjustment following the August 2022 Forecast to account for the difference between the Final Maximum Taste Payment and the Indicative Maximum Taste Payment.

 - Interim August forecast used in the calculation of final MTP and Taste payments is before the final Time and Kiwistart rates are updated in the forecast model.
 - Trays shipped between the payment dates will receive a catch up payment on the 15th of the month following load-out.
 - No taste paid on NSS pools in the 2022/23 season.
 - Percentage payable as Taste Zespri dropped from 70% to 60% for Zespri SunGold Kiwifruit and Zespri Organic SunGold Kiwifruit versus the 2021 season.
 - Amounts above are not rounded to two decimal places, therefore rounding differences may apply.

FERTILISER DIARY DATA KEY TO INFORMING INDUSTRY DIRECTION

Tracking fertiliser and compost use across the industry in recent years has been incredibly useful for guiding and supporting the services that Zespri staff provide for our growers. So please take a moment after each fertiliser or compost application this season to enter it into the Zespri system.

The more growers supply accurate data, the more reliable and useful it becomes. Fertiliser Diary entries can serve as a handy grower record to support discussions with your fertiliser advisor, make improved fertiliser decisions, troubleshoot orchard problems, and meet GAP fertiliser requirements.

Data from the Spray and Fertiliser Diaries also helps to inform Zespri's:

- policy discussions with government agencies
- customer enquiry responses

- research design and good practice guidance, and
- assessment of industry baselines and progress towards achieving carbon zero and water strategy goals.

Foliar fertiliser applications should be recorded in Spray Diary, accessed from the Canopy website; ground-applied fertiliser, fertigation and compost applications are recorded there too, but in the Fertiliser Diary sub-section. A step-by-step guide and video tutorial for how to use the Fertiliser Diary is available on Canopy (bit.ly/FertDiaryGuide).

Bulk data upload options and a more integrated and user-friendly tool will be developed in the coming years as part of our Project Horizon work.

For now, individual entries into our current Spray and Fertiliser Diary remain the key tool for generating industry-wide insights into fertiliser use.

Tips for easier data entry

- If you're using MyBalance or Hawkeye (Ravensdown), you can get the information you need out of these systems.
- When you get your fertiliser records together (you'll need them for your GAP inspection anyway), please let us know if they are missing any key information so we can ask the fertiliser companies to resolve this.
- Your applicator might be able to enter the data for you, if they are also a spray contractor that has access to your Spray Diary.
- You can also access the Fertiliser Diary help page on Canopy here: <https://canopy.zespri.com/EN/Pages/FertiliserDiary.aspx>

INDUSTRY PORTAL CONTRACTOR LOGIN GETS EASIER

Throughout the year, sporadic access to the Zespri Industry Portal to check that your contractor details are up to date can mean forgotten passwords and navigating unfamiliar screens. You've told us this can be a bit of pain — so we've heard you and taken action.

This year, we're excited to share that a fresh new online contractor login experience is on its way soon, featuring a refreshed look and feel and easier password reset process.

All you'll need to do is:

- Visit <https://industry.zespri.com/> and select 'Login'
- Agree to the Industry Terms and Conditions, Privacy Policy and Contractor Program Terms
- Enter your details.

You'll be receiving your email invitation to complete the annual online registration very soon, so don't hesitate to get online and get it done.

If you need a hand, check out the 'Frequently Asked Questions (FAQ)' section, or reach out to our Grower Support Services team via compliance.mail@zespri.com.

COLLABORATIVE MARKETING OF KIWIFRUIT AND KIWIBERRY

Kiwifruit New Zealand (KNZ) invites applications for new, or reviews of existing multi-year, collaborative marketing arrangements for the 2023 export season.

While Zespri is authorised as the sole exporter of New Zealand grown kiwifruit internationally (other than to Australia for consumption), KNZ may approve other individuals to export New Zealand grown kiwifruit (including kiwiberry) in collaboration with Zespri.

The application guidelines, including the regulatory requirements, can be found at www.knz.co.nz/collaborative-marketing. Applicants are encouraged to contact KNZ for further information before submitting their application.

Please provide applications for the 2023 export season by 30 September 2022. KNZ can be contacted at: 07 572 3685 or admin@knz.co.nz. Kiwifruit New Zealand, PO Box 4683, Mt Maunganui South 3149

KIWIFRUIT NEW ZEALAND BOARD ELECTION RESULT

When nominations for the election of a Director for Kiwifruit New Zealand closed on Monday 8 August 2022, one nomination had been received, for the incumbent, Peter Ombler.

As there is only one nomination, an election will not be required. Peter's second three-year term on the KNZ Board will start on 1 October 2022. I welcome Peter back to the KNZ Board and look forward to continuing to work with him.

Kristy McDonald ONZM QC, Chair

Kiwifruit  New Zealand



Updates from our Pre-harvest Team



PREPARING FOR YOUR UPCOMING AUDIT

In the June issue of the *Kiwiflier*, we outlined the 2022 changes to Zespri GAP requirements relating to biosecurity and GRASP.

To re-cap, the key changes include:

- **Biosecurity:** Zespri GAP has updated the control points within both Propagation and Integrated Pest Management sections to refer to the correct KVH resources and requirements. The biosecurity changes reflect a shift from a focus on a single pest (like Psa) to protection against a full range of biosecurity threats to the kiwifruit industry. Further guidance is provided in the Soil and Nutrient Management Module to manage biosecurity risks with sourcing and supplying of compost material.
- **GRASP:** an additional control point (Ref. 1.2) is added to the checklist to clarify certification requirements on GRASP. Further guidance on this is provided in Section 3.3.4 MSO

(Grower) Responsibility of the Grower Manual document (pages 18-19).

An email was also sent out to all Management System Owners (MSOs) with further detail on 16 August 2022.

The following documents reflecting the changes are now available for you to access on the Canopy Grower Manual Page: <https://canopy.zespri.com/EN/grow/ZPR/Pages/Grower-Manual.aspx>

1. Updated 2022 Grower Manual – note, you do not have to reprint the whole document.
2. The 2022 Zespri GAP checklist, and
3. The Summary Table of Zespri GAP Updates for 2022.

The changes are highlighted in blue text in the relevant documents.

Also included on the Canopy Grower Manual Page is a helpful tool – the 'Am I Ready? Checklist' – which lists all the 2022 records required when preparing for your audit. With harvest complete, it is time to review and update your systems and ensure you are ready for audits. It's essential for our certification, and hence market access, to have all grower audits completed in a timely manner.

If you are an organic grower, remember to get your OMP (Organic Management Plan) reviewed, updated, and submitted into BioGro as soon as possible. If you have any questions, get in touch with the team at organics@zespri.com.

Our Pre-harvest Team is available to answer any questions regarding these changes or the tools provided. Contact us at preharvest@zespri.com.

KIWIGREEN INCENTIVE A HOT TOPIC AT PMC END-OF-SEASON CATCHUP

The Orchard Quality Services Team hosted a PMC end-of-season catchup on Monday 15 August, and discussed a number of topics.

KiwiGreen incentive

The KiwiGreen incentive was the hot topic of choice, including the commonalities between failures, pest thresholds, controls, and requirements.

Action must be taken if scale, leafroller or wheat bug habitat have exceeded any threshold. It is a legal requirement to record any action taken in Spray Diary. When your Spray Diary audit is completed, you are essentially confirming the details in your Spray Diary are true and correct.

During your GAP audit, you will be required to verify actions taken, depending on the pest managed. These may include:

1. Receipt of product purchased, or an invoice from the spray contractor
2. Time-stamped photos of the cleared or sprayed loadout area
3. Evidence that the weather was not appropriate for spraying.

If these cannot be provided, you may become ineligible for the incentive payment.

If you have any questions about the KiwiGreen programme, please contact our team via email at kiwigreen@zespri.com.

Other topics discussed included:

- Mid-season block changes and how they affect pest monitoring results, spray lines, and automatically applied CN holds.
- Annual PMC registrations and the new requirements set by the Ministry for Primary Industries. In particular, Zespri's intention of supporting the establishment of an additional PMC in Nelson due to MPI requirements and the new China Protocol to better support growers in the region.
- Zespri's PMC audit programme, Fruition BOP have been contracted to audit all PMCs, support MPI, our assurance programme, and our PMC processes.

NEW SHELTER REQUIREMENTS

The 2022/23 Crop Protection Standard (CPS) is now available on the Zespri Canopy website. It features a number of key changes, and signals proposed new requirements for effective shelter along land title boundaries that are within 30 metres of a sensitive area or 50 metres of a residential or commercial building.

Having good external shelter in place protects vines from wind damage, and demonstrates care for the communities we grow in. In summary, the proposed new shelter requirements note that:

- Safe spray practices including appropriate steps to reduce spray drift should continue in all instances.
- Your GAP auditor will prompt you to assess the quality of your boundary shelters during your 2022 audit and consider any changes which may need to happen. Demonstration of progress towards meeting the new shelter standards may be sought within three years.
- Boundary shelter can be natural or artificial but will be required to meet minimum standards of porosity (thickness) and height (suggesting at least 5 metres).

- Sensitive areas are expected to include but not be limited to public parks and cycleways, waterways, schools and community facilities.
- Where there are no plans to erect effective shelter in a required area, the grower will be asked to remove or manage vines within that buffer area with alternative (non-motorised) methods, such as cultural control methods or knapsack spraying.

Management system owners (MSOs) will be provided with further technical details soon and have been emailed a copy of the updated CPS in the meantime. Other CPS changes include:

- Removal of Calypso (for scale control) due to supplier withdrawal. Alternative thiacloprid products are being explored.
- New options for leaf drop, thrips and budbreaker sprays.
- Changes to the listing of organic pyrethrum for passion vine hopper control.

Growers may continue to use removed products at their own risk in the 2023 season without prior approval but will need a justified approval for the 2024 season.



USE OF BACTERICIDES

As spring fast approaches, it is important to remember what is required of you if you are planning on applying a bactericide.

Bactericides are controlled applications under New Zealand law and can only be used as per their label and within Zespri's Crop Protection Programme. Users must meet mandatory requirements specified in the conditions of registration. These are included in your site inspection records found on Canopy.

You must also complete an OPIS form for the season and an Intent to Spray each time an application is planned. These can also be found on Canopy under 'Bactericide Use+', or email the spraydiary@zespri.com team for a link.

You are allowed one application of Kasumin this season from the start of bud phase until three weeks prior to first flowers opening. Further applications of Kasumin, or an application of KeyStepito, requires a Justified Approval.

It is important you complete all required documentation first and foremost to allow us to support industry use when we are required to report on it, both externally to MPI and internally to our Board.



If you have any questions about the use of bactericides, please contact our Spray Diary team: spraydiary@zespri.com.

GLOBAL EXTENSION TEAM *Updates*

THE MONTH AHEAD: SEPTEMBER

POLLINATION

FERTILISER
USE

SAFE
SPRAYING

NEW
GRAFTS



POLLINATION

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

With a good plan, you'll know exactly what you need to get done and how it fits together. Get your pollination agreement sorted so all parties know what's expected and there are no surprises.

- It may still be a while off, but ensure your beekeeper knows your hive requirements. Are they different to last year's, have your Gold hectares increased, or have you installed overhead shelter?
- Have your pollen in the freezer and consider what extra may be needed if poor weather occurs over flowering. Contact a pollen supplier or postharvest facility who may be arranging bulk purchasing.



ORCHARD ACTIVITIES

FERTILISER AND COMPOST

- Make sure you know what's in each of your compost and fertiliser applications this season, consider your overall nitrogen balance, and follow the Four Rs of fertiliser use (right type, right rate, right time, right place) to get best bang for buck and avoid nutrient losses this season.
- Recent research indicates that compost can release significant amounts of readily available nitrogen within several weeks of application. So, like nitrogen fertilisers, compost is best applied as close as possible to budbreak, when vines are actively growing. If soils are water-logged, delay compost and fertiliser application to prevent the loss of soluble nutrients like nitrate and excessive soil compaction which will further compromise root health and nutrient uptake.

SAFE SPRAYING

- Stay on top of neighbour notifications and check that an on-site risk assessment is being completed by your spray applicator for each spray event, to ensure drift risk is well managed every time. Documentation of an on-site risk assessment is now a requirement for all kiwifruit Hi-Cane applications.
- Check out the 'Spraying Best Practice' page on Canopy for more information including guidelines for good sprayer set up and ways to minimise spray drift.

NEW GRAFTS

- The Raising Red newsletter (formerly GraftCare) will keep you up to date with what you need to be doing to look after Red19 grafts but much is applicable to other varieties as well. Subscribe to 'Raising Red' on Canopy under 'Publications'.
- Be prepared for any frost events in the forecast (consider whether your temperature probes should be lowered to graft level) and beware of pests – slugs and snails, earwigs, birds, rabbits, and possums.
- Don't be tempted to train shoots too early as this can lead to breakouts. However, if training bamboos or



strings aren't yet in place, these should be done as soon as possible.

FROST

- Now is the time to check the position of your frost sensors, make sure they are calibrated, and test that your system is working properly. Check you still have fuel and a working battery in your wind machines if using overhead. Lift your sprinklers if they're still under the vines. There is nothing worse than trying to fix or shift things in the middle of the night in a frost – do it on your terms and ensure you're prepared.
- A block-wide bucket test is useful (after maintenance checks) for checking that your frost and/or irrigation system will perform as it should. Poor performing frost and irrigation systems can affect frost protection, production results, and lead to nutrient loss, inefficient water and energy use. See the 'Water Management' page on Canopy for details.

PSA

- As sapflow starts, Psa secondary symptoms are possible. The most common symptom is red exudate emerging from infected leaders, especially in vines that have shown symptoms previously. Also be on the lookout for new symptoms, especially on younger vines. Monitor regularly and cut out infection to reduce the risk of spread within and between vines. Cutting back 40 cm from where infection is seen and applying wound protectants is considered good practice.

SCALE

- Check with your postharvest facility as to whether scale constrained their inventory management last season. Staff will be able to advise on orchard control methods. A summary of control methods for both conventional and organic orchards can be found on the 'Scale' page on Canopy. If applying a dormant oil, be sure to leave a two week interval after spraying Hi-Cane.



KEY LINKS AND RESOURCES

For more information, see these pages on the Zespri Canopy website: <https://canopy.zespri.com/>

- Pollination (bit.ly/PollinationCanopy)
- Plant Nutrition & Nitrogen (bit.ly/PlantNutrition-Nitrogen)
- Spraying Best Practice (bit.ly/Canopy-safespray)
- Develop, Graft & Establish (bit.ly/DevelopGraftEstablish)
- Frost (bit.ly/Canopy-frost)
- Water Management (bit.ly/WaterManagementCanopy)
- Scale (bit.ly/ScaleManagement)

ZESPRI GET SPRING FIELD DAYS: *Crop protection and growing high quality fruit*

Come along to the Zespri Global Extension Team (GET) Spring Field Days this September and October – yes, we are back on the road and looking forward to seeing you!

We would love to connect with growers, orchard managers and industry representatives across the regions to share some important updates from Zespri staff on crop protection and growing high quality fruit. It's not all talk. Join us on-orchard, and be prepared to get busy as you know GET like to get you up and about engaging actively in what we discuss.

Why should I be there?

- Meet and ask questions of the Pre-harvest and Taste Zespri programme teams
- Learn more about the changes to CPP, pest pressure scenarios and scale management
- Hear the latest market and consumer feedback on taste, why dry matter is so important and tools to grow for high quality tasty fruit
- Chat with fellow growers and reconnect with the Global Extension Team.

When and where:

DATE	TIME	LOCATION
Tuesday 20 Sept	10am-1pm	Hawke's Bay
Wednesday 21 Sept	10am-1pm	Gisborne
Thursday 22 Sept	10am-1pm	Ōpōtiki
Friday 23 Sept	10am-1pm	Te Puke
Monday 26 Sept	10am-1pm	Katikati
Thursday 29 Sept	10am-1pm	Auckland
Friday 30 Sept	10am-1pm	Kerikeri
Tuesday 4 Oct	10am-1pm	Nelson



REGISTER HERE:

Please register at the Zespri Events registration site here: <https://events.zespri.com/spring-field-days/registration/Site/Register>

EPA HI-CANE REASSESSMENT UPDATE

Work continues in preparation for the Environmental Protection Authority's (EPA) public hearings for the Hi-Cane reassessment, now scheduled to start in March next year.

ZESPRI STUDIES UNDERWAY

Field work was completed this month on the two studies Zespri is running to inform the reassessment: one on bird distribution in orchards during Hi-Cane application, and the other on potential spray applicator exposure to Hi-Cane during application. We're on track to provide the results to the EPA by 30 September and would like to thank all growers and applicators who have participated in these studies.

We believe these robust, comprehensive studies will support the industry's position that the EPA has significantly overstated the risks of Hi-Cane application and will strengthen our case for continuing its use.

UPDATES TO THE EPA HEARING PROCESS

Zespri asked the Decision Making Committee (DMC) of the EPA to allow submitters to review and submit on the EPA's updated Science Memo and Update Report, which outline its view and recommendations. The EPA has a new deadline to publish those documents by 30 November (previously "October/November"), and the DMC has moved the timeframes to allow submitters until 8 February to consider the documents and respond.

The public hearings are now set to start on 7 March 2023. We have also asked for clarification on where and how the hearings will be held and we await the response from the DMC.

DMC SITE VISITS

The DMC provided guidelines for submitters to request kiwifruit orchards for them to visit and Zespri, New Zealand Kiwifruit Growers Inc (NZKGI) and Māori Kiwifruit Growers Inc (MKGI) submitted in June a joint list of sites to visit. These visits are now expected to take place in late September and we're waiting on confirmation from the DMC on which sites they plan to visit.

NEXT STEPS

Late September	DMC site visits to kiwifruit orchards and spraying operations
September 30	Zespri submits final reports of our scientific studies
November 30	The EPA publishes updates to its Science Memo and Update Report, taking this information into account
January 30	The EPA publishes the hearing notice
February 8	Submitters file comments on the EPA's updated Science Memo and Update Report
March 7	Indicative start date for the EPA public hearings

2021/22 ANNUAL UPDATE RELEASED

The 2021/22 KVH Annual Update is out now and can be viewed online at www.kvh.org.nz.

The booklet details KVH's key activities over the last 12 months, including research and readiness activities in preparation for some of the biggest threats to kiwifruit, and the work we do in partnership with many others to increase our industry's resilience in the event these threats manage to make their way onto our orchards.

The new Pathway Management Plan features throughout the booklet, simplifying what you need to know, and the great new tools we're developing (like adding traceability functionality into the popular Onside app) that make it easy for everyone to meet the requirements of the plan.

If you would prefer a printed copy, please email us at info@kvh.org.nz. We'll also have copies available at the upcoming AGM on Wednesday 24 August.



NEW PSA SEASONAL MANAGEMENT GUIDE

The Psa-V Seasonal Management Wall Chart 2022-23 is out now and available to view or download from the KVH website. A printed A2 poster version has also been included in this edition of the *Kiwiflier*.

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

A key feature of the wall chart is the KVH Recommended Product List, which sets out the upcoming seasons approved products for protection against Psa, their year-round application rates, re-application timings, and permitted use periods.

If you receive the new weather and disease daily email reports, you'll see we've included a direct link to the wall chart, so that you can quickly and easily access it when making decisions about management actions based on the reports designated potential for Psa infection and spread. You can sign up for the daily reports via your KVH Weather & Disease Portal login or contact us with any questions at info@kvh.org.nz.

Any changes or updates made to the chart and product list during the 2022-23 season will be made to the online version and will be notified via the KVH Bulletin.

If you would like us to send you further printed copies of the new wall chart, please email KVH at info@kvh.org.nz.

TRACEABILITY WILL BE KEY IN ANY BIOSECURITY RESPONSE



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 ensures you meet your requirements under GAP. It also improves KVH's ability to quickly and accurately trace movements should we be faced with an incursion.

Are you ready and keen for access? We're keen to hear from you if you are (contact us at info@kvh.org.nz or 0800 665 825), as together we've developed a technology-based plant pathway mapping system that makes keeping traceability records easier for the industry.

This feature is available to all users of the Onside app, in addition to the existing features already available, so that all orchard visitors can use the tool to record plant movements.

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

Stepping up protections against foot and mouth disease

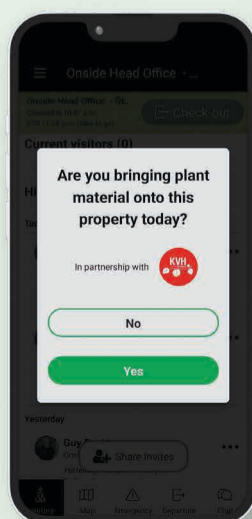
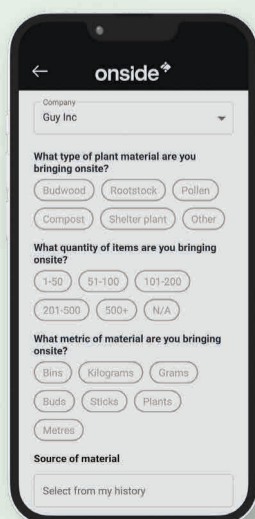
The measures and increased awareness of foot and mouth disease (FMD) remind us all of the importance of always having good biosecurity practices in place – specifically traceability.

The speed of dealing with any outbreak of FMD would rely heavily on traceability, as would an outbreak or incursion affecting our industry.

- **Get Onside with quick and easy traceability:** KVH and Onside are making it easier for all growers to

keep records for plant material movements. You can use the app now to record all your plant material movements.

- **Develop your biosecurity plan:** KVH has produced an easy to follow five-step template that helps you complete a plan that manages biosecurity risk on your property, including traceability and record keeping of all movements across your boundary. You can fill in a printed copy available from KVH or complete a version online at www.kvh.org.nz.
- **Make sure contractors have a biosecurity plan too:** Contractors who are part of the Zespri Gap/Compliance Assessment Verification (CAV) will have a biosecurity plan included as part of their CAV requirements, and this will be audited as part of their existing CAV audit. Contractors who are not currently required to hold a Zespri CAV need to complete a Non-CAV Contractors Biosecurity Plan and present it to growers (much as a CAV is currently). Copies of both types of plans are available at www.kvh.org.nz.



GET YOUR NEW FREE CALENDAR NOW



Hot off the press, we have the latest unwanted pest calendars for you!

If you, your pack-house, organisation, school, kindergarten (or anywhere else) would like one of these fantastic, bright, and colourful 2022/23 unwanted pest calendars (created by KVH, the Port and local Biosecurity New Zealand office for our Port of Tauranga Biosecurity Excellence programme), send us an email at info@kvh.org.nz letting us know your postal address and we'll pop one in the mail to you.

We'll also have the calendars at all the upcoming biosecurity week events so be sure to collect one if you come along.



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

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

Yes, Zespri procures budwood for regrafting provisions each year. This will be made available to growers from the Zespri Coolstore at 10 Cessna Place from November onwards. Please log your request by calling the Grower Support Services team on 0800 155 355. Please also note that growers will be required to make a booking through the Zespri booking system to collect any budwood for regrafting. This will be made live from October 2022. Also please contact budwood@zespri.com if you have moved your Red19 grafting schedule from winter 2022 to Summer 2022.

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

If for some reason you are not able to spray on your intended date, you will need to re-notify your neighbours with an amended date for spraying. Requirements change between every region and it is important to know the requirements for your region. For example, in the Bay of Plenty you must give at least 12 hours' notice. However, if you are in Northland, you need to give 24 hours' notice. GrowSafe have summarised the requirements in each Regional Air plan here: https://www.growsafe.co.nz/GrowSafe/Resources/Regional_plans/GrowSafe/Rsrc/Regional_Plans.aspx

If you need assistance, contact preharvest@zespri.com or call Kylie Parkes on 027 217 1908.

Where can I find out the future outlook of the company?

The *Zespri Five-Year Outlook* document is based on Zespri's Five-Year Plan, reviewed and approved by the Zespri Board annually, and released to the industry in December each year. It's a snapshot of how Zespri's medium-term strategy will be implemented by category and sets out the challenges and opportunities ahead. It relies on several assumptions and as expected, the further out we look, the less certain we become of these assumptions, with the plan becoming more directional. Our intent is to provide information for stakeholders to inform their business decisions, whether that is investing, divesting, or changing their variety mix. To find a copy of the latest *Outlook* document, visit: <https://canopy.zespri.com/EN/industry/pubs/outlook/Pages/default.aspx>

INTRODUCING OUR NEW HEAD OF GROWER RELATIONS & COMMUNICATIONS

Zespri is pleased to announce that Glen Arrowsmith has been appointed Head of Grower Relations & Communications.

This newly-created leadership role combines the grower-facing teams of grower relations, communications and grower support services. As part of our aspiration to ensure a great grower experience, Glen will be charged with building and connecting our kiwifruit growing communities and bringing Zespri's market and industry connection to life.

Prior to this appointment, Glen was Strategic Project Lead on the review of Taste Zespri. He also previously led Zespri's North America market team for six years and was a senior member of the global sales leadership team.

"Glen's extensive kiwifruit business experience in both industry and commercial facing roles provides an ideal platform to shape and implement the new approach," says Zespri Chief Grower, Industry & Sustainability Officer, Carol Ward.

"He has proven team and business leadership skills, and his customer service approach will be of benefit as he leads the team managing the interface with the kiwifruit growing community."

Glen is looking forward to the opportunities this new role will bring.

"It's an exciting opportunity to work closely with our kiwifruit growing communities," says Glen.

"I'm looking forward to working with growers, industry, and our market teams to ensure we are doing all we can to connect growers to market signals and provide a grower service experience that empowers growers."



SHED TALKS COMING TO A VENUE NEAR YOU!

Come along to one of our local Shed Talk sessions, a new format that we are trying out.

The interactive gatherings will use a carousel format where you will be able to rotate around different stations and have a chat with Zespri staff.

You'll have the opportunity to learn about, discuss, and give feedback on several key projects and topics that affect the future of our industry. We want to hear what you think, capture your thoughts and ideas, and share what we're working on.

Join us over a cup of tea and a scone at a local venue as we chew the fat and get your thoughts.

There's something here for everyone:

- Licensing review** – catering for unique circumstances, and supporting everyone to participate with more

confidence and clarity. We've got some proposals that we'd like to share and hear your views on.

- Fruit quality** – what's happened this season, and what you think might be contributing to a particularly challenging season. We're right at the start of this process, so add your two cents!
- Grower enablement** – what digital tools and services would make the biggest difference for you, in whatever role you play in the industry. We have some ideas, but we also want to hear yours.

These discussions are aimed at all parts of the kiwifruit growing community, so whether you're a grower, an orchard manager, a contractor or service provider, then this event is for you. Make sure you register to secure your spot. Register at <https://events.zespri.com/zespri-shed-talks/registration/Site/Register>

SHED TALKS SCHEDULE

REGION	DATE	TIME
Ōpōtiki	Thursday 8 September	10am-1pm
Gisborne	Friday 9 September	10am-1pm
Motueka	Monday 12 September	1pm-4pm
Auckland	Tuesday 13 September	10am-1pm
Whangārei	Wednesday 14 September	10am-1pm
Kerikeri	Thursday 15 September	10am-1pm
Waikato	Friday 16 September	10am-1pm
Katikati	Monday 19 September	10am-1pm or 2pm-5pm
Whakatāne	Wednesday 21 September	10am-1pm
Hawke's Bay	Thursday 22 September	2pm-5pm
Tauranga	Monday 26 September	10am-1pm
Te Puke	Tuesday 27 September	10am-1pm or 2pm-5pm

GROWER FINANCE EDUCATION SEMINAR

The Grower Liaison Team are looking at hosting a half day Grower Finance Education Seminar on the Zespri payment system.

The seminar will be useful for anyone wanting to refresh their knowledge of how payments are made and calculated and payment timings for growers. If you would like to register your interest, please contact Rachel Dovaston by email on Rachel.dovaston@zespri.com.

STONEY CREEK GROWER CLOTHING OFFER NOW AVAILABLE!



Back in 2020, Zespri teamed up with Stoney Creek to provide our staff with good quality, functional, comfortable and smart corporate clothing. We are now delighted to offer the Zespri Grower Range!

There are a selected number of items on offer at a discounted price branded with the Zespri Grower logo, including polos, shirts, vests and jackets. To order your Zespri Grower items from the online Stoney Creek Grower Shop, visit Canopy for further details: <https://canopy.zespri.com/EN/industry/news/Pages/Grower-Stoney-Creek-Clothing.aspx>



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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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