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DAN'S VIEW

Merry Christmas

Hi everyone,

With less than two million trays of New Zealand-grown fruit to be delivered, we'll very shortly complete what's been a really tough season for our industry.

On behalf of the team at Zespri, I want to thank all of you for the huge effort you've put in to meet the many challenges we've faced this year.

I know from our conversations at Fieldays, for many of you it's felt like a really long year.

This reflects the fact that the challenges we've faced have been constant, ranging from early season concerns that COVID-19 would prevent us from picking and packing our full 2022 crop, to geopolitical uncertainty, including the Russia/Ukraine conflict, ongoing pandemic-related global supply chain disruption, increasing costs and inflation, to poor fruit quality, and adverse weather events.

But what's also been constant has been our resilience and a commitment throughout the industry to adapt to meet these challenges.

We've seen that in the way we've worked together in 2022, particularly in the industry's response to our fruit quality issues.

In very trying circumstances, there's been an enormous amount of effort put in from growers, post-harvest and Zespri to ensure we present the best fruit possible to our customers, and better understand the causes and the roles we can all play to help address these so that we can return more value from the markets next season and beyond.

A grower I was talking to at Fieldays said to me, "Dan, we've got to stop the industry just growing for the returns, and get back to growing for outstanding quality. If we grow and supply the world's best quality kiwifruit, the returns will come." I think this sums it up well.

You can catch up on the latest regarding our quality response planning and the progress we're making on page 4, including the indicative KiwiStart rates that will be in place for 2023 to support incentivising good quality supply throughout the season.

We know the demand is there for our fruit – the challenge we're seeing at the moment is our ability to meet it with great quality kiwifruit.

With the first crop estimate for 2023 indicating that we can expect lower volumes next season, it will be important we use this opportunity to reset our industry to deliver Zespri quality kiwifruit across our whole supply chain from grower to consumer.

To help enable growers to adapt their on-orchard practices in coming months, Zespri has provided early confirmation that we will accept size 39 Class 1 Zespri SunGold Kiwifruit (conventional and organic) that meet the minimum taste standard as Non-Standard supply in 2023, along with all size 46 Zespri RubyRed Kiwifruit.

Thanks to those of you who joined our most recent Grower Roadshows, where we heard the importance of addressing shareholder alignment, and this month the Zespri Board has signalled a range of initiatives planned for 2023 and 2024, designed to help unshared and undershared growers become Zespri shareholders.

We know this is an area of significant interest for growers, and we look forward to discussing these initiatives in more detail with the industry during our next set of Grower Roadshows in March 2023, along with the five-year forecast OGR ranges which are outlined in the Outlook document which will be available on Canopy and Zespri.com this week.

With another challenging year ahead of us in 2023, I hope you can all enjoy some time off the orchard to recharge with family and friends over the coming break.

Thank you again for your continued efforts throughout 2022, have a great festive season and I look forward to seeing you all again in 2023.

All the best,

Dan

DECEMBER BOARD UPDATE

The final meeting of the Zespri Board of Directors was held in December. Key elements of the meeting included:

2023 FIVE-YEAR OUTLOOK: FIVE-YEAR FORECAST RANGES

The Board reviewed and approved the publication of the 2023 Outlook, following discussion of current supply and demand levels and some of the headwinds the industry is currently facing. The Outlook provides an overview of Zespri's Five-Year Plan, covering the five-year period through to 2027/28, and provides a snapshot of how our medium-term strategy will be implemented along with some of our medium-term challenges and opportunities. The Outlook also includes the following forecast OGR ranges for this five-year period:

- Zespri SunGold Kiwifruit: \$8.00-\$12.00 per tray
- Zespri Organic SunGold Kiwifruit: \$10.00-\$14.00 per tray
- Zespri Green Kiwifruit: \$6.50-\$8.00 per tray at declining volumes
- Zespri Organic Green Kiwifruit: \$9.00-\$11.00 per tray at flat volumes
- Zespri RubyRed Kiwifruit: \$10.50-\$16.50 once volumes exceed three million trays.

There will be further discussion of the Five-Year Plan in our next round of Grower Roadshows in March. The 2023 Outlook document will be available on Canopy and Zespri's website before Christmas.

2023 CROP ESTIMATE

As has been signalled in recent months, the warm wet winter is likely to have contributed to variable budbreak and combined with the changeable wet and windy weather during pollination and the October frost event, is expected to result in reduced fruit volumes in 2023.

There remains much uncertainty at this early stage of fruit development, and we will have a better indication of crop volumes from the February 2023 estimate. At this stage the indication is that we can expect the total crop to be approximately 10 percent less than volumes harvested in 2022. This estimate will continue to be refined over the coming months.

2023 LICENCE UPDATE: RESERVE PRICES FOR 2023 LICENCE RELEASE

The Board has approved the remaining aspects of the 2023 licence release process and rules supporting next year's licence release which will take place using an ascending-price open auction process. The Board also confirmed the opening (reserve) prices for the 2023 Zespri SunGold Kiwifruit and Zespri RubyRed Kiwifruit licence release being approximately a 25 percent discount on last year's minimum price. The reserve prices, and details on how the Ascending-Price Open Auction will run, are outlined on pages 2 and 3 of this issue of *Kiwiflier*. There will be training available in the new year for growers on the auction system.

GROWER ZESPRI SHARE ALIGNMENT

Strengthening grower shareholding of Zespri has been a focus of the Board throughout the year, with a number of options being considered to help unshared and "under-shared" growers become Zespri shareholders. The Board discussed a range of initiatives proposed to be implemented in 2023 and 2024 to help improve grower Zespri share alignment and ownership. We will consult with growers on these proposed initiatives early next year.

An NZX listing is a prerequisite requirement for many of these initiatives as they occur on an on-going basis, for example, a targeted dividend reinvestment scheme. Zespri will commence initial work on an NZX listing process early next year at the same time as conducting grower consultation on the proposed initiatives. The current restrictions on who can purchase Zespri shares (e.g. New Zealand growers only) will remain and can be accommodated on the NZX platform.

2022 LICENCE APPEAL UPDATE

Earlier this year, an unsuccessful bidder for Gold3 licence challenged the rejection of their Gold3 bids during the 2022 Zespri Kiwifruit Licence Allocation Process. Following a hearing, the Court acknowledged that although the rules permitted Zespri to determine a commercially reasonable price, the process followed in validating and evaluating the relevant bid was flawed. Accordingly, the High Court ordered Zespri to validate and evaluate the bid submitted by the plaintiff within 10 working days of the decision.

Having regard to the unique circumstances of the 2022 Licence Allocation process and the decision to apply a minimum cut-off price, the Zespri Board accepts the Court's decision. While the Court's decision was related to a single bidder seeking 1.3 hectares of Zespri SunGold Kiwifruit licence, in the interests of fairness, the Zespri Board directed the Evaluation Panel to validate and evaluate all bids declined in the 2022 Licence Allocation Process for both Gold3 and Red19 which were treated in the same way as the bidder who took the court action. The Licence Evaluation Panel has evaluated all previously unsuccessful bids from the 2022 licence release and communicated directly with such bidders with respect to the validity of their bids. If this process results in additional hectares of licence being allocated, Zespri will communicate that in due course.

BEST WISHES FOR THE FESTIVE SEASON

Thank you to all growers and our industry colleagues for your efforts in what has been a particularly challenging season in light of increasing costs, the ongoing impact of COVID-19, and fruit quality issues. We know that next season is again likely to be tough, but like we have before, by working together our industry can address the challenges in front of us and be in a strong position to meet the growing demand for our fruit and return more value to our growers and communities in the years ahead.

I hope you can spend some important time with family and friends over the break and on behalf of the Board, I hope you enjoy the festive season and look forward to seeing you again in 2023.

Bruce Cameron
Chairman

ORGANICS TO CHINA IN 2023

Zespri Organic Kiwifruit will have improved access to China in 2023 under the Official Organic Assurance Programme (OOAP).

The kiwifruit industry's certification body, BioGro, advised Zespri in December that the approval of scope extension has been granted by the Ministry for Primary Industries (MPI) — this was the final step in the process that will enable all of Zespri's organic kiwifruit to be eligible (certification-wise) for China in 2023.

Zespri Market Access Manager Lesly Van Nijlen explains this is the end result of years of work from organic exporters, certification bodies, and MPI.

"It's great news for our industry as we work to grow demand and drive value for our growers in this important market," says Lesly.





UPDATED EPA ANNOUNCEMENT ON HI-CANE

The Environmental Protection Authority (EPA) last week announced its revised recommendation into the use of hydrogen cyanamide, commonly known as Hi-Cane. The EPA continues to recommend a ban on Hi-Cane, now proposing this ban in ten years' time instead of its original recommendation of five years, taking a very conservative approach to risk.

The EPA's view is that the benefits of banning Hi-Cane outweigh the costs. This position is based largely on the EPA identifying new possible risks on-orchard to insects which live in soil (earthworms and springtails) and long-term risk to birds which were not identified in their initial research. While it recommends additional WorkSafe controls to reduce the risk to workers it has reversed its previous assertion that this product should be classified as a possible carcinogen.

We're disappointed the EPA is continuing to recommend a ban on Hi-Cane when independent advice provided by

Zespri and NZKGI shows it can be used safely for people and the environment. The product is critical to our industry, and the benefits it provides our industry and through them the local communities and the New Zealand economy are significant.

We recognise how important it is to protect our people and our environment and are committed to best practice and to improving safe spraying practices. However, our strong view is Hi-Cane can be used safely with appropriate controls.

What now?

- The EPA announced last month it will publish a Social Impact Assessment on the impact of the potential ban in Te Puke and Northland on January 31. This will study the wider costs and benefits of the use of the product at a regional level.
- Under the current process, we have until February 8 to respond to the EPA's updated recommendation and

we're working with experts and growers to develop our response and show how and why the product can be used safely.

- The EPA's proposal will then go to a public hearing set to be held in Tauranga from March 8 where the Decision Making Committee (DMC) will hear from submitters.
- The DMC's decision is expected in mid-2023.

Zespri is committed to protecting the interests of the industry. We'll keep growers updated as we continue to build our case for maintaining the use of Hi-Cane and continue to work closely with NZKGI.

We also note that after the DMC has made its decision, another reassessment can be triggered if significant new evidence is submitted to the EPA. While we are focused on the hearing, we are considering other options including this.



2023 LICENCE RELEASE UPDATE

On 14 December 2022, the Zespri Board made some key decisions relating to the 2023 licence allocation. As previously communicated, the 2023 allocation mechanism for both Zespri RubyRed Kiwifruit and Zespri SunGold Kiwifruit will be an ascending-price open auction. This replaces the previous closed tender process.

OPENING PRICES

The Zespri Board has decided the opening prices (reserves for the auctions) will be:

Zespri RubyRed Kiwifruit	\$33,000 per ha (excl. GST)
Restricted Zespri SunGold Kiwifruit (Hayward/Green14 cutover)	\$340,000 per ha (excl. GST)
Unrestricted Zespri SunGold Kiwifruit	\$340,000 per ha (excl. GST)

The reserve price has been calculated on the basis of a 25 percent discount on the 2022 minimum accepted price for each licence pool. They are a starting point for the auction rounds for licence, and should not be taken as Zespri's indication of current licence value.

THE AUCTIONS

At the opening round, bidders indicate how many hectares of licence they would like at the opening price. If oversubscribed, i.e. if the total amount of hectares that bidders demand at that price exceeds the amount of hectares Zespri intends to release, a new round begins at a higher price and no live bids are carried forward. Remaining bidders can leave their demand the same, or reduce their hectares. New rounds at higher prices are initiated until the hectares from bidders matches the supply of hectares from Zespri. The last round price is paid by all remaining bidders.

The infographic on page 3 summarises how the new auction process will be for bidders.

PRE-SET BIDS

During the licence review consultation, some growers expressed concerns about technology constraints. Other growers wanted a low-involvement experience similar to the previous closed tender bid. To address these concerns, a 'pre-set bid' feature will be available to bidders, which allows bidders to submit their demand (bid hectares) at different price points prior to the auction commencing.

Pre-set bids can be used to build a 'demand curve' indicating a bidder's hectare demand at several price

points. Hectares demanded (bid for) must either stay the same or decrease as the price increases. Alternatively, a bidder may wish to submit just one pre-set bid for hectares at a single price point.

The auction platform allows for pre-set bids to be entered by bidders directly into the software any time before the auction begins. For 2023, the Board has also approved a paper-based pre-set bid option. Bidders can send pre-set bid details to Cooney Lees Morgan to enter the pre-set bid information into the system before the commencement of the auction. The deadline for this service is 21 April 2023.

Pre-set bidders will have their own log-in to the system and can observe the auction live, but will not be able to alter or withdraw their bids once the auction has started. More information and guidance on how to pre-set bid will be made available in the New Year.

FINISHING OFF BLOCKS AND SHELTERBELT REMOVAL

The Zespri Board also approved a process with a fixed price for growers wanting small amounts of licence for genuine instances of finishing off existing blocks of PVR varieties, and to accommodate shelterbelt removal.

Small parcels of licence (up to 0.3 hectares) will be able to be purchased at a fixed price equal to the closing price of the unrestricted auction. This means growers wanting to purchase these small parcels of licence will not need to participate in auctions, and the Finishing Off Blocks process will be available all year, immediately after the finalisation of the 2023 licence auctions.

The Finishing Off Blocks process will give growers the certainty of a fixed price for small parcels. The eligibility criteria is similar to the 2022 process. This information will also be available on Canopy in the New Year.

Growers taking advantage of the process need to demonstrate their eligibility when they apply for licence.

More information around the Finishing Off Blocks process will be made available in early 2023.

NEXT STEPS

We continue to work with our auction partners on the design of the auction experience for bidders.

For potential bidders, the registration process will be similar to the previous closed tender bid process. Where it changes is that no price information needs to be entered as part of the registration. Once a bidder's registration is approved, the bidder will receive a login and password for the auction software.

The registered bidder's next decision is whether they want to participate in the live auction or to submit a pre-set bid. The infographic on page 3 is a visual summary of

the process for both live bidders and pre-set bidders. All bidders will be required to participate in a practice auction to familiarise themselves with the system and process prior to the live auction. Details on this will be made available in the New Year.

BROAD TIMELINE FOR 2023 LICENCE RELEASE

Late January 2023	Rules published (Licence Application Overview and Rules - LAOR)
Late February	Deadline for registering a KPIN
February—March	Mock auctions to be conducted with registered bidders
Mid-March — mid-April	Bidder application window open and pre-approval of bidders by Cooney Lees Morgan
Late April —early May	Auctions conducted

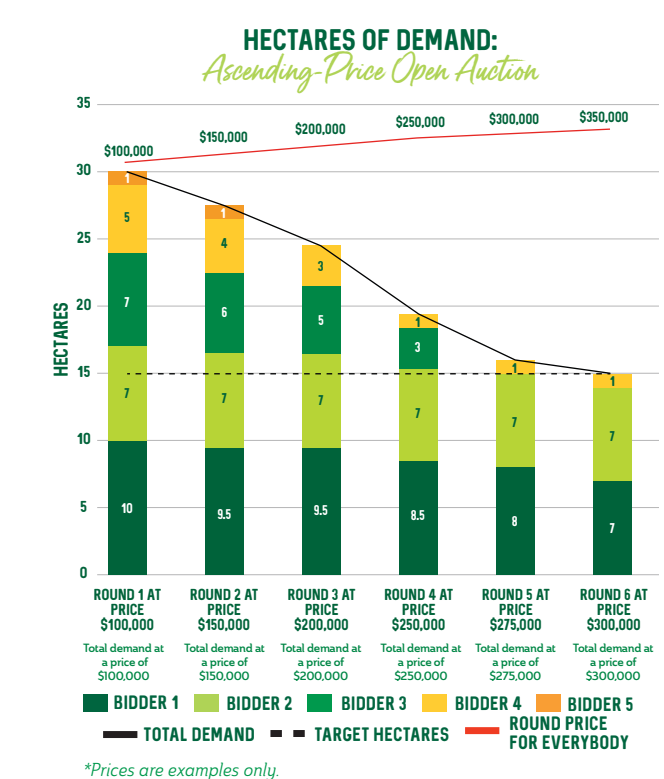
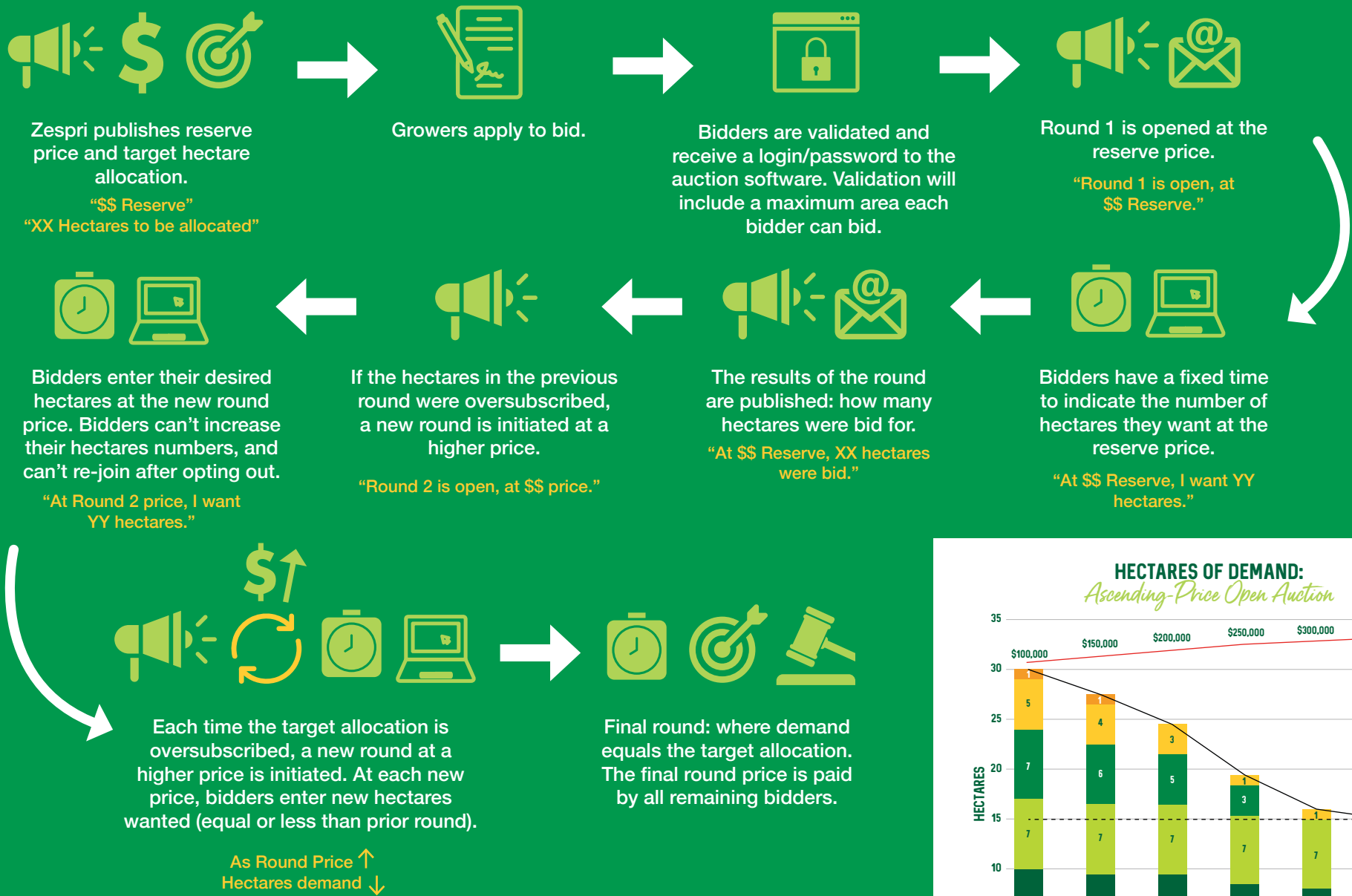
Note: some dates are subject to change, as the customisation and introduction of a new bidding platform may require flexibility in the first year.



LICENCE RELEASE PROCESS 2023

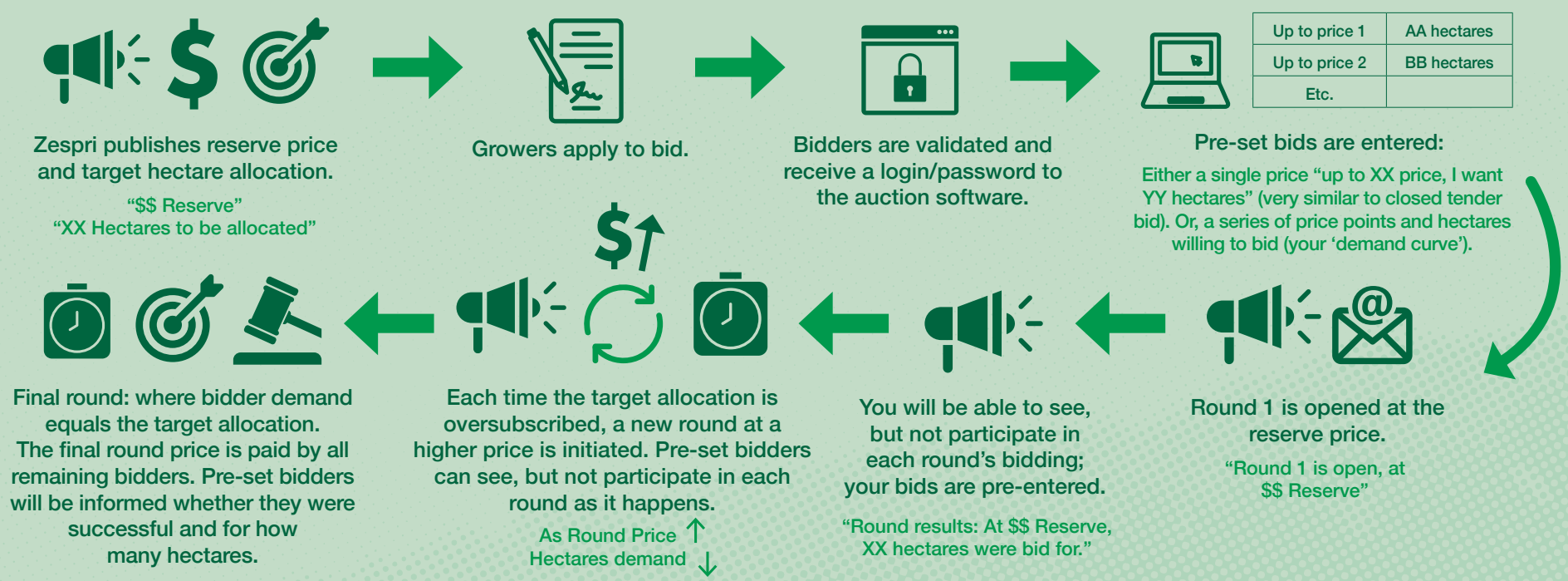
The new *online* Ascending-Price Open Auction
(replacing the Closed Tender Bid).

ASCENDING-PRICE OPEN AUCTION: *Summary*



PRE-SET BID *Option*

Alternative: If you don't want to participate in the online 'live' auction process, you can opt to pre-set bid, prior to the auction commencing. If you pre-set bid, this is the process:





QUALITY ACTION PLAN UPDATE

Work to address the fruit quality challenges the industry has experienced is continuing as part of the industry's Quality Action Plan.

1. UNDERSTANDING THE CAUSE

Harvest and handling-related damage remains the most significant contributing factor to poor quality in 2022.

Research results from this year's fruit quality related trials are currently being finalised and will be shared with industry when complete early next year, while scoping has now started on next season's fruit quality related research trials.

2. REBALANCING COMMERCIAL DRIVERS/ INCENTIVES

The commercial drivers of KiwiStart and Time payments are used to influence production and harvest decision making to deliver the right fruit at the right time for the markets.

The IAC has recently approved indicative rates for Time and KiwiStart for 2023. The indicative rates reflect a significant increase in Time rates for all varieties and a decrease in KiwiStart rates:

- The intention of KiwiStart rates is to compensate for taste and size forgone for fruit which is harvested early and to provide reward for supplying early season fruit to start market sales programmes. However, this fruit needs to be of good quality and sufficient maturity.
- The KiwiStart rates have been reduced to provide less commercial incentive for harvesting fruit in the early weeks of KiwiStart, to reduce the commercial desire to push any insufficiently mature fruit to be harvested in early KiwiStart, which would present a higher level of risk for fruit quality issues.
- The later KiwiStart rates have not reduced as much as earlier weeks reductions, in order to ensure commercial motivation for fruit to be harvested late in KiwiStart rather than holding off for Mainpack at the detriment of fruit quality.
- The Time rates have increased significantly to provide additional incentive and reward for growers who are able to

harvest fruit at the optimum maturity in order to provide fruit with the utility to store well and provide value to the pool with good quality outturns to meet customer demand later in the season. For conventional Zespri SunGold Kiwifruit the indicative increase in total Time spend is \$66.4 million, and for conventional Zespri Green Kiwifruit, the indicative increase is \$22.8 million.

The total indicative 2023 Time spend and average indicative Time per tray rates, as well as the average indicative 2023 KiwiStart per tray rates are summarised in the tables below.

Further detail can be access on Canopy here:

https://canopy.zespri.com/EN/supply/zespri/cost_models/Pages/default.aspx

3. COMMUNICATING BEST PRACTICE FOR GROWING AND HARVESTING PREMIUM FRUIT

Over the coming months, information will be shared with industry stakeholders to reinforce good practices, including:

- Summer management information published via *Kiwiflier*, *KiwiTips*, and *Kiwifruit Journal* articles
- Creating resources and events focusing on decisions around harvest which will become available in February 2023
- Harvesting training videos around picking technique, bags, gloves etc., and sharing these widely to try to reaffirm what good harvesting looks like which will become available in February 2023.

4. ASSESSING FRUIT FLOW DECISION MAKING FROM END-TO-END

The end-to-end supply chain fruit flow decision-making processes including in-market are being reviewed to identify potential improvements. These decisions include stock

levels in-market, staffing levels and experience, fruit quality information flows and seasonal planning decisions and assumptions. Initial interviews have been held with a number of stakeholders engaged as part of the review. Information requests and follow-up interviews will be conducted during January 2023, with the review expected to be completed in February 2023.

5. KEEPING POOR FRUIT ONSHORE VIA ZESPRI ONSHORE QUALITY ASSURANCE

Zespri continues to work with industry stakeholders on the quality assurance framework and supporting resources to help safeguard the quality of exported fruit and keep quality issues on-shore. The updated design is expected to be finalised in February 2023.

6. ASSESSING SUPPLIER ACCOUNTABILITY: COMMERCIALS & CONSISTENCY

Zespri also continues to work with Industry stakeholders on the Supplier Accountability framework and consistency of in-market checks. Modifications to the framework have been reviewed to mitigate poor quality and reward good quality long storing fruit, and improve the consistency of in-market checks that are used to facilitate the programme. Potential changes to the framework have recently been discussed with the Industry Advisory Council and the framework is expected to be finalised in February 2023.

7. IMPROVING TRANSPARENCY OF IN-MARKET INFORMATION ON QUALITY & COSTS

A full scoping of this workstream is planned for early 2023.

We look forward to updating growers and industry with more news on progress over the next few months.

TOTAL INDICATIVE 2023 TIME SPEND AND AVERAGE INDICATIVE TIME PER TRAY RATES

	Total Time Spend \$m				Average Time Payments \$ per TE					
					Total Pool			Mainpack Pool		
	2022	2023	Variance		2022	2023	Variance	2022	2023	Variance
Zespri Green Kiwifruit (Conventional)	\$57.0	\$79.8	+\$22.8	40%	\$0.96	\$1.34	+\$0.38	\$1.56	\$2.18	+\$0.62
Zespri Organic Green Kiwifruit	\$3.1	\$5.6	+\$2.5	82%	\$0.98	\$1.79	+\$0.81	\$1.45	\$2.63	+\$1.19
Zespri SunGold Kiwifruit (Conventional)	\$95.8	\$162.2	+\$66.4	69%	\$0.98	\$1.65	+\$0.68	\$1.84	\$3.11	+\$1.27
Zespri Organic SunGold Kiwifruit	\$2.0	\$2.9	+\$0.9	46%	\$0.67	\$0.98	+\$0.31	\$1.18	\$1.72	+\$0.54
Total	\$157.9	\$250.5	+\$92.6	59%						

*Based on November 2022 Departure Forecast volumes

AVERAGE INDICATIVE 2023 KIWISTART PER TRAY RATES

	Average Rate per TOTAL POOL*			Average Rate per KIWISTART POOL*		
	2022	2023	Variance	2022	2023	Variance
Zespri Green Kiwifruit (Conventional)	\$0.93	\$0.66	(\$0.27)	\$2.09	\$1.71	(\$0.37)
Zespri Organic Green Kiwifruit	\$0.71	\$0.67	(\$0.04)	\$2.18	\$2.07	(\$0.10)
Zespri SunGold Kiwifruit (Conventional)	\$1.12	\$0.94	(\$0.18)	\$2.42	\$2.00	(\$0.42)
Zespri Organic SunGold Kiwifruit	\$1.23	\$1.06	(\$0.17)	\$2.85	\$2.46	(\$0.39)

*Based on 2022 volumes

KIWIGREEN INCENTIVE UPDATE

The decision has been made by the Industry Advisory Council (IAC) to remove the KiwiGreen Incentive programme for the 2023 season. This has been driven by a number of factors, including grower feedback.

However, KiwiGreen monitoring requirements will remain in place, i.e. growers must be registered with a Zespri-approved

Pest Monitoring Centre; formal monitoring is required before harvest; and, if any pests are above the threshold, management is strongly encouraged. This includes managing weeds in and around loadout bays.

Note, the final analysis for the 2022 incentive is now complete, and post-harvest has been informed.



FROM THE MARKETS

MARKET UPDATE

The New Zealand supply season is drawing to a close with just under 700,000 trays of Zespri SunGold Conventional Kiwifruit, 1.4 million trays of Zespri Green Kiwifruit, and 170,000 trays of Zespri Green Organic Kiwifruit remaining to be delivered.

"The markets have worked hard to the end to ensure good quality fruit on the shelf for our consumers, and best returns to growers in this most challenging of seasons," says Zespri Chief Market Performance Officer, Linda Mills.

Many markets have now transitioned to Northern Hemisphere ZGS supply, with first volumes still in transit for some.

ZGS deliveries are now 25 percent through the expected volumes with 6.7 million trays delivered to date from all origins — 6.5 million trays of that being conventional Zespri SunGold Kiwifruit and 5.6 million trays of the total delivered sourced from Italy.

NON-STANDARD SUPPLY: ZESPRI TAKES ALL SUNGOLD SIZE 39 AND RUBYRED SIZE 46 IN 2023

With crop reduction due to frost and variable budbreak, the 2023 crop is expected to be constrained and below market demand.

Zespri is responding by committing to take all Class 1 Zespri SunGold Kiwifruit (conventional and organic) size 39s that are above the minimum taste standard (MTS) and all Zespri RubyRed Kiwifruit size 46s. Procurement will remain as non-standard supply.

Greater China

ZESPRI NAMED OUTSTANDING EMPLOYER

The China People team is excited to share that Zespri has won the 2022 HRoot Outstanding Employer in the Greater China region.

HRoot is China's leading human resources media organisation serving over 50,000 enterprise clients, including more than 95 percent of the Fortune 500 Companies in China. The award recognises us for being forward-looking, innovative and practical in human resource management.

Edith Sykes, Chief People Officer, says: "What a phenomenal accomplishment for our Greater China team. This is what happens when we have a team that puts people at the heart of what they do."

Thank you to Simon Heng, People Experience Specialist, for his assistance with the application. Congratulations to our China team for an incredible achievement.



USA

ART INSPIRED BY KIWIFRUIT

In conjunction with our partner, Brighter Bites, our Zespri US team launched a Kiwi Art Contest at elementary schools in seven US cities to encourage healthier habits by creating excitement around fruits and veggies.

Check out some of the amazing art pieces by some talented student artists!



Italy

SHARING THE MAGIC OF KIWIFRUIT

The Italy team ran a magical trip in which eight Italian influencers and eight consumer/trade journalists got to experience what it's like on our orchards in the Latina area.

During the two days, the team enjoyed creating personal connections, experiencing the picking and understanding the uniqueness of our whole kiwifruit life cycle.



Spain

KIWIFRUIT HIGHLIGHTED AT MEDICAL SHOWCASE

The Zespri team in Spain recently joined the Semergen medical congress for general practitioners.

Healthcare professionals showed great interest in our kiwifruit, with more than 4,500 samplings and lots of opportunity to share information on kiwifruit's nutritional value.

The Culinary Medicine e-learning programme launched by Zespri had around 920 new students join. In the final part of the event, the team hosted six cooking shows with a professional chef and a well-known nutritionist.



COMPLIANCE EDUCATION AND ENGAGEMENT SESSIONS

Zespri is committed to ensuring our kiwifruit is grown and distributed in a socially responsible and ethical way, safeguarding our industry as one that people want to work in, and one where people feel they are well supported.

In November, Zespri held its first education and engagement sessions for Compliance Assessment Verification (CAV) holders, as a pilot within the Zespri GLOBALG.A.P. Contractor Programme. These sessions were designed to connect with our contractors in Te Puke and Katikati and provide an opportunity to discuss the shared responsibility of social and ethical business practices.

With legislation addressing modern slavery and due diligence acts in place or being implemented globally, it has been a priority to ensure that we actively engage and communicate our expectation with the industry in these areas.

We now have more than 530 CAV holders in our programme. The sessions were kept small to encourage people to share

their experiences, ask questions, and provide feedback. We had 20 attendees at each session and received valuable insights regarding current industry challenges, CAV requirements, and areas of improvement for future events. We all recognised the need for future education and engagement sessions to make sure we keep these important conversations going.

In taking a more collaborative and human-centric approach to compliance, the session included guest speakers from the Labour Inspectorate, Inland Revenue and Immigration departments who shared their insights and provided guidance on what it means to be a compliant contractor in our industry. This provided a wealth of knowledge, and highlighted the multifaceted approaches to social responsibility. Building relationships with our regulators has been an important part of the CAV programme, and subsequently, our programme has been recognised as targeting best practice, especially in the context of labour risks in the New Zealand horticulture sector.

As the area of social responsibility continues to evolve, so too will our programme. With an intention to roll out our education and engagement session for CAV holders nationwide, this educational piece adds value to the scope of the CAV programme, and reflects the need for multiple levers in the compliance space.



Find out more about CAVs here: <https://industry.zespri.com/contractors/what-is-a-cav-how-do-i-get-one>

For any questions regarding CAVs, please contact Zespri Industry Compliance Manager, Bridie Fitzgerald at bridie.fitzgerald@zespri.com, or the team at compliance@zespri.com.



ZESPRI IN THE COMMUNITY

Tauranga Business Awards

Congratulations to Kids Ride Shotgun for winning the 'Zespri Service Excellence' and 'Business of the Year' awards at the 2022 Tauranga Business Awards!

This year, local businesses recorded some amazing achievements and it was great to join the Tauranga Chamber of Commerce to help showcase the best of the Bay.

To read more about this year's awards, follow the link here: <https://www.nzherald.co.nz/bay-of-plenty-times/news/over-the-moon-auranga-awards-2022-winners-celebrate/RBT5NYRQNJ5EYKDDVY6NS4EA/>



L-R: Kids Ride Shotgun co-founders, Thomas Hayward (left) and Dan Necklen, with Zespri Head of Global Public Affairs, Michael Fox.

Stuff the Bus

Thanks to everyone who donated presents and non-perishable food to support Stuff the Bus for 2022!

We had a great day out at the Waipuna Hospice in Te Puke, with plenty of generosity received from our community. The gifts are being donated to local charities to help families in need this Christmas.



The Breeze and Zespri teams collecting non-perishable goods and presents to be gifted to local charities.

Food Safety Symposium

A massive thanks to all those who supported and attended the 2022 Food Safety Symposium held on 30 November at Trustpower Baypark Arena.

It was great to be able to bring our industry together again after the last few years of interruption due to COVID-19 and it was amazing to see so many of our people in the same room.

The atmosphere of collaboration, networking, and learning was exciting to be a part of as we heard from a number of presenters covering topics around food safety from an operational and cultural perspective. We were also fortunate to hear the reflections of Zespri Value Stream Lead, Catherine Richardson as she completes her final weeks in her role at Zespri. Catherine has been a key driver throughout our food safety journey and her leadership, skills, and stories will be missed by many throughout the industry.

A special thanks to our sponsors, AsureQuality, Opal, and Oji Fibre Solutions. Their support was much appreciated.

Thanksgiving in the US: giving is loving

The US team supported their fourth Annual Thanksgiving Dinner Box drive this year, by donating to Families Forward, a charity that gives 875 families groceries to make a delicious Thanksgiving dinner.

The US Zespri team donated 14 Thanksgiving dinner boxes to go to 14 families, plus extra items for the organisation's food pantry - a beautiful way to spend time creating personal connections and giving thanks.



2023 Zespri IGDP applications open!

Do you have strong leadership skills or are you looking to pursue governance roles within the kiwifruit industry?

The Zespri Industry Governance Development Programme (IGDP) is designed to enable leaders of the kiwifruit industry to make the step into governance roles. The programme will introduce successful candidates to governance and leadership possibilities and allow them to build their capability as future leaders of the industry.

As part of the IGDP, participants will complete a number of components including:

- The Institute of Directors Company Directors Course
- Domestic Governance Tour
- Regular interaction with Zespri Board and Executive members
- Quarterly forums with leaders of New Zealand business
- Media training

Applications close **5pm, Friday 10 February 2023**. Head to <https://www.zespri.com/en-NZ/our-communities/scholarships> for more information and to download the IGDP guide and application form.

Still have questions? Email scholarships@zespri.com.

Welcome to our Zespri summer interns

This summer, Zespri is again thrilled to participate in the Toi Ki Tua kiwifruit internship scheme run in partnership with the Bay of Plenty Māori Economic Development agency Toi Kai Rawa, Kiwi Leaders, and the Ministry for Primary Industries.

13 Māori tertiary students will be working in different areas of the New Zealand kiwifruit ecosystem, with three joining Zespri to work in Grower, Industry and Sustainability, Digital, and People teams for the summer.

Luke Gallagher, Learning and Development Lead, says: "The people leaders of our interns recently attended a launch event with this year's class, their whānau and representatives from across the industry. It was a great opportunity to create real connections, provide an industry welcome and practice our pepehas."



China: the hope that lies in our children

The China team and Pagoda, our biggest retailer in China with a sales of around 3.5 million trays this year, have partnered to give back to the community.

As part of the fundraising effort, 10 cents were donated to disadvantaged children in the mountainous areas of China for each Zespri Kiwifruit sold. Together, Zespri and Pagoda built eight multimedia classrooms in primary schools last year and are building another eight this year.

Tommy Lu, Head of Sales China, says: "Our country's future and hope lie in its children, and as a team we

have always made efforts to ensure the development of young children."





Update from our Pre-harvest Team



GLOBALG.A.P. MAKES SMART BUSINESS SENSE

The final perspective we bring you in this series on GLOBALG.A.P. is one from a large orchard management team, or in GLOBALG.A.P. language, a management system owner (MSO).

We chatted to Tim Woodward, General Manager of Edwards Heeney Consulting – EHC, based in Te Puke with more than 100 orchards under their care and management.

Off the bat, Tim was very clear about the critical role GLOBALG.A.P. plays in compliance and the assurance it provides our customers and consumers. However, it provides much more than that, says Tim.

"At a minimum, compliance is now a standard part of business that helps secure the premium pricing we achieve in the overseas markets.

"If you look beyond the cost of compliance, you can view the monitoring and record keeping requirements that are driven by these compliance programmes as a means to better understand your orchard business and identify opportunities for operational improvement and cost efficiencies," says Tim.

"The soil, nutrient, and water sections in GLOBALG.A.P. are a great example of where we can do this analysis and find the efficiencies. Ultimately, this means less inputs which is better for the environment and the back pocket given the associated cost savings.

"The landscape of orchard ownership has changed over the last 20-plus years I've been in the industry. There are now a lot more managed orchards, with stronger professional governance and accountability.

"To be able to provide these assurances, you need good systems and reporting, and GLOBALG.A.P. is one of the systems we use," says Tim.

"As an orchard management company, we are accountable to our owners and investors. We supply our stakeholders with monthly reports, keeping them informed and providing them with assurance we are managing their asset to get the best returns. If we weren't updating and keeping our records current, our reporting tasks would be arduous — but with good systems, it is structured and accurate.

"We've just completed our BioGro audits where there is a lot of shared data with GLOBALG.A.P. If your record-keeping is complete and updated, it's an easy transfer of information. You don't need to spend days rewriting the same information — you're just sharing it between the various tools you need for your business.

"If you add the record keeping for GLOBALG.A.P. into your daily/weekly tasks, it will be a lot less work than if you try doing it all a week before your audit. It's been a change in mindset from preparing for the audit a week before it's due to take place, to integrating it into our business as usual practices so the work is constantly being done as we go. Don't get

me wrong — we still have work to do to get ready for our GLOBALG.A.P. audits, but it takes way less time and the team feel far more ready and confident because we have done the work throughout the year.

"There are, over time, still improvements that could be made to the system - particularly removing the double ups in the risk assessment and health and safety areas, but I anticipate the GAP refresh programme will look to address these over time."

What we took away from chatting to Tim is, if you set up the right systems, record keeping becomes part of your BAU tasks. GLOBALG.A.P. is a valuable tool for good record keeping, highlighting areas for improvement and demonstrating you have implemented efficiencies.

We will start to communicate more about the GAP refresh programme and GLOBALG.A.P. version 6 and GRASP version 2 updates from January 2023 – stay tuned.

GLOBALG.A.P. AUDITS

GLOBALG.A.P. audits are coming to an end and inspectors are busy reviewing and submitting audits to meet the end of January deadline.

ZESPRI GLOBAL SUPPLY SEASON WRAP-UP

The 2022 harvest season is complete in all four Zespri SunGold Kiwifruit production regions and in the Zespri Green Kiwifruit supply regions of Italy and Greece.

France has fully completed packing and delivery for the season, packing is complete in Asia and delivery continues. In Italy, Zespri SunGold Kiwifruit is packed to order and is about two thirds of the way through, with most export programmes completed. The Zespri Green Kiwifruit procurement has just started, and will continue through until the arrival of New Zealand fruit next year.

The season has once again been impacted by the climate with sustained hot weather the biggest concern across all regions and the impact of a typhoon close to harvest in Asia. Fruit size

was significantly impacted in Europe and it is likely to be related to orchards experiencing more than 20 days above 35 degrees celcius between May and August. While high temperatures are not unusual, the number of hot days over an extended period has not been seen before and affected a range of crops across Europe. In the previous year, the same growing regions experienced between 0-8 days above 35 degrees celcius without the same impact.

The ZGS team has several workstreams underway to understand the impact of the high temperatures and to consider potential risk mitigations in case the same temperatures are experienced in future seasons.

SEASON OVERVIEW

JAPAN			KOREA		
Harvest	Packing	Delivery	Harvest	Packing	Delivery
100% completed	100% completed	15% completed	100% completed	100% completed	20% completed
<div><div>Typhoon (fruit drop, defects)</div><div>Hot weather (yield, fruit size)</div></div> <ul style="list-style-type: none">33% increase in Zespri SunGold Kiwifruit volume from last yearNew packhouse148 ha planted			<div><div>Typhoon (fruit drop, defects)</div><div>Hot and dry weather (fruit size)</div></div> <ul style="list-style-type: none">100% increase in Zespri SunGold Kiwifruit volume from last yearTransition to Zespri SunGold Kiwifruit complete215 ha planted		
ITALY			FRANCE		
Harvest	Packing	Delivery	Harvest	Packing	Delivery
100% completed	83% Zespri SunGold Kiwifruit 6% Zespri Green Kiwifruit*	76% completed	100% completed	100% completed	100% completed
<div><div>20 days above 35°C (between May and August)</div><div>20% impact on yield average 2 sizes smaller.</div></div> <ul style="list-style-type: none">Dry Matter: 19%3,752 ha planted			<div><div>22 days above 35°C (between May and August)</div><div>20% impact on yield average 2 sizes smaller.</div></div> <ul style="list-style-type: none">Dry Matter: 20%430 ha planted		

MATURITY CLEARANCE SYSTEM READY FOR 2023

The Maturity Clearance System (MCS) has been updated in preparation for the 2023 season.

Growers are responsible for ensuring the MCS has the most up-to-date orchard information pertaining to on orchard safety. This relates to orchard primary contact, site requirements, and hazards.

Wherever possible, please complete your updates and verification at the earliest opportunity. The information needs to be verified before the season begins and is critical to enabling the January pre-season residue programme. Verification also needs to be completed promptly in order to be eligible for any consideration for inclusion in the Week 7 monitoring programme.

For further information on how to complete verification, please visit our Maturity Clearance section on Canopy where you will find training documents, training videos, and the most up-to date version of our CSV upload templates, as well as a key to help guide you on which fields require specific information.

Otherwise, please contact the MCS Team on 0800 874 515 or email maturity.support@zespri.com for assistance. Thank you and happy holidays from the MCS Team!

2022/23 PROGRESS PAYMENTS FOR FEBRUARY AND MARCH

CLASS 1 - APPROVED PROGRESS PAYMENT 15 FEBRUARY 2023	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.29	\$0.35	\$0.30	\$0.30	\$0.25	\$0.25	\$0.25
Zespri Organic Green	\$0.48	\$0.60	\$0.55	\$0.50	\$0.40	\$0.40	\$0.60
Zespri Gold3	\$0.38	\$0.40	\$0.40	\$0.35	\$0.35	No supply	No supply
Zespri Organic Gold3	\$0.44	\$0.40	\$0.40	\$0.60	\$0.20	No supply	No supply
Zespri Red19	\$0.72	\$0.80	\$1.05	\$0.90	\$0.65	\$0.65	\$0.75
Zespri Green14	\$0.42	\$0.20	\$0.75	\$0.55	\$0.35	\$0.35	\$0.30

CLASS 1 - INDICATIVE PROGRESS PAYMENT 15 MARCH 2023	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
Zespri Organic Green	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
Zespri Gold3	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	No supply	No supply
Zespri Organic Gold3	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	No supply	No supply
Zespri Red19	\$0.20	\$0.20	\$0.20	\$0.20	\$0.20	\$0.20	\$0.20
Zespri Green14	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10

CLASS 2 - APPROVED PROGRESS PAYMENT 15 FEBRUARY 2023	AVERAGE ON NET SUBMIT	16/18/22	27	30	33	36	39	42
Class 2 Green ¹	\$1.29	\$1.40	\$1.50	\$1.00	\$0.90	\$1.70	\$0.10	\$0.80
Class 2 Organic Green	\$0.46	\$0.70	\$0.55	\$0.55	\$0.25	\$0.25	\$0.40	\$0.50
Class 2 Gold3	\$0.44	\$0.60	\$0.45	\$0.45	\$0.30	\$0.25	No payment	No supply

¹Weighted average of three programs.

NON-STANDARD SUPPLY - APPROVED PROGRESS PAYMENT 15 FEBRUARY 2023	39	42	46
Zespri Gold3	\$0.30	No supply	No supply
Zespri Organic Gold3	No payment	No supply	No supply
Zespri Red19	No supply	No supply	\$2.00

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

FINANCIAL COMMENTARY

Progress payments

Progress payments have been calculated to ensure cash is returned to the grower as quickly as possible and fairly across all sizes. Payments have been set so that the percentage of total fruit and service payments across the sizes are equal where possible. Consideration is given to current season sales, cashflow, prior season percentage of total fruit and service payments paid at the same time of the season, other current season risk factors and also taking into account the latest information available.

February 2023 approved progress payments on Net Submit trays

Approved per tray progress payments for 15 February 2023:

Class 1	
Zespri Green	\$0.29
Zespri Organic Green	\$0.48
Zespri Gold3	\$0.38
Zespri Organic Gold3	\$0.44
Zespri Red19	\$0.72
Zespri Green14	\$0.42

March 2023 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 15 March 2023:

Class 1	
Zespri Green	\$0.10
Zespri Organic Green	\$0.10
Zespri Gold3	\$0.10
Zespri Organic Gold3	\$0.10
Zespri Red19	\$0.20
Zespri Green14	\$0.10

SHARE BRIEFS

As at **12 December 2022** the last Zespri share price trade was **\$6.52** traded on **8 December 2022**. There were four buyers at **\$6.50, \$6.48, \$6.45, and \$6.40**. There six sellers at **\$6.52, \$6.55, \$6.60, \$6.68, \$6.70, 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 January there are no dry shares as of 12 December 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 Janaury there are no excess shares that are required to be sold as of 12 December 2022.

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

Want to see current buyers and sellers?

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

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

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Below is the current Market Depth information as at 12 December 2022.

Quote Line at Monday 12 December as at 10.45am						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	6.50	6.52	6.52	0.00	0.00	0

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	12,000	6.50	6.52	3,700	1
1	5,000	6.48	6.55	15,920	1
1	3,000	6.45	6.60	15,990	1
1	3,000	6.40	6.68	3,000	1
			6.70	3,000	1
			9.20	26,500	1

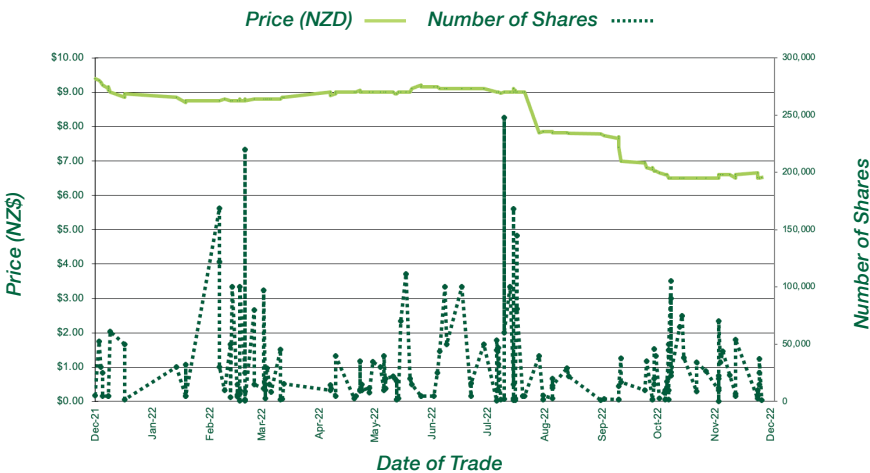
Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
8/12/2022	1,300	\$6.52	8,476.00
7/12/2022	37,210	\$6.50	241,865.00
7/12/2022	25,000	\$6.52	163,000.00
7/12/2022	15,000	\$6.50	97,500.00
6/12/2022	10,000	\$6.50	65,000.00
6/12/2022	5,000	\$6.52	32,600.00
6/12/2022	3,000	\$6.65	19,950.00
24/11/2022	54,000	\$6.60	356,400.00
24/11/2022	7,000	\$6.50	45,500.00
24/11/2022	5,000	\$6.55	32,750.00

Director share trading

For the month of December (as at 12 December), there were 32,455 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 12 DECEMBER 2021 TO 12 DECEMBER 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 to 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.
- KiwiGreen is a new payment for the 2022/23 season, incentivising on orchard pest management practices. The incentive is paid in December at \$0.25/TE on qualifying gross submit.
- Average payments per TE are based on the 2022/23 November Forecast trays and actual payments to date.
- YTD amounts for Pack and Time may move from previous *Kiwiflier* issues due to SLAs being paid late in a month.

ZESPRI GOLD3 DECEMBER									
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	22%
May-22		\$0.08	\$0.00					\$3.43	22%
Jun-22		\$0.10						\$3.53	23%
Jul-22		\$0.08		\$1.10		\$1.57		\$6.28	40%
Aug-22		\$0.18	\$0.52	\$1.47		\$0.13		\$8.57	55%
Sep-22		\$0.17		\$1.03		\$0.41		\$10.19	65%
Oct-22		\$0.29	\$0.57	\$0.27		\$0.30		\$11.61	75%
Nov-22		\$0.32	\$0.01	\$1.19		\$0.41		\$13.55	87%
Dec-22		\$0.13	\$0.01	\$0.05	\$0.25	\$0.35		\$14.33	92%
Jan-23							\$0.10	•	•
Feb-23			•			\$0.38		•	•
Mar-23			•			\$0.10		•	97%
Apr-23						•		•	•
May-23								•	•
Jun-23						•	\$0.20	•	100%
Paid YTD	\$3.30	\$1.41	\$1.10	\$5.10	\$0.25	\$3.17	\$0.10	\$14.43	
Balance to pay	\$0.00	\$0.06	\$0.02	\$0.04	\$0.00	\$0.81	\$0.20	\$1.13	
Total fruit and service payments - 2022/23 Forecast									\$15.56

ZESPRI ORGANIC GOLD3 DECEMBER									
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	20%
May-22		\$0.17						\$3.51	21%
Jun-22		\$0.09						\$3.60	22%
Jul-22		\$0.08		\$1.30		\$0.53		\$5.50	33%
Aug-22		\$0.28	\$0.54	\$1.87		\$0.33		\$8.52	52%
Sep-22		\$0.33		\$1.70		\$0.93		\$11.48	69%
Oct-22		\$0.10	\$0.66	\$0.11		\$0.64		\$12.99	79%
Nov-22		\$0.01	\$0.00	\$1.25		\$0.71		\$14.96	90%
Dec-22		\$0.04	\$0.00	-\$0.01	\$0.25	\$0.16		\$15.40	93%
Jan-23							\$0.10	•	•
Feb-23			•			\$0.44		•	•
Mar-23			•			\$0.10		•	97%
Apr-23						•		•	•
May-23								•	•
Jun-23						•	\$0.20	•	100%
Paid YTD	\$3.30	\$1.13	\$1.19	\$6.22	\$0.25	\$3.30	\$0.10	\$15.50	
Balance to pay	\$0.00	\$0.00	-\$0.01	\$0.01	\$0.00	\$0.83	\$0.20	\$1.03	
Total fruit and service payments - 2022/23 Forecast									\$16.54

ZESPRI RED19 DECEMBER									
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									
Aug-22						\$6.66		\$9.96	48%
Sep-22			-\$0.05			\$2.49		\$12.40	60%
Oct-22						\$1.02		\$13.42	64%
Nov-22						\$2.00		\$15.42	74%
Dec-22			\$0.00			\$2.02		\$17.44	84%
Jan-23			\$0.00		\$0.24	\$0.81		\$18.49	89%
Feb-23							\$0.10	•	•
Mar-23			•			\$0.72		•	•
Apr-23			•			\$0.20		•	94%
May-23						•		•	•
Jun-23						•	\$0.20	•	100%
Paid YTD	\$3.30	\$0.00	-\$0.05	\$0.00	\$0.24	\$15.01	\$0.10	\$18.59	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2.02	\$0.20	\$2.22	
Total fruit and service payments - 2022/23 Forecast									\$20.81

ZESPRI GREEN DECEMBER									
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	23%
May-22		\$0.07						\$2.52	24%
Jun-22		\$0.10						\$2.62	25%
Jul-22		\$0.03	\$0.00	\$0.46		\$0.67		\$3.78	36%
Aug-22		\$0.11	\$0.48	\$0.66		\$0.05		\$5.08	48%
Sep-22		\$0.21		\$0.66		\$0.19		\$6.15	59%
Oct-22		\$0.31	\$0.44	\$0.33		\$0.11		\$7.33	70%
Nov-22		\$0.25	\$0.01	\$0.68		\$0.27		\$8.55	81%
Dec-22		\$0.36	\$0.01	\$0.09	\$0.24	\$0.09		\$9.34	89%
Jan-23							\$0.10	•	•
Feb-23			•			\$0.29		•	•
Mar-23			•			\$0.10		•	95%
Apr-23						•		•	•
May-23								•	•
Jun-23						•	\$0.20	•	100%
Paid YTD	\$2.45	\$1.44	\$0.95	\$2.89	\$0.24	\$1.38	\$0.10	\$9.44	
Balance to pay	\$0.00	\$0.07	\$0.02	\$0.04	\$0.00	\$0.71	\$0.20	\$1.05	
Total fruit and service payments - 2022/23 Forecast									\$10.50

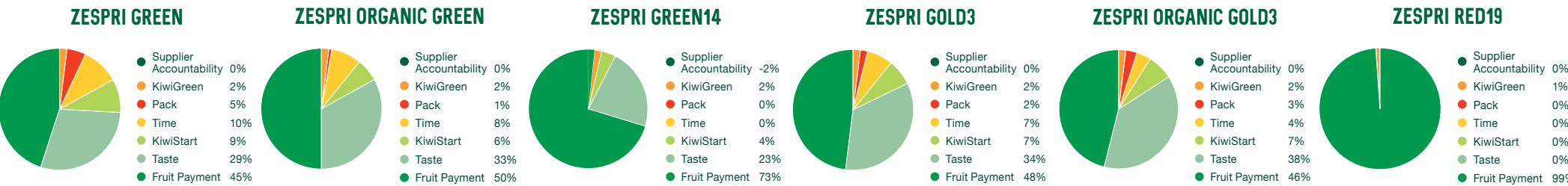
ZESPRI ORGANIC GREEN DECEMBER									
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	KiwiGreen	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-22	\$2.45							\$2.45	19%
May-22		\$0.05						\$2.50	19%
Jun-22		\$0.03						\$2.53	20%
Jul-22		\$0.02		\$0.52		\$1.62		\$4.70	36%
Aug-22		\$0.11	\$0.36	\$0.96		\$0.05		\$6.17	48%
Sep-22		\$0.17		\$0.97		\$0.44		\$7.75	60%
Oct-22		\$0.40	\$0.34	\$0.71		\$0.07		\$9.27	72%
Nov-22		\$0.16	\$0.00	\$0.93		\$0.39		\$10.75	83%
Dec-22		\$0.09	\$0.00	\$0.04	\$0.26	\$0.37		\$11.51	89%
Jan-23							\$0.10	•	•
Feb-23			•			\$0.48		•	•
Mar-23			•			\$0.10		•	96%
Apr-23						•		•	•
May-23								•	•
Jun-23						•	\$0.20	•	100%
Paid YTD	\$2.45	\$1.03	\$0.69	\$4.14	\$0.26	\$2.94	\$0.10	\$11.61	
Balance to pay	\$0.00	\$0.11	-\$0.01	\$0.06	\$0.00	\$0.92	\$0.20	\$1.28	
Total fruit and service payments - 2022/23 Forecast									\$12.89

ZESPRI GREEN14 DECEMBER									
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	27%
May-22		\$0.00						\$2.80	27%
Jun-22								\$2.80	27%
Jul-22					\$0.81	\$0.55		\$4.16	40%
Aug-22			\$0.02	\$0.82		\$0.02		\$5.02	48%
Sep-22				\$0.20		\$0.90		\$6.12	59%
Oct-22			\$0.21			\$0.52		\$6.84	66%
Nov-22			\$0.00	\$0.46		\$1.18		\$8.48	81%
Dec-22			\$0.00	\$0.01	\$0.24	\$0.59		\$9.31	89%
Jan-23							\$0.10	•	•
Feb-23			•			\$0.42		•	•
Mar-23			•			\$0.10		•	95%
Apr-23						•		•	•
May-23								•	•
Jun-23						•	\$0.20	•	100%
Paid YTD	\$2.80	\$0.00	\$0.23	\$2.30	\$0.24	\$3.75	\$0.10	\$9.41	
Balance to pay	\$0.00	\$0.00	\$0.00	-\$0.01	\$0.00	\$0.83	\$0.20	\$1.02	
Total fruit and service payments - 2022/23 Forecast									\$10.43

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 NOVEMBER FORECAST





GLOBAL EXTENSION TEAM *Updates*

THE MONTH AHEAD: JANUARY

CANOPY
MANAGEMENT

CROP
PROTECTION

IRRIGATION

PREPARE
FOR SUMMER



CANOPY MANAGEMENT

Get zero-leafing, blind-shoot removal and any thinning done before you go on holiday. Preventing excessive growth competing with fruit will help to maximise taste.

- Developing fruitlets have a skin sensitive period (Gold3, ~21 to ~80 days post-fruit set, Hayward, about two to three weeks after fruit set for two to three weeks, Red19, 30 days after flowering to close to harvest). If running late and there is a need to open dark areas, work can still be done but more carefully. Prunings can be left in the canopy, however this dead material can contribute to fruit staining later in the season.
- Males require repeated pruning rounds to remove upright non-terminated growth. Remember how they looked after the first round of pruning post-pollination? Now's the time to cut back to that size. Plenty of well-lit spurs and terminated shoots will provide lots of flowers in spring and reduce the need for intensive summer pruning. Remove strong vegetative growths and tip squeeze weaker growths.
- Once the heat arrives, vines that suffered water logging over winter may deteriorate. Monitor closely, remove crop, and ensure they are not girdled.



CROP PROTECTION

Tropical army worm, pictured above, has been sighted on some orchards. Check for egg masses (like brown cotton wool) usually under leaves, caterpillars and treat. A JA from Zespri will be required.

- Keep an eye out for Fall army worm larvae and moth. Infestations will result in significant leaf damage.
- Psa risk is low while the weather is dry and warm. Target any protectant applications to at risk blocks and periods of orchard work or high weather risk. Minimise risks associated with copper use by applying recommended summer rates under good drying conditions but not excessive heat.
- Monitor for passion vine hopper nymphs in your boundary and shelter areas. Recent research showed that applications of Pyganic (organic pyrethrum) plus 0.5% oil, applied in the evening, gave a reasonable level of control.
- Monitoring for scale on orchard begins in mid-late January.



IRRIGATION

Matching irrigation water use to vine needs can help you to achieve orchard production targets without waste. Continue to monitor evapotranspiration (ET) and soil moisture levels for your site throughout January to inform your irrigation decisions.

If you don't have a weather station on your orchard you can see weather data for several Smart Monitoring sites around the North Island, along with information on how to calculate your irrigation needs at: Canopy > Growing Kiwifruit > Orchard Management > Nutrition, Soil & Water > Weather station and soil moisture monitoring data.

IMPROVING FRUIT QUALITY

Trunk girdling is a proven tool for increasing fruit size and improving taste with higher dry matter levels. If your orchard has a low crop load this year, monitor fruit growth. You may find it's a year where girdling for size isn't needed or using biostimulant isn't required, or quantities can be reduced.

Lack of supervision can mean girdles can be applied too deep, or not deep enough, and this compromises vine health and increases variability — which can impact fruit quality. Vines that have been girdled too deep in previous seasons should be clearly tagged and not girdled until they have fully recovered.

Industry analysis to date has not shown any strong links between foliar feeds and their ability to affect yield, fruit size or fruit quality. Innovation research trials have shown fruit growth promotants, such as Benefit Kiwi™, can lower dry matter and delay harvest when used excessively on Gold3 or Red19. Foliar urea applications have been shown to increase Hayward fruit size without compromising dry matter.

SUMMER OIL FOR SCALE CONTROL

Summer oil is an important part of grower's scale control programmes to ensure sufficient fruit is available for our important high value Asian markets. A review of previous research and analysis of industry data sets was undertaken to determine if oil applications could have been a contributing factor to last year's fruit quality issues.

Data quantity and quality compromised industry data analysis. However, growers are reminded that previous oil research has highlighted the importance of applying under good drying conditions in the correct application window to avoid negative impacts on fruit. Further research will be undertaken to more fully investigate any impact summer oil might have on the various fruit quality problems experienced last season.

FRUIT SKIN DAMAGE AND LOSS

Growers are encouraged to take a conservative approach to fruit sizing tools this season.

In years of low cropload and warm humid conditions, rapid fruit growth can occur in the early development period. This may affect the fruit skin properties and result in increased risk of superficial skin rub (SSR). This was one of the causes of excessive fruit loss this past season.

For unproven foliar feeds, growers are encouraged to enquire for proof of effectiveness before use.

A possible reason for the higher levels of SSR last year, is faster than normal fruit growth during the skin sensitivity period. Influences may have been weather and grower practices. The physiological changes to the skin made it more susceptible to damage in the supply chain. Softer fruit are known to be more sensitive to SSR.

To increase dry matter

- Be cautious with the use of biostimulants, excessive use can decrease dry matter.
- A single summer trunk girdle on healthy vines can provide 0.5-1.2% gain in dry matter. Multiple girdles on Gold3 have shown further increases in dry matter, but monitor your vine health.
- Avoid excess canopy vigour and shading of fruiting laterals in summer – fruit dry matter decreases of up to 1.5% can occur in heavily shaded areas.
- Root pruning trials have shown an increase in dry matter in Gold3 can be achieved when applied 60 days after mid-bloom.

DID YOU HAVE GOOD FLOWER NUMBERS?

We realise many growers had disappointing results with hydrogen cyanamide this past season. However, some orchards performed well. We'd like to see if there are common factors that have contributed so we may better understand what's needed for future low chill years.

If you, or someone you know, had a good result (greater than 50 flowers/m² for Gold3, or 40 flowers/m² for Hayward) and are in the upper half of the North Island, please get in touch. Email us at extension@zespri.com.

NZKGI LEVY RENEWAL PROPOSAL



In late February 2023, growers will be asked to participate in a referendum concerning the Commodity Levy that funds NZKGI. We are required to undertake a referendum every six years to establish continued support for our funding mechanism.

Throughout November and December this year, NZKGI has consulted with growers across New Zealand on the future of the organisation for the next levy period. We have listened to your opinion on how you want NZKGI to advocate for you. This consultation has provided us with strategic direction to help develop a proposal for the upcoming referendum.

Consequently, NZKGI is proposing to retain the current rates of levy, and to include the collection of a levy on Class 1 kiwifruit grown in New Zealand that is exported to Australia as follows:

- Starting levy rate to **remain** at 1.1c/tray equivalent (\$0.0031/kg).
- Maximum levy rate to **remain** at 1.5c/tray equivalent (\$0.0042/kg) which can only be changed at an AGM (or SGM). Under no circumstances can the levy rate be increased above this maximum.
- Continued** to be collected from all classes of kiwifruit

grown in New Zealand that is exported to any place other than Australia.

- In addition, a levy on Class 1 kiwifruit grown in New Zealand which is exported to Australia with the same starting (1.1c/TE) and maximum (1.5c/TE) levy rate.

For this proposal, the NZKGI Forum have made a decision to include a levy on the relatively small volume of Class 1 kiwifruit grown in New Zealand which is exported to Australia as it is a growing market and NZKGI should be placing a levy fairly and reasonably across kiwifruit exports to all markets. Between 2018 and 2022 there was an average of 2.5 million trays of Class 1 kiwifruit exported to Australia each year, which would have resulted in an average additional income of \$27,212 for NZKGI, equating to 1.7% of income in addition to NZKGI's projected 2023 Commodity Levy Income of \$1,590,787 based on the December 2023 Supply Estimate.

As Zespri is not involved in Class 2 exports to Australia, the levy on Class 2 exports to Australia would need to be collected directly from the suppliers. It is estimated that the administration costs to collect a levy on Class 2 exports to Australia would outweigh its return for Growers. Therefore, the NZKGI Forum has recommended a resolution which includes

a levy only on Class 1 exports to Australia in addition to a collection on all classes of kiwifruit grown in New Zealand that are exported to other markets. More information on this proposal is available on the NZKGI website.

This proposal is by no means the final resolution for the referendum on the renewal of NZKGI's levy.

We now encourage growers to give us their feedback on the proposal above which will be taken into consideration for the formation of the resolution for the referendum.

Growers who have feedback for the next levy period are encouraged to contact us by 20 January 2023 by:

- Providing verbal comments to NZKGI by phoning 0800 232 505
- Requesting a meeting with NZKGI by phoning 0800 232 505
- Alternatively, give comments directly to the Minister for Primary Industries, Parliament Buildings, Wellington.

More information about NZKGI's advocacy for Growers and this levy referendum is available on the NZKGI website: www.NZKGI.org.nz.

SAVE THE DATE:



2 FEB
2023

**SPOTTED LANTERNFLY
WORKSHOP WITH USA
SCIENTIST, JULIE URBAN**

Where: TBC – details to follow

You're invited to a special in-person workshop with world-renowned Spotted Lanternfly (SLF) expert, Julie Urban.

Normally based in the USA, Julie is travelling New Zealand in early 2023 to host a range of events sharing her experiences managing SLF in the North-East USA.

SLF is an emerging biosecurity threat to kiwifruit and many other horticultural industries. It's native to Asia but has invaded North America, where its numbers have grown rapidly. The pest is hard to control and is a proven invader, capable of flying and hitchhiking on inanimate objects.

At this stage, we are planning to hold a workshop the morning of Thursday 2 February in the Bay of Plenty. Specifics are still to be confirmed but be sure to save the date so you don't miss out and remember to keep an eye out in our next Bulletin and on our website as for more details.

This is a great opportunity to get first-hand knowledge of how SLF is behaving outside its native range and take some valuable lessons from the USA experience and apply them to our own setting to ensure we continue to enhance our readiness for this unwanted pest.

If you have any questions, or queries please email info@kvh.org.nz.

LOOKOUT FOR UNWANTED TRAVELLERS THIS CHRISTMAS



The holidays are upon us and with them come extra biosecurity risks posed by unpacking Christmas goodies and luggage.

Remember, and be sure to remind family and friends, to carefully unpack and check any packages or bags from overseas for hitchhiking pests like the Brown Marmorated Stink Bug (BMSB).

Open parcels in a closed room and if you find anything unusual, catch it, photograph it, and report it.

Kiwifruit growers and other passengers associated with primary sectors travelling over the Christmas and New Year period may find they experience more interventions when returning to New Zealand. This is because they potentially pose a greater biosecurity risk based on the likelihood they may have visited offshore orchards and farms during their travels.

KVH has put together a useful one-page poster outlining everything growers can do to help reduce biosecurity risk

and what they can expect through border control when returning home. On arrival in New Zealand:

- Declare or dispose of any risk goods (e.g., food items, plant material).
- Answer all questions honestly, even if it means a short delay in getting through border clearance.
- Notify border officials of your involvement in horticulture and declare any visits to an orchard or farm while overseas.
- Declare any equipment that has been on an orchard overseas.
- Ensure clothing is clean and footwear sanitised before entering an orchard.
- Don't use tools or equipment that have been used on another orchard without cleaning and sanitising first.

The poster is available to view and download from www.kvh.org.nz.



KVH CHRISTMAS HOURS

The KVH office will be closed from midday Friday 23 December 2022 and will reopen at 8.30am on Monday 9 January 2023.

If any urgent issues arise during this period, please feel free to get in touch by email at info@kvh.org.nz.

For reporting of unusual pests and diseases, the Biosecurity New Zealand hotline (0800 80 99 66) operates 24/7 as per usual, throughout the holiday period, as does the online reporting form at www.report.mpi.govt.nz/pest.



THE BUG HUNT IS BACK



Calling all adventurers! Have you got what it takes to hunt down the 'Most Wanted' invasive insects and animals and protect our largest growing region, the Bay of Plenty?

The Tauranga Moana Biosecurity Capital initiative is once again running the popular virtual hunts, this time at Mount Maunganui, the Tauranga waterfront, and Pāpāmoa Surf Club.

Use your wits, knowledge, and orienteering skills to find the 'locations' of several pesky creatures on each hunt, answer quiz questions, and 'report'

them to biosecurity experts.

All you need is your smartphone (and the free Actionbound app) and your feet! There are great prizes up for grabs, all supporting local Bay of Plenty businesses and outdoor experiences.

The big bug hunt runs from Monday 26 December 2022 through to Monday 30 January 2023.

Full entry and prize details available at www.tmbiosecurity.co.nz.



Q&A FROM THE FIELD

KEY CONTACTS:

Grower Engagement Manager:
Sue Groenewald 027 493 1987

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

Organic Supply Specialist:
Teresa Whitehead 027 257 7135

I understand that Zespri is accepting all Zespri SunGold size 39 and Zespri RubyRed size 46, but via Non-Standard Supply (NSS). How are these paid?

For the 2023 crop, Zespri will be procuring all Zespri SunGold Kiwifruit Size 39s and Zespri RubyRed Kiwifruit Size 46s, via NSS. Submit Payments are paid when fruit is loaded out at FOBS by post-harvest, at a rate of \$1.60 per tray. NSS Progress Payments are paid when fruit is loaded out at FOBS. Progress Payments are paid in September, November, and February, with the final Progress Payment calculated and paid by the end of the first full week of June after finalising the season return. There are no incentive payments (Taste or KiwiStart) paid on Non-Standard Supply. With these incentives not separated out, this leaves a larger amount of funds in fruit returns to be paid out via Progress Payments.

I am thinking about applying to bid in the licence auction for Zespri RubyRed Kiwifruit and Zespri SunGold Kiwifruit. Do I need a map?

Yes, to participate in the tender you must have an up-to-date map of where the licence is to be grafted. Please ensure that you have booked a mapping provider in advance to ensure you meet all tender requirements.

Do I need a KPIN to bid in the licence auction?

If you are wanting to Bid in the in the licence auction for Gold3 (in either the cutover pool or the unrestricted pool), you will need a KPIN. If you don't have one, you will need to have one by 28 February, otherwise you will not be eligible to participate. For copies of the paperwork for a new KPIN, please contact Grower Support Services on 0800 155 355.

Are there any changes with the use of Proclaim?

Proclaim has been replaced with Proclaim Opti. Please note that it has a longer pre-harvest interval (PHI) of 56 days. Please avoid using old batches of Proclaim.

Why has my orchard been selected for residue testing months before harvest?

The Zespri Residue Programme helps mitigate the risk of residues and protects Zespri's premium brand in the marketplace. Each year, Zespri conducts pre-season testing, in which randomly selected orchards are sampled well before harvest to understand and mitigate the risk certain compounds may cause by identifying areas of potential risk for the upcoming season. If you have received an email advising you have been selected for pre-season testing, and would like to have a sample taken from your orchard, please ensure you respond to the email with permission, and update all of your orchard information/hazards/contacts through the MCS system. Pre-Season sample collection will start the week beginning 16th January 2023. Please note, pre-season testing does not replace the pre-harvest test.

2023 EXPRESSIONS OF INTEREST FOR REGISTERED SUPPLIERS

Zespri is now seeking expressions of interest from parties who wish to be contracted Registered Suppliers with Zespri for the supply of kiwifruit and/or services in respect of kiwifruit to be supplied by growers, for the 2023 season.

Registered Suppliers will be party to the annual Supply Agreement with Zespri.

Expressions of Interest are to be advised in writing by COB Friday 20 January 2023 to:

Susan King at Zespri International Ltd
Email: susan.king@zespri.com
P.O. Box 4043, Mount Maunganui South, 314

CHRISTMAS SHUTDOWN HOURS ✨

Zespri's New Zealand office will close for the Christmas break from 3pm on Thursday 22 December, and will reopen on Monday 9 January.

There will be no New Zealand staff on site during this time. It's a great opportunity for our team to spend some quality time with family and friends, and to recharge over the summer holiday season.



FOR URGENT CALLS DURING THE OFFICE CLOSURE

If you have an urgent matter and need to contact someone from the Grower Support Services Team, please call the Grower Liaison Team on the numbers below:

Sue Groenewald 027 493 1987
Mal Singh 027 665 0121

If your call is relating to KiwiGreen, crop protection, or pests, please contact:

Melanie Walker 021 182 2343
Ash McMahon 022 361 1707

UPCOMING *Events*

9 FEB
2023

PRE-SEASON INDUSTRY TECHNICAL SESSION

9am-5pm
Trustpower BayPark, 81 Truman Lane, Mount Maunganui

The Zespri Technical team invite you to a pre-season industry technical session to provide an update on the analysis and research that has been completed to understand the issues of the 2022 season.

Topics discussed will include best practice for fruit handling during harvest and packing; and likely reasons for increased susceptibility/incidence of rots, SSR, and NPFG.

The session will be held both in person and online via Microsoft Teams. The recording will be uploaded to the Technical & Quality page of Canopy for those who are not able to attend.

If you wish to attend, please register at: <https://events.zespri.com/pre-season-industry-technical-session/registration/Site/Register>

If you have any questions regarding this session, contact Rachelle Anderson at rachelle.anderson@zespri.com.

MID
FEB

GLOBAL EXTENSION TEAM PRE-HARVEST FIELD DAYS

Global Extension Pre-harvest Field Days focusing on harvesting great quality fruit will be running nationwide from mid-February. More information on these will follow early in the new year.

22 FEB
2023

NUTRIENT AND WATER SHOWCASE

10am-4pm (with coffee from 9.30)
Orchard Church, 20 MacLoughlin Drive, Te Puke

Are you wincing at the price of fertiliser and wondering if you can better optimise it and reduce losses to the environment? Would you like to hear how far our research into water and soil management has come? Do you wonder how much nitrogen is released from compost? Do you want to hear more about precision horticulture and technologies that are available? Have you been thinking about how much water you need for your orchard so you can optimise its use and reduce the chance of nutrient loss?

If any of the above pique your interest, if you are passionate about preserving our precious soil and water for future generations, and if you're part of the kiwifruit industry, then please join our event.

We will share information and research findings that are helping us form a picture about kiwifruit orchard nutrient balances, optimising our water and our nutrient inputs and much more! Speakers include Plant & Food Research scientists, Steve Green and Erin Lawrence-Smith; Zespri Global Extension Team members, Christina Robinson, Octavio Perez-Garcia, William Max and Tynan Burkhardt; growers, and more.

To come along, register here: <https://events.zespri.com/kiwifruit-nutrient-water-showcase/registration/Site/Register>

We have a limited capacity and will be operating a waiting list for those who miss out. If you register and find you can no longer attend, let us know so we can offer it to those on the waiting list.

A Water Strategy for the kiwifruit industry was developed in 2019 by NZKGI, Zespri, Māori Kiwifruit Growers Incorporated (MKGI), and growers. Together, we are committed to working collaboratively with the entire kiwifruit industry to protect water quality, use water efficiently, and build soil health on orchards.



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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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