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## OGR FORECAST AND FRUIT QUALITY COST UPDATE

### FEBRUARY 2022/23 FINANCIAL FORECAST

The Board has approved the February forecast for the 2022/23 season, the final forecast for this season.

As discussed previously, costs associated with fruit storage quality for Green and Organic Green growers were underestimated in the November forecast. The Board recognises how tough the impact of this has been on grower financial planning and is committed to providing growers with the most up to date financial information as part of our forecasting process.

The latest February forecast reflects the challenges our industry has experienced in the 2022 season with fruit quality. While we've seen some upside from favourable foreign exchange movements and lower spend across key markets, returns for each of the major pools are down from November's forecast, other than for Zespri Organic SunGold Kiwifruit.

The latest forecast average Green OGR per tray is down 58 cents from the November forecast reflecting increased fruit quality costs. Forecast average Zespri Organic Green returns are down 79 cents per tray from November's forecast, driven by increased fruit loss and quality claims in Europe and to a lesser extent, quality costs in Japan and North America.

The forecast total fruit and service payment, across all pools and excluding the loyalty premium, is \$2.16 billion.

### PROGRESS PAYMENTS AND LOYALTY

Based on the February forecast, March progress payments for Zespri Green and Green Organic Kiwifruit growers will be limited to specific sizes.

The average March progress payment over all sizes is three cents per tray for Zespri Green Kiwifruit, and four cents per tray for Zespri Organic Green Kiwifruit, but the impact for each individual grower will depend on their own size profile and their post-harvest entity pooling rules and arrangements. There will be no April progress payments for these varieties.

A full breakdown of progress payments by size, and for Gold varieties, is included in this issue of *Kiwiflier*.

Please contact your post-harvest entity to understand the impacts specific to you, taking into consideration they will need time to work through implications for each of their growers.

In light of the headwinds the industry is currently facing, and as part of efforts to assist grower cashflow, the Board has confirmed:

- That Zespri will pay the full 30 cents per Class 1 tray loyalty premium. Despite the reduced NZ Supply EBIT result this season, the Board decided to forego its option under the Loyalty Agreement to reduce loyalty payments, and leaves 10 cents remaining to pay.
- The final 10 cents per tray loyalty payment for the 2022 season will be brought forward and paid out in March 2023 alongside progress payments, across all Class 1 varieties. This supplements the early payment in February of 10 cents per tray, to assist with short-term grower cashflow.
- Submit payments for the 2023 season will be reviewed with an intention to increase these by 25 cents for Green and Organic Green, with submit payments for Gold pools to be confirmed shortly. This will be reviewed at IAC.
- Zespri will give consideration to the level of July progress payments as another option to help smooth grower cashflow.

February 2022/23 forecast OGR per tray and per hectare returns for each category compared to the previous November forecast

Pools (fruit Categories)	2022/23 February Forecast (Per Tray)	2022/23 November Forecast (Per Tray)	2021/22 Final (Per Tray)	2022/23 February Forecast (Per Ha)	2022/23 November Forecast (Per Ha)	2021/22 Final (Per Ha)
Zespri Green	\$5.55	\$6.13	\$6.35	\$55,395	\$61,304	\$75,494
Zespri Organic Green	\$8.04	\$8.83	\$9.74	\$56,398	\$62,075	\$67,752
Zespri SunGold Kiwifruit	\$9.79	\$9.81	\$11.51	\$134,962	\$135,377	\$176,026
Zespri Organic SunGold Kiwifruit	\$11.58	\$11.42	\$12.61	\$125,909	\$124,107	\$143,772
Zespri Sweet Green	\$6.31	\$6.16	\$7.82	\$38,366	\$37,437	\$54,609
Zespri RubyRed Kiwifruit	\$21.99	\$20.38	N/A*	\$41,543*	\$38,501*	N/A*

\*Zespri RubyRed Kiwifruit was not in commercial production in 2021/22.

**Note: Zespri RubyRed Kiwifruit 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. The age profile per hectare returns across the pool is provided below:**

Vine age	Productive hectares	Gross submitted volume	Yield	2022/23 February Forecast (Per Ha)	2022/23 November Forecast (Per Ha)
Zespri RubyRed Kiwifruit < 2 years	51	61,869	1,212	\$26,663	\$24,710
Zespri RubyRed Kiwifruit > 2 years	8	50,284	6,029	\$132,593	\$122,882
<b>Zespri RubyRed Kiwifruit Total</b>	<b>59</b>	<b>112,153</b>	<b>1,889</b>	<b>\$41,543</b>	<b>\$38,501</b>

## 2023 KIWIFRUIT HARVEST BEGINS

New Zealand's 2023 kiwifruit harvest has kicked off with the first crop of Zespri RubyRed Kiwifruit picked in February in Pukehina in the Bay of Plenty, and more kiwifruit to be picked around New Zealand over the coming months.

This was grower Robert MacKenzie's first harvest of Zespri RubyRed Kiwifruit for his 0.84 hectare orchard under management by Levi Hartley from Prospa. The picking crew was Pieters Horticulture Limited.

This year's harvest will be incredibly challenging given the effect of Cyclone Gabrielle, which has devastated significant parts of the North Island, including many of our growing regions. The industry has already faced a tough start to the year, given recent flooding and storms.

We know that the damage caused by the cyclone will add to the pressure being felt by many growers and industry colleagues. In times like these, it's really important that we look out for one another. Together with New Zealand Kiwifruit Growers (NZKGI), our focus is on supporting growers and our industry colleagues.



First harvest of Zespri RubyRed Kiwifruit in Pukehina.

## 2023 LICENCE ALLOCATION: CHANGES TO OPENING PRICES

At the request of industry, the Zespri Board has reviewed the opening (reserve) price for both the Unrestricted Zespri SunGold Kiwifruit and the newly introduced Restricted Zespri SunGold Kiwifruit (Hayward/Green 14 cutover) pools, in the upcoming ascending-price open auction.

The opening price for both Zespri SunGold Kiwifruit pools will be reduced from \$340,000 (excl. GST) to \$225,000 (excl. GST) per hectare which equates to \$258,750 (incl. GST) per hectare. The reserve price now represents approximately a 50 percent discount on the 2022 minimum accepted price for the Zespri SunGold Kiwifruit pool and constitutes a starting point for bidding only. There is no change to the opening price for the Zespri RubyRed Kiwifruit pool.

Read more about this and other important information relating to the 2023 licence allocation process on pages 4 and 5.





## DAN'S VIEW

### Update from the CEO

Hi everyone,

It's been another tough month for many growers and our sympathies are very much with those who have suffered significant damage to their orchards from recent weather events, including Cyclone Gabrielle.

I had the chance to visit Gisborne and Hawke's Bay in recent weeks along with our Chairman Bruce Cameron and NZKGI leadership where we saw first-hand the devastation within the region.

We're incredibly thankful that all of our growers are safe, however it's clear that the recovery will be a long process given the scale of damage caused. It's another challenge for us to meet, and coming so soon after a really tough 2022 season, it's even more important that we continue to support affected growers.

We've already seen offers of financial, mechanical and pastoral support from within the industry, including from post-harvest operators, growers and other industry representatives, and we know there's more to do.

This support reflects our industry's resilience and willingness to band together in tough times.

These characteristics have also been evident in the work that's currently taking place across the industry to address the fruit quality issues we saw in 2022 through the Quality Action Plan.

Thank you for all of the effort you are putting in to ensure we can have the best possible harvest this year, including the renewed focus on fruit handling. The lower volumes we're expecting and having more labour available this season provides an opportunity for the industry to reset and deliver a much better quality harvest, and this must continue to be our focus over the coming weeks.

As part of the Quality Action Plan, Zespri has been looking at how we can further strengthen our onshore quality assurance programme and the in-market performance information we provide, including on quality costs. We've also reviewed supplier accountability and adjusted supplier rates, and will continue to keep the industry updated on further progress in the coming weeks.

The importance of lifting quality is illustrated in our recent February forecast, with forecast returns for Green and Organic Green growers particularly affected by fruit quality costs.

We know the impact this has on growers and Zespri is looking at how we can best help support grower cashflow over the coming months. This includes bringing forward the final 10 cents per tray loyalty payment so that it is paid out in March, and reviewing submit payments for the 2023 season and the level of July progress payments.

Finally, this edition of *Kiwiflier* also includes an update on changes we have made to the executive structure at Zespri.

These changes are designed to ensure we are well-positioned to maximise long-term value for growers which continues to be our focus.

All the best for the coming weeks as harvest continues where we hope to see better and more consistent weather, and I look forward to seeing you at our March Grower Roadshows.

Dan

# CYCLONE GABRIELLE

**On Tuesday 21 February, Zespri Chairman Bruce Cameron joined CEO Dan Mathieson and the NZKGI Chairman and CEO in Gisborne and Hawke's Bay where they saw some of the destruction caused by Cyclone Gabrielle, and met with growers and industry representatives.**

"Our thoughts remain with those who have been affected, and we extend our sympathies to those growers who are continuing to deal with the impact of recent challenging weather events, including Cyclone Gabrielle," says Bruce.

"At the same time, we're incredibly thankful all our growers are safe.

"Those we spoke with are showing incredible strength and resilience, but there is a lot of hard work ahead to recover.

"We also express our appreciation for the efforts of growers, post-harvest and industry representatives from across the country who have rallied to offer pastoral, financial, mechanical, and physical support.

"This response reflects the best aspects of our industry," says Bruce.

Zespri is continuing to work closely with NZKGI to provide support, with NZKGI leading our industry's discussions with the government around financial support for affected growers.

While it's too early to understand the full impact of the cyclone, our latest estimate indicates that around 70 percent of producing area in the Hawke's Bay and 25 percent in Gisborne have suffered moderate-to-significant damage. These regions are responsible for around 1.5 percent and four percent of our total industry production. There has also been some localised damage in other regions such as the Bay of Plenty, Northland, and Coromandel.

"What is clear is that our focus on food safety must remain absolute and fruit that has had direct contact with flood water will not be harvested," says Dan.

"We are also working to understand options to maintain food safety in respect of fruit from affected orchards which has not been directly in contact with flood waters."

Zespri Grower Liaison Managers are making in-person visits as roading infrastructure is restored, so please continue to speak with them or the team at NZKGI.



Zespri and NZKGI representatives meeting with impacted growers.



Flooded kiwifruit vines on an affected orchard.

## ZESPRI NZX LISTING UPDATE

**The Board has confirmed that Zespri will proceed with plans to list on the NZX in late 2023.**

A NZX listing is an important prerequisite to be able to implement initiatives designed to help unshared and "under-shared" growers become shareholders.

Zespri will be consulting with industry regarding potential initiatives under consideration after harvest concludes and is progressing the listing to support options for the future.

Note, listing on the NZX will not change current restrictions on ownership of Zespri shares (New Zealand growers only), nor will Zespri be seeking to raise capital as part of this listing.

# ZESPRI EXECUTIVE STRUCTURE UPDATE

**Zespri has recently confirmed changes to its executive structure to ensure we can continue to maximise long-term value for growers.**

Key changes include:

- The creation of a Chief Operating Officer (COO) role to establish a role with end-to-end responsibility through the supply chain from growers to customers, helping maximise the value Zespri returns to growers and communities.
- Executive Officers for Europe and North America, Greater China and Asia Pacific will be elevated to Presidents of their territories and report directly to the CEO. This strengthens the voice of the customer within the leadership team and the connection between our key markets and the industry.

- With the establishment of the Presidential roles, the Chief Market Performance Officer role will be disestablished after an extended transition period, with Linda Mills taking on the role of Acting President of Europe and North America following the resignation of Giorgio Comino. Giorgio leaves Zespri with our gratitude having seen us through the challenges associated with COVID-19.

These changes will come into effect on 1 April 2023, with the COO role commencing at the conclusion of the current recruitment process.





# QUALITY ACTION PLAN UPDATE

The industry is continuing to work hard to address fruit quality challenges through the industry's Quality Action Plan.

## 1. UNDERSTANDING THE CAUSE

A significant amount of research has been undertaken and reported to various industry stakeholders on the factors contributing to poor quality in 2022.

Every season we experience increasing quality issues late in the season. However, in 2022, the quality was worse across most of the season. This has been traced back to handling issues with the fruit, and in particular, fruit damage during harvesting.

Labour constraints due to the impacts of COVID-19 and the need to speed up harvest due to short labour supply led to poor fruit handling, which damaged the fruit.

"Most of the damage is almost impossible to see at the time of packing, but turns into high levels of rots, softs, non-pathogenic fungal growth, and superficial skin rub during storage and shipping," says Frank Bollen, Zespri Technical Manager.

Key reports to industry include:

- Analysis of the relationship between in-market defects and orchard related variables was presented to the Technical Forum in October 2022. The presentation and recording is available here: [Canopy > Growing Kiwifruit > Global Extension Team \(GET\) > GET Events & Webinars > GET Tech Forums.](#)
- Analysis of the main drivers of fruit-loss in the market, fruit quality, maturity, weather trends, and Spray Diary analysis, as well as a summary of related Innovation projects was presented at a Fruit Quality and Issues Session in November 2022. The recording is available here: [Canopy > Kiwifruit Supply Chain > Quality & Technical > Fruit Quality and Issues Session 2022.](#)
- Research and analysis outcomes from on-harvest handling impact on quality, and post-harvest handling impact on quality, was presented at a Pre-Season Technical Session in February 2023. The recording is available here: [Canopy > Kiwifruit Supply Chain > Quality & Technical > Quality & Technical Events > Pre-Season Technical Session 2023.](#)

## 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 approved indicative 2023 rates represent a significant increase in Time rates for all varieties and a decrease in KiwiStart rates.

The December 2022 issue of *Kiwiflier* outlines the changes in rates and the detailed indicative rates can be accessed on Canopy here: [Canopy > Kiwifruit Supply Chain > Working with Zespri > Standard Cost Models.](#)

## 3. COMMUNICATING BEST PRACTICE FOR GROWING AND HARVESTING PREMIUM FRUIT

In the lead up to harvest, a number of resources and events are being made available to industry stakeholders to reinforce good practices. These resources and events can be accessed through the new Quality Hub on Canopy ([Canopy > Kiwifruit Supply Chain > Quality Hub](#)).

Key resources and events include:

- Good practice harvest videos covering health and safety, picking gear and picking. See: [Canopy > Growing Kiwifruit > Orchard Management > My Orchard Business > KiwiPointers Videos & Resources.](#) These videos can also be accessed by scanning the QR codes in the February *Kiwiflier* insert - *KiwiPointers*. These are also accessible via the contractor website.

- *Kiwifruit Journal* articles on quality and harvest:

- "Where's your low hanging fruit?", "Getting a handle on Fruit Quality this season", "Treat 'em like eggs", and "Tips for Harvest success", February 2023. These will be published on Canopy shortly.
- "Fruit quality a topical issue", December 2022: <https://canopy.zespri.com/EN/industry/pubs/journal/Documents/KFJ-Dec22-Jan23-Fruit-quality-a-topical-issue.pdf>
- "The taste and quality toolbox", October 2022: <https://canopy.zespri.com/EN/industry/pubs/journal/Documents/KFJ-Oct-Nov-22-The-taste-and-quality-toolbox.pdf>

- Industry events:

- Good spraying management was presented at a spray contractor meeting in February 2023. The recording is available here: [Canopy > Growing Kiwifruit > Global Extension Team \(GET\) > GET Events & Webinars > Spray Contractors Meeting.](#)
- Fruit quality forums held from 14-23 February covered how best to prepare for harvest, best harvesting decisions and their impact on fruit quality, and what harvesting to achieve high fruit quality looks like. Cyclone Gabrielle reduced the number of locations we were able to cover, but events were still held in Waikato, Edgumbe, Tauranga, and Katikati, with an online option for those further afield.
- Harvest contractor events on 3 March in Katikati and Te Puke, and via online on 7 March.

- Regular *KiwiTips*, *Kiwiflier*, and *Kiwifruit Journal* articles to promote research findings and support key messages at appropriate times in the growing season.

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

The end-to-end supply chain fruit flow decision-making processes, including in-market, have been 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. The review was undertaken via interviews with various stakeholders.

The review report is being drafted and a summary will be provided to the Industry Advisory Council.

## 5. KEEPING POOR FRUIT ONSHORE VIA ZESPRI ONSHORE QUALITY ASSURANCE

The Zespri quality assurance framework is an important component of our quality system that helps ensure fruit meets our grade standards prior to export. This workstream covers the Zespri audit programme, sample sizes of audits, and the consequences of audits, including the coolstore hold process.

The following changes are being implemented for the 2023 season:

- ECPI audits will be standardised at 300 fruit per sample to improve the consistency of results between charter and container audits.
- A risk-based ECPI audit programme will be introduced whereby higher risk facilities have a higher proportion of pallets sampled.
- Zespri's presence in post-harvest facilities will be increased, enabling a greater level of packing and repack audits, roving audits, night shift audits, announced audits, and ECPI audits.
- The coolstore hold escalation process will allow additional flexibility for isolated issues compared to systemic issues.

## 6. ASSESSING SUPPLIER ACCOUNTABILITY: COMMERCIALS & CONSISTENCY

The Supplier Accountability programme holds Suppliers accountable for in-market outturn performance. Opportunities to enhance the existing programme have been reviewed to mitigate poor quality and reward good quality long storing fruit. Opportunities to improve the consistency of in-market checks used to facilitate the programme have also been investigated.

## 15% Framework changes for 2023

The 15% framework applies to shipping to Europe, Japan, China, Korea and Taiwan from ISO Week 28 onwards for Class 1 Zespri SunGold Kiwifruit, and from ISO Week 32 onwards for Class 1 Zespri Green Kiwifruit.

The following changes are being implemented for 2023:

- The net industry average premium has been reduced to \$0.15/TE to increase the risk of a supplier receiving a penalty for poor quality outturn.
- An additional \$0.10/TE premium for low defect pallet outturns (classified as Green and White) post ISO Week 36 for Zespri SunGold Kiwifruit and Week 38 for Zespri Green Kiwifruit.

## 5% Framework changes for 2023

The 5% framework operates globally throughout the season, covering all Class 1 fruit of any varieties except for the pallets covered by the 15% framework.

The following change is being implemented for 2023:

- Increased penalties by value and variety to reflect the current value for each variety.

## Major Quality PINS for Rots/Non Pathogenic Fungal Growth for 2023

For pallets that are not covered by the 15% framework, a Major Quality PINs will be introduced for where pallets have defects for Rots and/or NPFG equal to or greater than 30%. This will allow the applicable market lost opportunity and disposal costs to be charged to the relevant Supplier.

In order to support the changes to the Supplier Accountability programme being implemented in 2023, and to provide a solid foundation for future evolution of the programme, Zespri is implementing improvements to in-market sampling during 2023. Progress against these improvements will be reported to the Industry Supply Group periodically.

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

Initial scoping for this is expected to be completed during the first quarter of 2023.



Stay tuned for further updates in the March 2023 issue of *Kiwiflier*.



# LICENCE ALLOCATION 2023:

## Applications open soon

The licence allocation process for 2023 will be getting underway shortly. As explained to industry previously, from 2023, Zespri RubyRed Kiwifruit and Zespri SunGold Kiwifruit licences will be allocated via ascending-price open auction. This significant change requires potential bidders to make sure they understand the process and system prior to the auctions.

Zespri's Canopy Website has a dedicated section for those considering bidding for licence. Make sure you check out all available resources here: [Canopy > Growing Kiwifruit > Zespri Variety Licences > Licence Release](#).

Resources on Canopy include:

- 2023 Zespri SunGold Kiwifruit (Gold3) Restricted Licence Application Overview and Rules (LAOR)
- 2023 Zespri SunGold Kiwifruit (Gold3) Unrestricted Licence Application Overview and Rules (LAOR)
- 2023 Zespri RubyRed Kiwifruit (Red19) Licence Application Overview and Rules (LAOR)
- 2023 Gold Variety Information Guide (GVIG)
- Red19 New Variety Information Guide (RVIG) Addendum
- Instructional videos on how to use the bidding software
- Frequently Asked Questions (FAQs)

### CHANGES TO OPENING (RESERVE) PRICES:

The opening price for both Zespri SunGold Kiwifruit pools will be reduced from \$340,000 (excl. GST) to **\$225,000 (excl. GST)** per hectare, which equates to **\$258,750 (incl. GST)** per hectare. The reserve price now represents approximately a 50 percent discount on the 2022 minimum accepted price for the Zespri SunGold Kiwifruit pool and constitutes a starting point for bidding only. There is no change to the opening price for the Zespri RubyRed Kiwifruit pool.

While the Zespri SunGold Kiwifruit opening price has been reduced, this does not represent Zespri's assessment of the market value of licence, and the final licence price will be determined by grower bids and demand.

The reduction is an acknowledgement of reduced financial returns for Hayward growers and is designed to enable a more affordable entry price in the 2023 auction, assisting Hayward growers to convert to the Gold category. To keep consistency between both bidding pools it was decided to also reduce the Unrestricted Zespri SunGold Kiwifruit opening price. Zespri encourages prospective bidders to seek their own financial and other professional advice prior to submitting bids in the auction process.

Reserves (Round 1 prices) for the Ascending-Price Open Auction	Excluding GST	Including GST
Zespri RubyRed Kiwifruit	\$33,000	\$38,000
Restricted Zespri SunGold Kiwifruit (Hayward/Green14 cutover)	\$225,000	\$258,750
Unrestricted Zespri SunGold Kiwifruit	\$225,000	\$258,750

### PRE-APPROVAL PROCESS: 8 MARCH TO 17 MARCH 2023

You must be pre-approved to participate in the auctions, whether you are bidding live, or arranging a pre-set bid. There is no ability to register online without going through the pre-approval process in March.

The pre-approval process entails completing the application forms that are in the relevant Licence Application Overview and Rules (LAOR) document, and which look very similar to previous years' application forms. The difference is that you no longer need to state a bid price.

By submitting an application, you are seeking pre-approval to bid. Cooney Lees Morgan will validate your application to bid and ensure that your bidding intentions meet all the rules of the relevant LAORs. Once Cooney Lees Morgan has completed this process, they will confirm your bidding status by email including the hectares that you are eligible to bid for.

This email will have the instructions for access to the auction site and how to complete a pre-set bid. You must complete the pre-approval process in order to participate in the auctions, regardless of whether you intend to bid live, or submit pre-set bids.

Submitting an application for pre-approval does not commit a bidder, no bidding price indications are sought in this phase. The pre-approval confirms that the bidder is eligible to bid for the area they have applied for, and entitles the bidder to access the auction software and training materials.

Each auction process is completely separate and carried out on separate days. So, if you intend on participating in more than one auction, you must register for each auction. Your pre-approval and username for one auction will not give you access to a different auction.

For growers interested in bidding for Zespri SunGold Kiwifruit licence, if you are thinking that you may try in the cutover auction and the Unrestricted Pool as a backup plan, you need to register for both Zespri SunGold Kiwifruit auctions.

### LEADING UP TO THE AUCTION

Each auction is a completely separate process with no overlap. So, if for instance you wanted to bid in all three auctions, you would complete three applications and have a username and password for each auction. This is different to some other online auction platforms where you would have a single username to participate in multiple auctions. In addition, if you wish to bid for multiple KPINs, you need to complete an application form for each KPIN.

The auctions will all have their own web address and be run on different days to avoid any possibility of bidders participating in the wrong auction.

Zespri is working on training videos, and will be running a mock auction for pre-approved bidders. The aim is to ensure bidders are familiar with the process and software, before the live auctions.

### THREE WAYS OF PARTICIPATING

There are three ways of participating in the process this year:

1. **Live:** Live bidding in the auction software on auction day
2. **Pre-set bid:** Entering your own pre-set bid in the auction software before the auction begins
3. **Manual pre-set bid:** Instructing Cooney Lees Morgan to submit a pre-set bid on your behalf based on your written instructions.

**Note: If you enter a pre-set bid for a legal entity, you CANNOT participate in the live auction for that entity.**

### LEARNING HOW TO BID

In the lead up to the auctions, we will provide registered bidders with learning materials covering off how to prepare for the auctions, explaining the software, and giving a detailed look at how to bid.

Registered bidders intending to bid live will be required to attend 'mock auctions' which will use the exact software being used in the real auctions. The mock auctions are an opportunity for bidders to familiarise themselves with the software before auction day.

The auction software runs on a standard web browser; no special software or application downloads are required.

Zespri will have staff available on the days leading up to, and on, auction days. Our auction partners will perform any software support actions, to preserve bidder confidentiality.

**Note: There has been confusion around "registering" KPINs by 28 February 2023. This is only relevant if you currently do not have a KPIN for the area that you wish to bid for and require a new one to be created.**



### 2023 TIMELINE

<b>JAN 31</b>	Licence Application Overview and Rules (LAOR) and Supplemental Information was published.	<b>MAR-APR</b>	<b>8 March – 6 April</b>   Evaluation Panel rules on validity of all pre-approvals; successful applications are given approval to bid.
<b>FEB 28</b>	Deadline For NEW KPIN registration (not required for Red19).	<b>APR 21</b>	Deadline for submitting manual Pre-set bid instructions by successful applicants (who require assistance by Cooney Lees Morgan).
<b>MAR 08</b>	Pre-approval process opens (applications for approval to bid).	<b>MAY 1-5</b>	Auctions run: <ul style="list-style-type: none"><li>• <b>Zespri RubyRed Kiwifruit: 1 May 2023</b></li><li>• <b>Restricted Zespri SunGold Kiwifruit (Hayward/Green14 cutover): 3 May 2023</b></li><li>• <b>Unrestricted Zespri SunGold Kiwifruit: 5 May 2023</b></li></ul> Note, if a bidder is entering their own pre-set bids in the auction software, these need to be entered before the start of the auction that the pre-set bids relate to (9am on the relevant day).
<b>MAR 17</b>	Pre-approval process closes at 5pm sharp. Applications must be received by Cooney Lees Morgan by this time.		



# LICENCE ALLOCATION 2023:

## Finishing Off Blocks LAOR now available

**A separate licence area allocation for “Finishing Off Blocks” (FOB) has been made available. This is for existing Zespri SunGold Kiwifruit growers who wish to obtain small (0.30 hectares or less) licence areas to complete their existing blocks.**

This will be an ongoing process which sits outside the usual Zespri Licence Release process, and will provide certainty for eligible applicants needing small areas to complete existing Zespri SunGold Kiwifruit blocks or replace shelter belts. This process is very similar to the 2022 FOB process. The licence price under the FOB process will be fixed, in order to provide growers with some certainty about cost. The final clearing price in the Zespri SunGold Kiwifruit (Gold3) Unrestricted auction process in the relevant year will become the set price for applications under this FOB allocation process (GST inclusive).

The Finishing Off Blocks Licence Application Overview and Rules (LAOR) document and grower information sheet are both available on the Licence Release home page on Canopy. The grower information sheet includes some examples of scenarios that do and do not qualify under the FOB process.

### WHAT AREA QUALIFIES AS A ‘FINISHING OFF BLOCKS’ AREA?

Applications must relate to an identified property with an assigned KPIN (“Property”) at the time of application. No application may be for greater than 0.30 hectares per property (with the exception of shelterbelt removal areas – see Rule 7.2(c) of the APR for details), and the area applied for must be sufficient to completely finish off an existing Gold3 block/s on the property.

If a larger area is required, then you need to apply under the Zespri SunGold Kiwifruit (Gold3) Unrestricted or Zespri SunGold Kiwifruit (Gold3) Restricted allocation processes in the relevant year, subject to satisfying all rules and eligibility criteria for those separate processes.

There are also a number of additional requirements that must be met before an area can qualify as “FOB Area” that can be entered in this allocation process:

- the area must be on a property that has a KPIN and is either owned or leased by the Applicant entity;
- the area must be clearly identified and measured on a valid GPS map;
- the area must be the lesser of:
  - the total area required in order to finish off a FOB Area; and
  - 0.30 hectares; or
  - at Zespri’s sole and absolute discretion and on a case-by-case basis, an area larger than 0.30 hectares where the area applied for in excess of 0.30 hectares comprises entirely of shelterbelt that is intended to be removed and filled in with Gold3 plantings.
- the area must not be already planted/grafted with Gold3 (in other words, this is not a process for acquiring licence to correct overplanting);
- the area is directly adjacent to or part of an existing physical block of kiwifruit that is already planted/grafted (in whole or in part) with Gold3 under an existing Zespri SunGold Kiwifruit Licence, that is suitable (in Zespri’s sole opinion) for planting/grafting at the time of application;
- if planted/grafted, the FOB Area will complete a physical block of contiguous Gold3 plantings; and

- any unplanted/ungrafted existing licence area that the applicant holds will be taken into consideration when calculating the FOB Area. (In other words, you must use up any unused Zespri SunGold Kiwifruit licence that you already have before applying for additional area under this process).

### FOB AREA INCLUDES:

- area available for planting due to removal of existing shelterbelt;
- area currently planted in Hayward variety kiwifruit;
- area at the end of an existing Gold3 block available for planting due to replacement of end assemblies;
- increase in canopy as a result of change in vine support structure (including a change from T-bar to pergola);
- addition of an extra row between a block and an existing shelterbelt;
- removal of frost protection equipment;
- filling in a turning bay; and
- extending canes over a wire or extending overhang.



### MORE INFORMATION?

If you want more information about this process, contact the Zespri Licence Team on 07 572 6440, or email [new.cultivars@zespri.com](mailto:new.cultivars@zespri.com).

## RETURN OF OUR GLOBAL VIP CUSTOMER TOUR



From L-R: Zespri Executive Officer - Asia Pacific, Ichiro Anzai; Jason Zhang of Golden Wing Mau Agricultural; Mr Kota Kawada of Tokyo Seika Co.Ltd; Masafumi Sato; Zespri CEO, Dan Mathieson; Mr Mau Wah Liu of Golden Wing Mau Agricultural.

**Zespri recently hosted the Global VIP Customer Tour in New Zealand — welcoming and connecting with our customers from global markets for the first time after a challenging few years.**

45 customers from Europe, North America, and Asia were hosted in the Bay of Plenty, and met with growers, post-harvest, and industry leaders to continue building better customer partnerships. Our customers were also able to see the work the industry has underway to improve fruit quality at a local level.

Meeting face-to-face gave us the opportunity to cover this year's challenges and make it clear that there's a real desire to reset our industry and provide our customers with consistently great quality fruit.

Zespri Chief Executive Dan Mathieson and Zespri Chairman Bruce Cameron also took the opportunity to discuss the future of our customer partnerships and the opportunities ahead of us.

“We were grateful to have been able to host our customers at home once again and acknowledge their efforts over the last few years,” says Dan.



The group visited the wharehau at Tutereinga Marae in Te Puna, before enjoying some delicious kai and a kapa haka performance by local school children.



Mr Zijie Liu from Shanghai Goodfarmer Kiwifruit Co. presents Zespri Chairman Bruce Cameron with a commemorative book celebrating a 10-year partnership with Zespri.

“Our partners are an important part of our ongoing success and it was encouraging to discuss the future of our industry, while reassuring them the industry is committed to improving fruit quality.”

Thank you to all of the growers and industry stakeholders who were involved in making the tour a success.





# FROM THE MARKETS

## MARKET UPDATE

**Across our markets, our teams continue to progress through the Zespri Global Supply season.**

Zespri SunGold Kiwifruit sales programmes are now 97 percent complete with two more weeks of sales expected before rounding off the 2022 Global Supply Zespri SunGold Kiwifruit season.

As of the end of Week 8, 15.9 million TE of Zespri SunGold Kiwifruit from all Northern Hemisphere

supply origins have been delivered, with just over half a million tray equivalents remaining to be delivered.

Zespri Green Kiwifruit sales are tracking steadily at around 400,000 TE per week on average over the past five weeks.

As of Week 8, 4.4 million TE have been delivered, representing 41 percent of the current planned Zespri Green Kiwifruit volumes for the season.

Pre-season preparations are under way for the 2023 New Zealand harvest, with markets anticipating starts based on maturity data tracking.

"We also acknowledge the devastating impacts of Cyclone Gabrielle in New Zealand, and our market teams are very concerned for the growers, their families, and communities impacted by the cyclone," says Zespri Chief Market Performance Officer, Linda Mills.



### Benelux

#### DELIGHTING CONSUMERS WITH KIWIFRUIT

Our team in Benelux has been creating and delighting consumers with imaginative sampling events ranging from an orchard-like brand experience, to games and breakfast samplings with our 'Zespri kiwi truck'.

Our main goal was to captivate the shoppers with a creative execution, giving them a taste of our brand and leaving them wanting more.

Giveaways, photo opportunities with our Kiwi Brother mascots, interactive games like catching the falling kiwifruit, a social media competition, and tasty recipe inspiration, provided all the necessary ingredients to make consumers realise our delicious kiwifruit can be a part of their healthy eating habits.



### China

#### CELEBRATING PAGODA'S LISTING ON HONG KONG STOCK EXCHANGE

One of Zespri's partners in China, Pagoda, has listed on the Hong Kong stock exchange and we were privileged to be there to celebrate with them.

Pagoda was established in 2001 and has a network of 5,645 stores in more than 140 cities across 22 provinces in China. Its goal is to become the world's largest fruit retailer in terms of sales volume, shoppers and range of fruit products and brands. The listing supports Pagoda's ability to continue to grow and expand.



Zespri's Michael Jiang and Tommy Lu at the listing ceremony at Pagoda's head office in Shenzhen.

### China

#### 10 YEARS OF STRATEGIC COOPERATION BETWEEN ZESPRI AND GOODFARMER

Zespri and long-term partner, Goodfarmer recently celebrated a ten-year partnership milestone.

Goodfarmer's Mr Liu presented Michael Jiang, Executive Officer - Greater China, with a beautiful bronze ornament and yearbook with memories of our partnership over the past ten years.



### Germany

#### ZESPRI AT BERLIN FRUIT LOGISTICA

Zespri had the opportunity to connect with our customers and other big brands at this year's Fruit Logistica trade fair, which took place in February in Berlin.

Fruit Logistica is one of the world's most important fresh produce shows. This year, 73,000 vendors and visitors from 135 countries participated in the fair.

The presence of Zespri positions our brand as a leading benchmark in the fresh fruit sector in Europe and allows the Zespri commercial, marketing, and supply chain teams to continue promoting the brand among professionals, and building relationships with partners, retailers, and distributors.







# ZESPRI IN THE COMMUNITY

## 2023 Ahuwhenua Trophy Finalists

The 2023 Ahuwhenua Trophy finalists were announced in Wellington in February.

It was a proud moment for the industry with three finalists being part of the kiwifruit industry.

A huge congratulations to the three finalists — Wi Pere Trust, Ngāi Tukairangi Trust, and MIL Whiritoa Orchards.

We look forward to supporting all three entrants through their Fielddays and wish them the best of luck for the final announcement.

We also acknowledge all those in the kiwifruit industry and the wider horticulture industry who entered the competition.



Helen Scott (Māori Investments Ltd.), Kingi Smiler (Wi Pere Trust), Hon Willie Jackson (Minister for Māori Development), and Ratahi Cross (Ngāi Tukairangi), gather around the Ahuwhenua Trophy for Excellence in Māori Horticulture.

## Kellogg scholarship applications open

**Do you know of anyone looking to take the next step in developing their leadership skills in the primary sector?**

The Kellogg Rural Leadership Programme is designed for people wanting to develop their leadership skills in order to take on roles in management and governance in the primary sector.

Zespri is proud to sponsor one person from the Kiwifruit industry each year to complete this prestigious programme.

This year, the scholarship position is available as a part of Kellogg Programme Two, which runs from 13 June – 30 November. Applications are now open, closing Sunday 16 April.

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

Otherwise, please email [scholarships@zespri.com](mailto:scholarships@zespri.com) with any questions.

## Sharing industry values and strategy to inspire young adults

The Bay of Plenty Youth Development Trust (BOPYDT) was established in November 2017 to improve the lives of young people in Tauranga by delivering programmes built on our core values – values such as enabling youth to improve self-esteem and behaviour.

One such programme is the IBA (Imagine Believe Achieve) programme, which aims to assist with reinspiring young adults to kick start their career. NZKGI's Gavin Stagg and Zespri's Jack Christianson were delighted to support an IBA group recently by delivering an upbeat and inspirational interactive session at Zespri HQ around industry values and strategy. They also shared their personal career journeys.

Read more here:

- <https://www.tauranga.org.nz/news-and-updates/member-profile-bop-youth-development-trust/>
- <https://www.bopydt.co.nz/programmes/imagine-believe-achieve/>



## Mount Everest Challenge back for 2023

Zespri is proud to be supporting the Breeze Tauranga Mount Everest Challenge where members of our team and kiwifruit community are walking up Mauao/Mount Maunganui 38 times in 50 days, the equivalent of walking Mount Everest, while raising much needed funds for local charity, Live for More.

Live for More empowers our rangatahi/youth to find freedom from troubled pasts and be inspired to live positive and fulfilling lives through surf therapy programmes.

Zespri External Relations Advisor, Libby Twiss says it's a great challenge for a great cause.

"We're encouraging our community to step up to the challenge or make an impact with a donation."



Zespri will also be matching dollars raised up to \$1,000 on our Team Zespri page here: <https://givealittle.co.nz/team/team-zespri>.





# ZESPRI GLOBAL SUPPLY UPDATE

## ITALIAN GROWER TOURS ARE BACK!

For the first time since 2018, Italian grower tours kicked off again in February. A group of 19 growers, four technicians and two Zespri staff travelled from Italy to New Zealand in February for an intense week of learning about kiwifruit in New Zealand.

The focus was on-orchard and, in particular, the use of Bounty rootstock. Originally, the plan was to travel to Gisborne — the area with the most similar soil types to Italy — but Cyclone Gabrielle meant plans had to change. Instead, the group visited orchards in Auckland, Te Puke, and Katikati, along with visits to Plant & Food Research and the Kiwifruit Breeding Centre — where the growers were impressed with the investment Zespri makes in staying ahead of the future.

The use of Bounty rootstock in Italy is gaining traction due to its ability to withstand Kiwifruit Vine Decline Syndrome (KVDS) where traditional Hayward rootstock is failing. The group were keen to learn as much as possible about the management of Zespri SunGold Kiwifruit crops on Bounty rootstock. They learned the importance of managing the crop load in the early establishment of the plants and how to avoid impacts on the future production of the plants. They were told of how plants on Bounty rootstock tend to expend a lot of energy on growing fruit in the early production years. This can mean plant health suffers as a result, so managing fruit numbers in early establishment is important. In Auckland, the group saw the impact of the floods and of previous rain events, and noted that plants on Bounty rootstock seemed to survive water events better than other rootstocks.

There was also significant interest in the stringing of replacement canes — a technique not used widely in Italy at this stage. Discussions on the use of girdling in New Zealand were also helpful. Growers will take this information back to Italy to consider it as a technique mainly for fruit size accumulation as dry matter levels in Italy are generally high — one bonus of the high temperatures seen across Italian growing regions.

The growers were keen to learn about spur pruning techniques which bring production closer to the leader. Growers were surprised that New Zealand growers were able to achieve high yields with much lower use of inputs, particularly foliar fertilisers.



*The Italian grower tour delegation in front of Zespri's head office in Mount Maunganui.*

The ownership structures in New Zealand were noted as being quite different to that in Italy, which are predominantly family-owned orchards that don't use contractors or management companies.

The visit to the Zespri head office gave the growers confidence in Zespri as a strong business with skilled staff. They were interested to see the open plan layout of the office with no fixed desks.

"They leave New Zealand understanding the importance of Zespri in New Zealand and appreciating the opportunity they have to be part of the wider Zespri group," says Nick Kirton, Zespri Executive Officer, Northern Hemisphere Supply.

Grower tours from Zespri's other production regions are also underway with Korean growers visiting early in the year, and another group due to visit in the next few months.

"The opportunity for Zespri's offshore growers to learn from New Zealand growers and understand more about the global Zespri business is priceless as our Zespri Global Supply business grows in size and confidence," says Nick.



*Italian growers focussing on Bounty rootstock.*

## NEW WELLBEING INITIATIVE LAUNCHED FOR GROWERS



**The kiwifruit industry has teamed up with Farmstrong on a new resource to help growers manage the ups and downs of the industry.**

This year looks like it's going to be another bumpy year. On top of the usual challenges such as wind, rain, hail and sourcing labour, Zespri Green Kiwifruit growers have been hit by poor returns due to export volume, there are quality issues from last year's harvest, and flooding and the cyclone have been devastating for some.

"We understand how tough this will be for many growers after an already difficult year," says NZ Kiwifruit Growers Incorporated chairman, Mark Mayston.

"As a grower, I've also had my share of highs and lows and completely understand how trying the industry can get — that's why it's important to take steps to maintain personal wellbeing, even when times get tough."

*Live Well, Grow Well* tells the stories of experienced growers and industry figures who have navigated tough times before and share what they now do to manage workload and stress. It also contains expert advice on topics such as nutrition, sleep, strategies to manage pressure, and the importance of rest and recovery time.

The book encourages growers to adopt the 'Five Ways to Wellbeing' — connecting with mates, learning new things, keeping active, enjoying simple pleasures, and helping friends

and community. Research shows these habits are proven to have a cumulative, positive effect on people and increase their resilience.

Farmstrong Ambassador and rugby great Sam Whitelock also features in the book. He comes from a farming background and studied horticulture at university.

"The kiwifruit industry is an exciting industry but I know from talking with growers that it has its fair share of pressures too," says Sam.

"There are always the things that you can't control, such as prices or the weather, which can make life stressful. But when you work on a farm or orchard, you have to prioritise your wellbeing and make it happen yourself. There are steps you can take to relieve stress and pressure if you're feeling 'under the pump'.

"Different things work for different people, so this book is a chance to check out what other growers are doing so you can 'lock in' what works for you."

"I've seen first-hand the positive impact that being Farmstrong has on people — last year, 15,000 farmers increased their wellbeing thanks to Farmstrong," says Sam.

"If you're doing it tough, this is a very handy resource to add to your toolkit."



*Farmstrong Ambassador and rugby great Sam Whitelock.*

Mark Mayston agrees, noting this book couldn't come at a better time.

"The great thing about it is that it doesn't just acknowledge the pressures we deal with, it offers practical solutions — it shows there's always a way through these challenges if we look after ourselves and each other."

*Live Well, Grow Well* will be distributed free to growers at the Kiwifruit Growers' annual, pre-harvest roadshows.



# 2022/23 PROGRESS PAYMENTS FOR MARCH AND APRIL

After completion of the E4 forecast, reflecting the further challenges our industry has experienced in the 2022 season with fruit quality, approved March progress payments in the Green and Organic Green pools will lead to recoveries in some sizes, and no progress payment in April for all sizes. The impact for each individual grower will depend on their own size profile and their Post Harvest entity pooling rules and arrangements. Please contact your post-harvest entity to understand the impacts specific to you, taking into consideration that they will need time to work through implications for each of their growers.

The Board has approved bringing forward the final 10 cents per tray loyalty payment for the 2022 season from June and it will now be paid out alongside March progress payments, for all Class 1 varieties. This decision was made to assist with short-term grower cashflow and supplements the already brought forward payment of 10 cents per tray made in February.

CLASS 1 - PROGRESS PAYMENT 15 MARCH 2023	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.03	No payment	(\$0.04)	\$0.07	\$0.08	\$0.08	(\$0.05)
Zespri Organic Green	\$0.04	(\$1.72)	(\$0.22)	(\$0.23)	\$0.65	\$0.65	(\$0.94)
Zespri Gold3	\$0.14	\$0.25	\$0.10	\$0.10	\$0.15	No supply	No supply
Zespri Organic Gold3	\$0.23	\$0.35	\$0.25	\$0.10	\$0.25	No supply	No supply
Zespri Red19	\$1.26	\$0.20	\$0.20	\$1.20	\$1.50	\$1.50	\$0.85
Zespri Green14	\$0.29	No payment	\$0.05	\$0.15	\$0.35	\$0.35	\$0.40

CLASS 1 - INDICATIVE PROGRESS PAYMENT 14 APRIL 2023	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.00	No payment	No payment	No payment	No payment	No payment	No payment
Zespri Organic Green	\$0.00	No payment	No payment	No payment	No payment	No payment	No payment
Zespri Gold3	\$0.07	\$0.10	\$0.05	\$0.05	\$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	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
Zespri Green14	\$0.09	No payment	No payment	\$0.10	\$0.10	\$0.10	\$0.10

1. Progress payments for Class 1 are paid on submitted trays and reversed for onshore fruit loss.
2. Net Submit trays = gross submitted trays less onshore fruit loss trays.

## 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.

### March 2023 approved progress payments on Net Submit trays

Approved per tray progress payments for 15 March 2023:

Class 1	
Zespri Green	\$0.03
Zespri Organic Green	\$0.04
Zespri Gold3	\$0.14
Zespri Organic Gold3	\$0.23
Zespri Red19	\$1.26
Zespri Green14	\$0.29

### April 2023 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 14 April 2023:

Class 1	
Zespri Green	\$0.00
Zespri Organic Green	\$0.00
Zespri Gold3	\$0.07
Zespri Organic Gold3	\$0.10
Zespri Red19	\$0.10
Zespri Green14	\$0.09

## SHARE BRIEFS

As at **22 February 2023** the last Zespri share price trade was **\$6.50** traded on **16 January 2023**. There were two buyers at **\$6.45** and **\$6.40**. There were three sellers at **\$6.55**, **\$6.60** and **\$6.90**.

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 February, there are 104,250 dry shares as of 22 February 2023 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 February there are no excess shares that are required to be sold as of 22 February 2023.

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

### Want to see current buyers and sellers?

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

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

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Go to [www.reapapp.io](http://www.reapapp.io) to download the app.

Below is the current Market Depth information as at 24 January 2023.

Quote Line at Wednesday 22 February 2023 as at 02:10 pm						
Code	Bid (\$)	Offer (\$)	Last (\$)	High (\$)	Low (\$)	Volume
ZGL	6.45	6.55	6.50	0.00	0.00	0

Market Depth					
BIDS			OFFERS		
Orders	Quantity	Price (\$)	Price (\$)	Quantity	Orders
1	3,000	6.45	6.55	3,000	1
1	3,000	6.40	6.60	3,000	1
			6.90	4,500	1

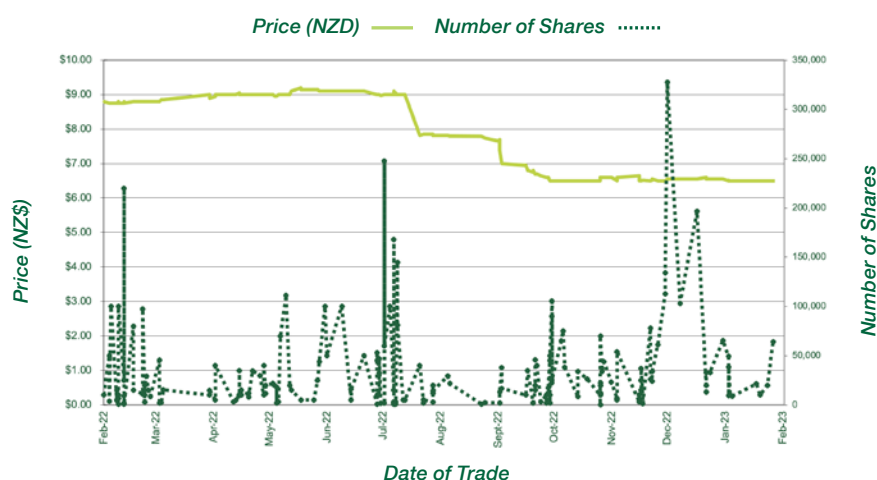
Last 10 Trades			
Date/Time	Quantity	Price (\$)	Value (\$)
20/01/2023	65,500	\$6.55	429,025.00
23/01/2023	49,257	\$6.50	320,170.50
23/01/2023	9,780	\$6.52	63,765.60
23/01/2023	38,493	\$6.50	250,204.50
24/01/2023	10,000	\$6.50	65,000.00
25/01/2023	9,000	\$6.50	58,500.00
07/02/2023	21,500	\$6.50	139,750.00
09/02/2023	10,000	\$6.50	65,000.00
13/02/2023	20,000	\$6.50	130,000.00
16/02/2023	64,197	\$6.50	417,280.50

### Director share trading

For the month of February (as at 22 February 2023), there were 170,545 shares traded by entities associated with Zespri Directors. See the Canopy for details: Canopy > Growing Zespri Kiwifruit > Working with Zespri > Shares. Alternatively search for 'Director Shares' using the search function.

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

### ZESPRI GROUP LIMITED SHARE TRADES 21 FEBRUARY 2022 TO 21 FEBRUARY 2023





# 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.

- KiwiGreen is a new payment for the 2022/23 season, incentivising on orchard pest management practices. The incentive was paid in December at \$0.25/TE on qualifying gross submit.
- Average payments per TE are based on the 2022/23 February Forecast trays and actual payments to date.
- YTD amounts for Pack and Time may move from previous *Kiwifliers* due to SLAs being paid late in a month.
- The final 10 cents per tray loyalty payment for the 2022 season will be brought forward and paid out in March 2023 alongside progress payments, across all Class 1 varieties. This supplements the early payment in February of 10 cents per tray, to assist with short-term grower cashflow.

ZESPRI GOLD3 FEBRUARY									
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						\$3.43	22%
Jun-22		\$0.09						\$3.53	23%
Jul-22		\$0.09		\$1.11		\$1.59		\$6.30	41%
Aug-22		\$0.18	\$0.52	\$1.48		\$0.13		\$8.62	56%
Sep-22		\$0.17	\$0.00	\$1.04		\$0.42		\$10.25	66%
Oct-22		\$0.29	\$0.58	\$0.27		\$0.30		\$11.69	76%
Nov-22		\$0.33	\$0.01	\$1.20		\$0.41		\$13.64	88%
Dec-22		\$0.11	\$0.01	\$0.05	\$0.26	\$0.35		\$14.42	93%
Jan-23		\$0.00					\$0.10	\$14.52	94%
Feb-23		\$0.01	\$0.01	\$0.00		\$0.38	\$0.10	\$15.01	97%
Mar-23			•			\$0.14	\$0.10	•	99%
Apr-23						\$0.07		•	•
May-23								•	•
Jun-23						•		•	100%
Paid YTD	\$3.30	\$1.40	\$1.13	\$5.15	\$0.26	\$3.58	\$0.20	\$15.01	
Balance to pay	\$0.00	\$0.00	\$0.01	\$0.00	\$0.00	\$0.34	\$0.10	\$0.45	
Total fruit and service payments - 2022/23 Forecast									\$15.46

ZESPRI ORGANIC GOLD3 FEBRUARY									
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		\$8.51	51%
Sep-22		\$0.33	\$0.00	\$1.70		\$0.93		\$11.48	69%
Oct-22		\$0.10	\$0.67	\$0.11		\$0.64		\$13.00	78%
Nov-22		\$0.01		\$1.25		\$0.71		\$14.98	90%
Dec-22		\$0.05	\$0.00	\$0.00	\$0.26	\$0.16		\$15.44	92%
Jan-23							\$0.10	\$15.54	93%
Feb-23			-\$0.01			\$0.44	\$0.10	\$16.07	96%
Mar-23			•			\$0.23	\$0.10	•	98%
Apr-23						\$0.10		•	•
May-23								•	•
Jun-23						•		•	100%
Paid YTD	\$3.30	\$1.14	\$1.21	\$6.23	\$0.26	\$3.74	\$0.20	\$16.07	
Balance to pay	\$0.00	\$0.00	-\$0.01	\$0.00	\$0.00	\$0.53	\$0.10	\$0.62	
Total fruit and service payments - 2022/23 Forecast									\$16.70

ZESPRI RED19 FEBRUARY									
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	15%
May-22								\$3.30	15%
Jun-22								\$3.30	15%
Jul-22									
Aug-22						\$6.66		\$9.96	46%
Sep-22			-\$0.05			\$2.49		\$12.40	57%
Oct-22			\$0.00			\$1.02		\$13.42	61%
Nov-22			\$0.00			\$2.00		\$15.42	70%
Dec-22						\$2.02		\$17.44	80%
Jan-23			\$0.00		\$0.25	\$0.81		\$18.50	85%
Feb-23							\$0.10	\$18.60	85%
Mar-23			\$0.00			\$0.72	\$0.10	\$19.42	89%
Apr-23			•			\$1.26	\$0.10	•	95%
May-23						\$0.10		•	•
Jun-23						•		•	100%
Paid YTD	\$3.30	\$0.00	-\$0.06	\$0.00	\$0.25	\$15.73	\$0.20	\$19.42	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2.36	\$0.10	\$2.46	
Total fruit and service payments - 2022/23 Forecast									\$21.88

ZESPRI GREEN FEBRUARY									
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	25%
May-22		\$0.07						\$2.52	26%
Jun-22		\$0.10						\$2.62	27%
Jul-22		\$0.03	\$0.00	\$0.47		\$0.68		\$3.80	39%
Aug-22		\$0.11	\$0.49	\$0.67		\$0.05		\$5.13	52%
Sep-22		\$0.21	\$0.00	\$0.67		\$0.20		\$6.21	63%
Oct-22		\$0.31	\$0.43	\$0.34		\$0.11		\$7.39	75%
Nov-22		\$0.25	\$0.01	\$0.69		\$0.27		\$8.62	87%
Dec-22		\$0.30	\$0.05	\$0.09	\$0.26	\$0.09		\$9.41	95%
Jan-23							\$0.10	\$9.51	96%
Feb-23		\$0.02	\$0.01	\$0.01		\$0.00	\$0.10	\$9.65	98%
Mar-23			•			\$0.03	\$0.10	•	99%
Apr-23						\$0.00		•	•
May-23								•	•
Jun-23						•		•	100%
Paid YTD	\$2.45	\$1.42	\$0.98	\$2.94	\$0.26	\$1.40	\$0.20	\$9.65	
Balance to pay	\$0.00	\$0.00	\$0.01	\$0.00	\$0.00	\$0.10	\$0.10	\$0.21	
Total fruit and service payments - 2022/23 Forecast									\$9.86

ZESPRI ORGANIC GREEN FEBRUARY									
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	20%
May-22		\$0.05						\$2.50	21%
Jun-22		\$0.03						\$2.53	21%
Jul-22		\$0.02		\$0.53		\$1.65		\$4.73	39%
Aug-22		\$0.11	\$0.37	\$0.97		\$0.05		\$6.22	52%
Sep-22		\$0.17	\$0.00	\$0.99		\$0.44		\$7.82	65%
Oct-22		\$0.41	\$0.36	\$0.72		\$0.07		\$9.39	78%
Nov-22		\$0.16		\$0.95		\$0.39		\$10.89	90%
Dec-22		\$0.07	\$0.00	\$0.04	\$0.26	\$0.38		\$11.65	97%
Jan-23							\$0.10	\$11.75	97%
Feb-23		\$0.00	\$0.01	\$0.00		\$0.00	\$0.10	\$11.85	98%
Mar-23			•			\$0.04	\$0.10	•	100%
Apr-23						\$0.00		•	•
May-23								•	•
Jun-23						•		•	100%
Paid YTD	\$2.45	\$1.03	\$0.73	\$4.20	\$0.26	\$2.98	\$0.20	\$11.85	
Balance to pay	\$0.00	\$0.00	\$0.01	\$0.00	\$0.00	\$0.09	\$0.10	\$0.20	
Total fruit and service payments - 2022/23 Forecast									\$12.05

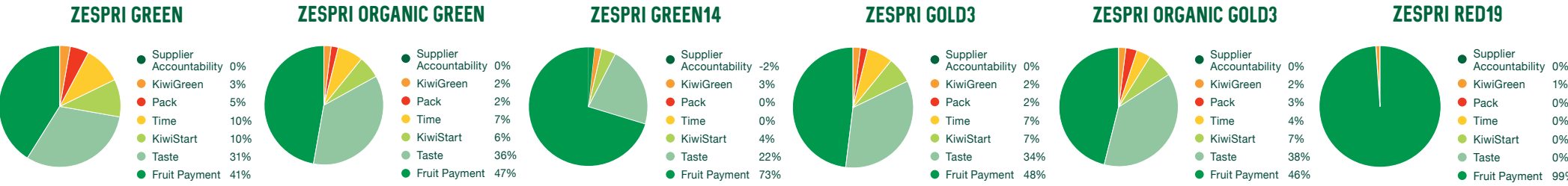
ZESPRI GREEN14 FEBRUARY									
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	KiwiGreen	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-22	\$2.80							\$2.80	27%
May-22		\$0.00						\$2.80	27%
Jun-22								\$2.80	27%
Jul-22					\$0.81	\$0.55		\$4.16	39%
Aug-22			\$0.02	\$0.82		\$0.02		\$5.02	47%
Sep-22			\$0.00	\$0.20		\$0.90		\$6.12	58%
Oct-22			\$0.21			\$0.52		\$6.85	65%
Nov-22				\$0.46		\$1.18		\$8.48	80%
Dec-22			\$0.00		\$0.25	\$0.59		\$9.33	88%
Jan-23							\$0.10	\$9.43	89%
Feb-23			\$0.00			\$0.42	\$0.10	\$9.94	94%
Mar-23			•			\$0.29	\$0.10	•	98%
Apr-23						\$0.09		•	•
May-23								•	•
Jun-23						•		•	100%
Paid YTD	\$2.80	\$0.00	\$0.24	\$2.29	\$0.25	\$4.16	\$0.20	\$9.94	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.52	\$0.10	\$0.62	
Total fruit and service payments - 2022/23 Forecast									\$10.56

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 FEBRUARY FORECAST





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

Full-Year Return	2022/23 - February 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	Zespri Organic Gold3	Zespri Green14	All Pools
Total Forecast:													
Total trays supplied (m)	58.6	3.1	97.3	3.0	0.1	0.2	165.9	73.9	3.0	97.7	2.5	0.3	179.7
Kilograms supplied (m)	204.9	10.7	340.0	10.5	0.4	0.7	566.9	259.8	10.4	341.7	8.7	0.9	621.5
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)	231.0	17.0	702.1	22.7	2.4	1.5	1,009.3	346.6	18.7	763.8	18.0	1.9	1,167.8
Fruit incentives (\$m)	246.0	16.0	637.4	23.1	0.0	0.6	923.1	278.5	16.4	661.3	20.5	1.0	977.8
Service costs (\$m)	83.0	3.2	135.8	3.4	-	(0.0)	226.5	110.7	2.9	157.5	3.2	0.0	274.7
Fruit and service payments excl. loyalty premium (\$m)	560.0	36.2	1,475.3	49.2	2.4	2.1	2,158.9	735.7	38.0	1,582.6	41.7	2.9	2,420.3
Total Forecast per tray (\$):													
Submit payment <sup>1</sup>	2.45	2.45	3.30	3.30	3.30	2.80		2.44	2.45	3.30	3.30	2.80	
Progress payments	1.50	3.07	3.91	4.27	18.09	4.68		2.25	3.80	4.52	3.91	4.36	
Total fruit payments per net submit trays	3.94	5.52	7.21	7.57	21.39	7.48		4.69	6.25	7.82	7.21	7.16	
KiwiStart <sup>2</sup>	0.95	0.75	1.13	1.24	0.00	0.43		0.51	0.85	0.90	0.62	0.56	
Taste Zespri	2.94	4.20	5.15	6.23	0.00	2.29		3.18	4.62	5.81	7.52	3.81	
KiwiGreen <sup>3</sup>	0.26	0.26	0.26	0.26	0.25	0.25		0.00	0.00	0.00	0.00	0.00	
Supplier Accountability	0.05	-0.01	0.00	-0.04	-0.06	-0.19		0.07	0.04	0.07	0.06	-0.40	
Fruit incentives	4.20	5.20	6.55	7.69	0.19	2.78		3.77	5.50	6.77	8.20	3.98	
Pack type	0.45	0.19	0.39	0.45	0.00	0.00		0.42	0.18	0.61	0.37	0.00	
Time payment	0.97	0.84	1.01	0.68	0.00	0.00		1.08	0.78	1.01	0.94	0.00	
Service costs	1.42	1.03	1.40	1.14	0.00	0.00		1.50	0.96	1.61	1.30	0.00	
Class 1 fruit and service payments per net submit trays	9.56	11.75	15.16	16.40	21.58	10.26		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	9.86	12.05	15.46	16.70	21.88	10.56		10.25	13.02	16.50	17.02	11.44	
Less: onshore fruit loss	-0.49	-0.71	-0.89	-0.54	-0.09	-0.10		-0.28	-0.26	-0.34	-0.22	(0.02)	
Fruit loss percentage <sup>4</sup>	4.98%	5.93%	5.74%	3.25%	0.39%	0.92%		2.69%	2.01%	2.07%	1.27%	0.21%	
Class 1 fruit and service payments per gross submit trays	9.37	11.33	14.57	16.15	21.79	10.46		9.98	12.75	16.16	16.80	11.42	
Plus Class 2 Return	0.18	0.29	0.09	0.11	0.00	0.05		0.13	0.35	0.09	0.16	0.01	
Plus Non-Standard Supply (NSS) <sup>5</sup>	0.00	0.02	0.08	0.18	4.50	0.00		0.00	0.01	0.01	0.06	0.00	
Plus Other Income (Non dividend) <sup>6</sup>	0.01	0.00	0.02	0.01	0.00	0.01		0.02	0.00	0.03	0.00	0.02	
Average revenue per gross submit trays	9.57	11.65	14.75	16.46	26.29	10.53		10.13	13.12	16.29	17.02	11.44	
LESS: Post-harvest costs deducted <sup>7</sup>													
Base packing and packaging	-1.79	-1.83	-2.82	-2.95	-3.11	-3.00		-1.65	-1.67	-2.53	-2.51	-2.46	
Pack differential	-0.43	-0.18	-0.37	-0.44	0.00	0.00		-0.41	-0.18	-0.59	-0.36	0.00	
Base cool storage	-0.99	-0.97	-0.98	-0.99	-1.01	-1.01		-0.95	-0.95	-0.95	-0.95	-0.97	
Logistics	-0.16	-0.17	-0.17	-0.15	-0.18	-0.20		-0.15	-0.16	-0.16	-0.14	-0.18	
Time and CC/RK charges	-0.65	-0.46	-0.62	-0.35	0.00	0.00		-0.62	-0.43	-0.54	-0.45	-0.01	
Total post-harvest costs per gross submit trays	-4.01	-3.61	-4.96	-4.87	-4.30	-4.22		-3.78	-3.38	-4.78	-4.41	-3.62	
OGR per gross submit trays	5.55	8.04	9.79	11.58	21.99	6.31		6.35	9.74	11.51	12.61	7.82	
Average industry yield per productive hectare <sup>8</sup>	9,976	7,017	13,789	10,871	1,889	6,081		11,887	6,958	15,295	11,400	6,984	
Number of productive hectares <sup>9</sup>	6,180	467	7,486	285	59	34		6,390	438	6,522	222	37	
OGR per hectare <sup>10</sup>	\$55,395	\$56,398	\$134,962	\$125,909	\$41,543	\$38,366		\$75,494	\$67,752	\$176,026	\$143,772	\$54,609	
Average kilogram per tray <sup>11</sup>	3.50	3.48	3.49	3.50	3.33	3.48		3.51	3.50	3.50	3.50	3.45	
OGR per kilogram	1.59	2.31	2.80	3.31	6.60	1.81		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. Incentive is paid at \$0.25/TE on qualifying gross submit.
- Fruit loss percentage includes ungraded fruit inventory losses.
- 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 December 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 \$132,593. 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 \$26,663.
- Average kilograms per tray are derived using the individual size conversions published in the specific season's Pack Conversion Guide.

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



# GLOBAL EXTENSION TEAM *Updates*

## THE MONTH AHEAD: MARCH

- PREPARE THE SITE
- PREPARE THE CROP
- COMMUNICATE ABOUT HARVEST
- HARVEST FRUIT AT MATURITY



### PREPARE THE SITE

- ✓ Make sure the orchard gate signage is up to date with the primary contact's phone number. Clearly mark the parking area for pickers.
- ✓ Get orchard block identifiers and signage updated and in place and matching the orchard map.
- ✓ Mow the grass — holes can't be seen if the grass is long, making it hazardous, and if the grass is too long, samplers may not enter the orchard.
- ✓ Identify and update all hazards into the MCS.
- ✓ Load-out areas need to be weed-free and smooth. Orchard tracks should be smooth for harvesting equipment vehicles.
- ✓ Ensure toilets and hand washing facilities are clean and in good working order.
- ✓ Make sure neighbouring blocks on your orchard aren't being sprayed — samplers will walk away from your orchard if spraying is in progress, or if fruit is still wet from sprays.



### PREPARE THE CROP

- ✓ Monitor fruit variability by testing areas of concern and adjust maturity areas accordingly.
- ✓ Identify unhealthy vines by hanging visual markers (ribbons or tape) on them and inform samplers and pickers not to sample from these vines.
- ✓ Assess reject levels to decide if a cosmetic thin is appropriate. The thinning calculator is a useful tool to complete the cost/benefit analysis. Visit: [Canopy > Zespri & The Kiwifruit Industry > Tools & Calculators > Calculators & Apps > Thinning Calculator & Freshweight / Dry Matter Calculator](#).
- ✓ Tie up low-hanging fruit that is in the way of sprayers. Significant fruit damage can occur during clean-up sprays and this fruit will suffer from higher reject rates at packing, but also increase in rots and softs during storage.
- ✓ Timing harvest to optimise your OGR is the ultimate result, but there are many factors that come in to play when making the decision on when to harvest. The OGR Estimator is used to calculate an estimated OGR for up to three target harvest dates, using your sample results. This tool accounts for KiwiStart and storage payments. Estimators are available for Gold3, Hayward conventional and organic and Red19. Visit: [Canopy > Zespri & The Kiwifruit Industry > Tools & Calculators > Calculators & Apps > OGR Estimator](#).



### COMMUNICATE ABOUT HARVEST

- ✓ Keep everyone coming onto the orchard safe. Walk your orchard and identify and mark hazards.
- ✓ Make it clear what sign-in or induction processes are required.
- ✓ Notify post-harvest and contractors of hazards. Keep your health and safety application (app) up-to-date and make sure visitors use them.
- ✓ Have a pre-harvest discussion with your harvest contractors to agree on expectations for good harvest practices and how you will address poor harvesting practice.
- ✓ Engage with harvesting staff providing constructive feedback, encouragement, and appreciation. Listen to what they are saying. Work together to get the best results.
- ✓ Support the supervisor's messages around fruit picking and careful placement into bags and bins to prevent quality problems.

#### Harvesting with gloves

It is no longer a requirement for pickers to wear gloves. Historically gloves were used to minimise cuts and punctures on fruit and to protect hands. Recent work shows that juice contaminated gloves spread juice resulting in increased non-pathogenic fungal growth like *altenaria* and sooty mold.

If you choose to wear gloves:

- ✓ Ensure that gloves are clean
- ✓ Ensure that strict glove hygiene is in place
- ✓ If gloves become contaminated, swap out immediately.



## RESEARCH SHOWS HOW TO IMPROVE FRUIT QUALITY

**Zespri Innovation-funded research identified factors that contributed to poor fruit quality last season.**

Testing by Start Afresh showed that using juice-contaminated picking bags or gloves results in high levels of non-pathogenic fungal growth (NPFG). Juice on a glove can contaminate the next 100 fruit picked, and 68 percent of fruit in the contaminated bag had NPFG after 140 days storage.

Research by Start Afresh and Trevelyan's Pack and Cool showed Gold3 fruit dropped onto other fruit or into bins resulted in many out-of-grade fruit due to softs and soft patch defects. The fruit took five or more days to show damage, so couldn't be seen during packing.

The research also identified fruit that was hanging low and impacted by machinery traveling down the row had a higher incidence of physical damage and related rots.



### TIPS TO IMPROVE FRUIT QUALITY:

- Remove juice and pulp as soon as it is seen, by removing gloves or washing hands and cleaning bags, to help reduce the incidence of NPFG.
- Place fruit in bags and gently empty bags into bins to prevent quality problems.
- Tie up low hanging fruit so it's not hit by machinery before and at harvest.

## HI-CANE HEARINGS POSTPONED

The EPA announced in late February that it is postponing the public hearings on its proposal to ban hydrogen cyanamide (often known by the brand name Hi-Cane) which were due to run from March 6 to 10 in Tauranga. This is because the EPA is concerned that Cyclone Gabrielle means some submitters may not be able to take part in the hearings.

The EPA has not yet set new dates for the hearings, nor has it set new deadlines for submitters to file their responses and evidence. We will update the industry through the usual channels as this information becomes available.

Zespri's position is that we oppose the EPA's proposed Hi-Cane ban on the grounds that it has overstated the risks of its use and significantly understated the benefits.

We support maintaining Hi-Cane use with amended controls and we're preparing a strong case to argue this on behalf of the industry.





## Updates from our Pre-harvest Team



# Preparing for change GLOBALG.A.P. V6 IS ON ITS WAY

Since last year, when the international standards for GLOBALG.A.P. version 6 and GRASP version 2 changes were published, Zespri has been working to translate them so they work for our industry, and can be integrated into the Zespri GAP programme. We are currently in the engagement phase, checking in with stakeholders across the industry to ensure we've hit the mark for how the updated requirements will be implemented on orchard.



Elmé Coetzer-Boersma, Managing Director of GLOBALG.A.P., explains the aim of the GLOBALG.A.P. version 6 changes is for a new and improved format of the flagship standards.

"It's about ensuring the programme has a simplified structure and language, extended criteria on key issues such as sustainability and worker well-being, and, for the

first time, continuous improvement at producer level," says Elmé.

Zespri Head of Global Quality and Technical, Farzana Adams notes that for our industry, and the 2023/2024 season, we are integrating new version changes into the current Zespri Grower Manual and as much as possible, maintaining familiar systems and processes.

"A programme of support and education will also be available to help ensure you feel confident and ready for the change ahead," says Farzana.

We will start to introduce some of the key changes over the coming months, and share some practical examples of what the updates to the new versions means for you. This month, we're going to take you through the **simplified language** that is being introduced for GLOBALG.A.P.

"These language changes will be seen from one end of the programme to the other, and will modernise the programme – but the impact of these changes to your day-to-day operations will be minimal," says Farzana.

A key language change is the shift to an **outcome-based approach** — focusing on the outcomes achieved rather than specific measures. The difference is like having requirements set out like a recipe; you must do this, then that, versus an outcome-based approach that says the aim is to make a cake. Outcome-based approaches provide greater flexibility in **HOW** compliance is demonstrated and focus more on the result of the production practices.

In the new version, some familiar wording will be replaced: **'Control Points'** (the questions in the current GAP checklist)

will now be known as **'Principles'**, and **'Compliance criteria'** will be replaced by **'Criteria'**. Quite simply for our industry this means:

- **Principles** describe the desired outcome.
- The **criteria** provides further detail on what's expected as a minimum in order to meet the principle, while allowing the "how it's done" to be determined by the producer. This allows growers to select methods of demonstrating compliance that are appropriate to their specific operation/circumstance.

In line with the outcome based approach, the questions (control points) have been reworded to statements (which are called 'principles'). Let's look at an example:

CURRENT CONTROL POINT	NEW V6 PRINCIPLE
Is there a documented Orchard Waste Minimisation Action Plan to avoid or minimise wastage and avoid the use of landfill or burning, by waste recycling?	A waste and pollution management plan is in place.

The result of the change is a simple, clear requirement, that allows growers to have some flexibility in how they implement it.

We hope this article gives you confidence that while there are changes coming with GLOBALG.A.P. v 6 and GRASP v2 many of these are low impact and don't require any more work than in previous seasons.



We're currently engaging with stakeholders across the industry to sense check the Zespri GAP translations of GLOBALG.A.P. version 6 and GRASP version 2. If you are interested in getting involved and providing your perspective either in a one-to-one interview, or as part of a workshop we'll be running in late March, please register your interest by sending an e-mail to [nicky.geary@zespri.com](mailto:nicky.geary@zespri.com).

# NUTRIENT AND WATER SHOWCASE A SUCCESS

For more than three years, the Kiwifruit Industry Water Strategy has been working to collectively protect and enhance our water resources for our people, our environment and our communities.

On 22 February, around 100 growers and industry members came together for the Nutrient and Water Showcase to hear about what we've learned from multi-year research into nutrient balances and water use, and what it might mean for future nutrient and water management practices.

The interactive session was tailored to encourage participants to think about what has been presented and how it can be applied to orchards the attendees own or work with.

The first half of the day was focused on nutrient balances in kiwifruit orchards. To set the scene of where we are now, Zespri's Global Extension Team shared analysis of fertiliser data showing that the amount of nitrogen (N) applied trended downwards to levels of around 105 kg/ha (from 124 kg/ha in 2020/2021) for Gold3, and 107 kg/ha (from 120 kg/ha in 2020/2021) for Hayward in the 2021/2022 season.

Plant and Food Research (PFR) scientist Dr Steve Green shared his work on nutrient balances in kiwifruit orchards, including modelling developed which shows key risks to nitrogen losses below the active root zone are excess nitrogen, rainfall, and free draining soils. Growers considered how they could mitigate these risks before moving into concurrent sessions to hear about research into compost, low nitrogen, and cover crops:

- PFR scientist Erin Lawrence-Smith explained her compost research and a model she is developing that will allow kiwifruit growers to enter their compost information to get a better understanding of the amount of N being applied.
- PFR scientist Brendon Malcolm, alongside grower and farmer John Burke, shared their work into cover crops. John explained he has taken principles of cover cropping from his arable farming experience into his kiwifruit orchard and how it has brought benefits to vine health, biodiversity, and particularly to soil health – increased organic matter, water holding capacity, drought tolerance, less soil compaction and reduced nitrogen loss.
- Zespri's William Max explained his low N trial work that shows that reducing the amount of N down slowly has to date seen no impact on components of yield (size, DM, and yield).

The second half of the day focused on irrigation and Freshwater Farm Plans. Dr Steve Green shared research into understanding vine water needs and how technology and tools are enabling us to get a good understanding of this so we can better target irrigation. Multiple companies working with Zespri on tools enabling more precise measurements also gave an overview of their tools.

Zespri Sustainability Portfolio Lead Jolene Francis shared an overview of the roll out of the Government's Fresh Water Farm Plans and the tool Zespri is developing and will be piloting with growers later this year.

DMS Technical and Innovation Manager, Cam Clayton noted the multi-year research programmes are delivering great insights for the industry.



"I'm looking forward to these delivering practical tools that growers can use to make informed decisions regarding optimal nutrition and water use that is in sync with the physiological needs of the vines on their orchard," says Cam.

The showcase also gave us an opportunity to highlight the work Water Strategy members have been contributing to, and to thank them for their efforts.



To check out the presentations shared at the event, visit: [Canopy > Growing Kiwifruit > Global Extension Team > GET Events & Webinars > 2023 GET Events > Kiwifruit Water and Nutrient Showcase](#).



# Growers wanted

## FOR NEW VARIETIES TRIALS

**Zespri is calling for expressions of interest from growers to be part of potential upcoming pre-commercial new variety trials.**

Zespri Chief Growth Officer Jiunn Shih, says the Kiwifruit Breeding Centre (KBC) — our joint venture partner with Plant and Food Research — is developing some really exciting cultivars, including new Greens, as well as other next generation kiwifruit cultivars.

“We are looking for skilled and enthusiastic growers who can use their knowledge and skills to test our cutting-edge varieties on orchard,” says Jiunn.

“Pre-commercial trials are an opportunity to work with other leading growers help create a thriving future for the industry.”

The bar for a cultivar to make it to the pre-commercial stage of testing is very high, and any new trials commencing depends on how many (if any) cultivars meet our evaluation standards, and how many the Zespri Board agrees to put in the programme in 2023.

Leading kiwifruit cultivars are currently being evaluated by KBC and Zespri, and if considered ready to enter into the next phase, pre-commercial trials will commence this winter in selected regions across New Zealand.

For any variety selected for pre-commercial trials, Zespri’s preference is to have 0.25-0.5 hectares per trial variety per site, on multiple grower sites mainly in the Bay of Plenty and other selected regions. However, there is flexibility here to get the right sites.

Zespri Chief Grower, Industry and Sustainability Officer Carol Ward says Zespri welcomes existing trialists and any new potential trialists.

“We’re looking for experienced growers and high-performing sites for these trials,” says Carol.

“It is important to note that any new variety comes with an inherent level of risk and the bar for commercialisation is high.

“However, investing in developing the world’s leading portfolio of kiwifruit is how we will create sustainable long-term value for growers.”



### REGISTRATIONS OPEN 1 APRIL

Interested growers are invited to fill out the Expression of Interest application forms available on Canopy. Applications are open from 1–21 April 2023.

### TRIALIST COMPENSATION

- Trial growers will receive a payment to compensate for cutover to any new cultivar and production loss, as well an attractive per tray payment for Class 1 trial fruit submitted.
- If a new cultivar is commercialised as a result of the trial, growers will receive licence entitlement for the newly-commercialised cultivar. Note: There will not be any Zespri SunGold Kiwifruit licence offered to trialists as part of this programme.
- We’ll look to further drive performance and knowledge sharing through competition incentives for top-performing growers.



## TRIAL Q&A

#### Q. Who are we looking for?

We need people who know how to grow kiwifruit to take these new varieties out on the orchard and figure out how to grow them well. There’s no manual here – we’ll share what we know so far about these varieties, but we need expert growers to learn how to get the best out of these vines.

Growers can trial one or more varieties at the same time, depending on site selection and availability.

#### Q. What sites are we looking for?

We are looking for growers in the Bay of Plenty and other regions to trial varieties over a five-year period. Our preference is 0.25-0.5 hectare for each variety, so if someone was trialling two varieties, they would need to allocate potentially up to 0.5 to one hectare in total.

Potential trialists will be assessed on:

- The location and quality of the site – we need great sites! Mature rootstocks with good production history are preferred, however greenfields sites may also be considered.
- The ability for the site to develop canopy and deliver high fruit yields in the shortest-possible time after grafting
- Site security
- The ability and willingness to be part of a collaborative group of trialists.

#### Q. What do growers need to do as trialists?

Grow these new varieties as best you can, collect data on the orchard, share what you learn with other trialists where required by Zespri, and allow the pre-commercial team

to run trials. If growers are interested in trialling more than one variety, they should record this on their EOI application.

However, confidentiality is a must and trialists must keep all trial information strictly confidential to those outside the trial or anyone other than authorised Zespri staff.

#### Q. What are the benefits of being a Zespri trialist?

Being recognised as an industry leader, developing and sharing new growing knowledge for the industry. Plus an attractive per-tray payment for Class 1 fruit submitted, cutover payments, and – if a cultivar is commercialised from the programme – a licence allocation for the new cultivar.

#### Q. How does the Kiwifruit Breeding Centre programme work?

Each year the breeding team goes through the promising varieties under development at the Kiwifruit Breeding Centre site to judge whether any of them could succeed across the orchard, through the supply chain and in market. The Zespri Board then decides which one/s will be promoted to ‘pre-commercial’ trials.

Varieties can be in pre-commercial trials anywhere from one to five years. Non-performing varieties will be removed more quickly from the programme as we look to prioritise investment and resource in cultivars looking most likely to succeed.

#### Q. How many growers are Zespri looking for?

The total number of growers depends on how many (if any) cultivars the Zespri Board decides to put in the trials.

#### Q. Why has the grower reimbursement changed? Why is there no more Zespri SunGold Kiwifruit licence entitlement for trialists?

We’ve worked with former trialists to develop this new system and we’re confident it provides a fair compensation and

motivation for the costs and risks involved. We’re looking for innovative growers who are interested in trialling these new varieties and want to be trailblazers for the potential commercialisation. Zespri SunGold Kiwifruit licence doesn’t necessarily line up with that aim.

#### Q. Can growers choose what variety they want to trial?

No. Variety allocation is determined by a panel to balance available budwood, regional spread, and site requirements.

#### Q. Didn’t Zespri put trial varieties into the programme last year? How are they doing?

We put a selection of green varieties into the grower trials in 2022. We are restricted as to what we can say about this programme due to the confidentiality requirements, to avoid triggering an early PVR application, or the ability to keep these as licenced varieties just for our Zespri growers. However, we will provide updates via *Kiwiflier* on how these trials are going, when appropriate.

### KEY DATES

**1-21 APR** Grower Expressions of Interest open

**MAY** Zespri Board decides on cultivar/s to go into precommercial trials

**JUL** Budwood collection and grafting



# REFERENDUM TO RENEW NZKGI'S LEVY UNDERWAY



**From 23 February until 24 March, New Zealand's kiwifruit growers are invited to participate in a postal and online referendum for a compulsory levy on kiwifruit exports except Australia.**

The proposed levy would continue to fund NZKGI's activities, which will include an increased focus on the monitoring and reporting of industry performance. The last referendum took place in 2017.

Since that time, NZKGI has used the levy to produce significant outcomes for kiwifruit growers. This has included supporting growers through COVID-19, to advocate for the Single Point of Entry marketing structure, hold Zespri to account, and attract labour to the industry.

NZKGI Chairperson, Mark Mayston strongly encourages growers to vote in the referendum.

"It is in each individual growers' interest to be engaged in this process," says Mark.

"As we are seeing with issues like the proposed ban of Hi-Cane, the success of growers' business often comes down to the advocacy that NZKGI provides them."

Reinforcing the referendum's significance, NZKGI CEO Colin Bond notes this is an important opportunity for kiwifruit growers to make their vote count.

"We strongly encourage all growers to participate in the referendum — grower votes will show the Minister for Primary

Industries the level of support there is to continue the funding for kiwifruit grower advocacy," says Colin.

All growers are entitled to vote and will be sent voting papers. A grower is considered to be the "titleholder of kiwifruit", meaning a person that has legal and beneficial title to kiwifruit when it is supplied to an exporter. The grower is sometimes not the owner of land.

Growers who have not received a ballot pack in the post by Wednesday 1 April should contact NZKGI on 0800 232 505 or [info@nzkgi.org.nz](mailto:info@nzkgi.org.nz).

## KIWIFRUIT DOESN'T LIKE WET FEET— BUT *PHYTOPHTHORA* DOES



**We've recently endured a deluge of rain, and recognise this recent flooding adds to the wider concerns growers are facing at an already difficult time for many. A gentle reminder for you here that combined with an unusually wet summer, the rain has saturated soils and created ideal conditions for the potential infection and spread of soil-borne *Phytophthora* pathogens.**

*Phytophthoras* are fungal-like organisms that thrive in wet conditions and are often referred to as 'water molds'. They produce spores that swim in saturated soils to roots they can infect. They tend to cause more problems on vines growing in heavier wet soils; in soils that retain water for a long period of time; or when prolonged wet weather results in persistent wet soil conditions in orchards.

Now is the time to keep an eye on your vines for any symptoms.

- *Phytophthora* infected vines may decline slowly over several years, or they may die within weeks of the first symptoms showing, depending on the size and health of the vine.
- Roughly mapping areas where drainage has not coped and water has pooled, could be valuable for future monitoring as these areas may be hot spots for disease going forward.
- Reduced shoot growth and open canopies are often tell-tale signs of *Phytophthora* infection alongside crown and root rot.
- As the disease advances, infected vines often produce yellow, chlorotic leaves.
- Infected root and root crowns commonly show a red brown rot that is easily observed when cutting into the outer layer of tissue. Generally, there is observable margin where healthy, white tissue meets infected, discoloured tissue.

- Infected roots become dark and feeder roots are often black, decayed or missing.

Be sure to keep an eye out over the coming months and if you notice anything unusual contact the KVH team on 0800 665 825 or by email at [info@kvh.org.nz](mailto:info@kvh.org.nz).

Reporting the unusual is a good thing as pests and diseases can spread quickly between orchards and over large distances. The sooner we find out about something new, the more we can do to slow the spread and limit further impacts.



**Main root rot. Note dead roots with cortex stripped away. Image credit: Plant & Food Research.**

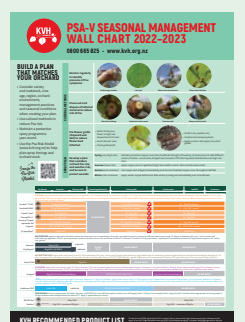


**International kiwifruit orchard with severe losses caused by poor drainage and *Phytophthora* infection. Image credit: Plant & Food Research.**

## EFFECTIVE PSA SPRAY CONTROL



**As well as the aforementioned heavy rain events, growers looking to apply Psa cover to vines following recent high winds are reminded that Aureo Gold may be applied as an effective Psa control alternative to copper, and may be used by conventional and organic growers.**



This product has a label rate covering applications up to six weeks from fruitset. However, a Justified Approval (JA) can be requested for use after this time.

A year-round list of spray products and rates is available on the KVH website here: <https://kvh.org.nz/assets/documents/Growers-tab/KVH-Wall-Chart-202223-FINAL.pdf>

## SIMPLE CHANGES MAKING BIG DIFFERENCES



**During our February Psa workshops in the regions, we were asked about advice and contacts for holsters.**

We've done some investigating and growers will be pleased to know orders can still be placed for plastic holsters fabricated by a Katikati firm who answered the call a few years ago when one of our research projects needed a simple and effective solution to ensure tools are regularly sanitised.

Sanitiser solution is added to the holsters and topped up as required, avoiding the need to carry separate buckets or bottles up and down rows. This encourages regularly sanitising tools — a smart move, especially for those working with young plants, trimming males, or removing Psa infected canes ahead of harvest (to ensure soft fruit from these canes doesn't make it to picking bins).

The recently completed five-year Gold Futures research project identified management practices that reduce on-orchard Psa related risks. This study found blocks with fewer Psa symptoms had significantly better hygiene practices, which included cleaning tools on arrival, and regularly between blocks, bays, and vines. These practices similarly protect vines from entry of other risk organisms.

A list of sanitisers effective against biosecurity risk organisms can be found on the KVH website here: <https://kvh.org.nz/assets/documents/Growers-tab/Sanitisers-information-sheet-Dec-2022.pdf>

To find out more about availability and prices contact Frank at Hercules Tanks:

Address: Wedgewood Street, Katikati  
Email: [frank@herculestanks.co.nz](mailto:frank@herculestanks.co.nz)  
Phone: 0800 788 265



**Image credit: Hercules Tanks.**



# 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 have a question about my maturity clearance or a sample being collected on my orchard. Who do I speak to?**

Please contact the Maturity Support team via email on [maturity.support@zespri.com](mailto:maturity.support@zespri.com) or phone 0800 874 515. The team is now available from 7am to 7pm, Monday to Sunday.

**As an orchard primary contact, what do I need to go to have my orchard ready for a sample to be collected?**

- Have all of your orchard information verified in the Maturity Clearance System (MCS).
- Ensure hazards are accurate and up to date in the MCS.
- Ensure the grass is mown, and access to the area is safe.
- Clear markings on blocks and rows.
- Have your packhouse upload a current map in the MCS.
- Have your packhouse create maturity areas in the MCS.

For more information on Health & Safety as well as Sampling Procedures, please navigate to [Canopy > Maturity-Harvest > Standard Process Documents](#).

**I am packing through more than one Packhouse. What do I need to do?**

You will need to complete a Yellow Supply Agreement for each packhouse you will pack through.

**My crop was close to an area of the orchard which flooded in the recent weather events. Who do I need to talk to?**

If you suspect your crop has come close to flood water, please contact your local Zespri Grower Liaison manager on 0800 155 355, or your Packhouse CRM for an assessment.

**When will I receive my Schedule 5 yellow agreement?**

Schedule 5 of the 2023 Supply Agreement was posted out to growers in mid-February. This form must be signed by both the grower and the chosen registered supplier, with the supplier then returning the contract to Zespri to be processed. On receiving the completed Schedule 5 form, a grower number is then issued by Zespri. This is required prior to gaining clearance to pick your fruit.

If you have not received a copy by the beginning of March, or if you have any queries, please contact Zespri Grower Support Services on 0800 155 355, or at [contact.canopy@zespri.com](mailto:contact.canopy@zespri.com).

# MATURITY CLEARANCE CHARGES 2023

Updated maturity clearance charges for 2023 were published to the Zespri Canopy website on Monday 20 February.

Testing charges have gone up on average nationally by 6.5 percent. By way of comparison, 2021 to 2022 charges increases saw testing charges go up on average by 7.4 percent. For the Bay of Plenty, where the bulk of the samples are tested, the numbers are (average) 7.1 percent (2023) versus 7.14 percent (2021 to 2022 increase).

For collection charges, the Bay of Plenty rate for a Hayward collection has gone up 7.1 percent, and Gold3 6.9 percent. In the Bay of Plenty, the 2022 increase compared to 2021 was 5.5 percent (Hayward) and 5.2 percent (Gold3). Other region rates vary in 2023 increases from 4.8 percent to 7.8 percent (for Hayward) and 4.8 percent to 7.7 percent (for Gold3). Across all regions, the Hayward collection rate increases on average 6.5 percent — the same increase as in 2022, and for Gold3 6.5 percent also, down on the combined average of the 7.7 percent increase in 2022.

Zespri worked in great detail through the pricing review requests and the information supplied from the providers to justify any proposed increases. Negotiations were had and adjustments were made to the original requests to keep prices down as much as reasonably possible. Zespri has arrived at a point where it believes the increase levels are reasonable due to the increased and unavoidable cost pressures experienced by and justified to Zespri by the Service Providers.

To view the updated charges, please navigate to the MCS FAQ section on Canopy: [Canopy > Growing Kiwifruit > Maturity & Harvest > Frequently Asked Questions \(FAQs\)](#).

# UPCOMING Events

## MARCH 2-13 MARCH GROWER ROADSHOWS WITH DAN

Please join our CEO Dan Mathieson, and the team from Zespri for updates on the February Financial forecast, five-year planning and outlook, Quality Action Plan, and other business updates, along with an update from NZKGI and KVH.

These meetings will be held in person, with an option to join online for the Tauranga roadshow only.

Please register for your preferred location here: <https://events.zespri.com/grower-roadshow-march-2023/registration/Site/Register>

If you have any questions, please contact Rachel Dovaston on [rachel.dovaston@zespri.com](mailto:rachel.dovaston@zespri.com).

DATE	TIME	LOCATION
Friday 3 March	1.30pm - 3.30pm	Whangārei - Comfort Hotel Flames, 8 Waverly Street, Onerahi, Whangārei
Monday 6 March	11am - 1pm	Hawke's Bay - Details to be communicated to growers via email
Tuesday 7 March	11am - 1pm	Nelson - Top 10 Holiday Park, 10 Fearon Street, Motueka
Wednesday 8 March	4pm - 6pm	Gisborne - Bushmere Arms, 673 Matawai Road, Waerengaahika
Thursday 9 March	10am - 12pm	Ōpōtiki - Ōpōtiki Golf Club, 14 Fromow Road, Ōpōtiki
	2.30pm - 4.30pm	Matatā - Matatā Rugby Club, 12 Division Street, Matatā
Friday 10 March	9am - 11am	Te Puke - The Orchard Church, 20 MacLoughlin Drive, Te Puke
	2pm - 4pm	Katikati - Fairview Golf Club, 34 Sharp Road, Aongatete
Monday 13 March	6pm - 8pm	Tauranga – Online option also available Trust Power Arena, 81 Truman Lane, Mount Maunganui

## MARCH 08 WOMEN IN KIWIFRUIT EVENT: INTERNATIONAL WOMEN'S DAY



Papamoa Surf Club; 561 Papamoa Beach Road, Papamoa Beach, Papamoa 3118

We are thrilled to share with you plans for our International Women's Day celebration 2023!

- Networking from 3:30-4:30pm
- Speakers from 4:30-6pm

RSVP here: <https://forms.office.com/r/5VUXSHVjSr>

For more information, see the Women in Kiwifruit social media sites:

- Facebook: <https://www.facebook.com/groups/160233947816342>
- Instagram: <https://www.instagram.com/womeninkiwifruit/>

## MARCH 30 PRESENTATION BY CATHY BURNS

Zespri Head Office, Mount Maunganui | 12.30pm-1.30pm

Staff and industry are invited to a presentation by Cathy Burns, President and CEO of the Fresh Produce Association.

Zespri is sponsoring the World Avocado Congress taking place in Auckland in early April, and Cathy will be coming to Tauranga to present to Zespri staff and industry.

Cathy will speak on strategic trends in the industry and her perspectives on the future. Q&A time facilitated by one of our Executive team members will follow.

Register here: <https://events.zespri.com/presentation-by-cathy-burns/registration/Site/Register>

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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](http://www.zespri.com) [canopy.zespri.com](mailto:canopy.zespri.com) EMAIL: [contact.canopy@zespri.com](mailto:contact.canopy@zespri.com)

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