



P3: 2025 LICENCE RELEASE UPDATE



P9: ZESPRI IN THE COMMUNITY



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## PRODUCER VOTE RESULT: GROWERS STRONGLY SUPPORT THE EXPANSION OF ZESPRI GLOBAL SUPPLY

Following extensive discussions throughout the year, growers have overwhelmingly supported the expansion of ZGS with a total of 90.6 percent of voting growers and 93.3 percent by fruit weight voting in favour of the resolution to expand ZGS by up to 420 additional hectares of Zespri SunGold Kiwifruit per year over six years across Italy, France, Japan, South Korea and Greece.

Almost 72 percent of eligible production entities cast a vote, a significant uptick from 57 percent in 2022, a positive indication of an engaged industry and a reflection of the collaborative process undertaken ahead of the vote.

The benchmark for a successful vote is very high, and the overwhelmingly positive result shows that the extensive discussions that led to the resolution and reporting structure gave growers the confidence to support the expansion. It also shows a strong level of grower endorsement of ZGS and recognition of its crucial role in our strategy.

CEO Jason Te Brake says, "Expanding ZGS is a critical part of our plan to serve key customers in key markets for 12 months of the year, supporting New Zealand grower returns and maintaining our position as leaders in the kiwifruit category."

"I'd like to thank you all for the strong showing of support and thank everyone who took the time to participate in the discussion and gave us feedback to help design the resolution and reporting structure that growers would support."

The news was welcomed by our colleagues in the Northern Hemisphere, who will now turn their attention to implementing the expansion; securing the best growers and orchards for Zespri and providing the increased transparency that growers have asked for.

Nick Kirton, Executive Officer of Northern Hemisphere Supply, commented on the result:

"This is a huge vote of confidence and our partners up here are really pleased to see the result and are looking forward to

continuing to work with Zespri, producing excellent fruit and playing our part to help Zespri maintain its position in the category.

"We experience the increasing competition every day up here; and these additional hectares are welcome news not only to our growers and partners, but also to our customers who want Zespri-quality fruit all year round. The important thing now is to execute well, combining this increased supply with other projects such as extending storage, lifting yields and improving inventory management."

The allocation and planting of the additional hectares will begin in 2025, with the first annual reporting released in July.

RESOLUTION	INDIVIDUAL VOTES	BY WEIGHT
That growers support the allocation of up to 420 additional hectares of SunGold Kiwifruit per year over six years across Italy, France, Japan, South Korea and Greece, subject to annual review by the Zespri Board to confirm forecast demand remains ahead of supply and the provision of annual reporting to growers.	90.6% (1803 votes) support	93.29% support
	9.40% (187 votes) opposed	6.71% opposed
<b>Voter Turnout</b>	72.21%	84.36%



## RECORD-BREAKING SEASON NEARS COMPLETION

The record-breaking 2024 New Zealand supply season is nearing completion, with 1.7 million trays remaining of the 196.7 million trays exported into our markets this year.

Of this, there are 700,000 trays of SunGold conventional left to deliver, mainly in China, Singapore and Australia. In Zespri Green, there are just under 1 million trays of conventional and 53,000 trays of Green Organic left to deliver, mainly in Japan.

Many of the markets that have completed the NZ SunGold season have now transitioned to Northern Hemisphere ZGS supply. ZGS SunGold deliveries are now 48 percent through expected volumes with 9.3 million trays delivered to date, mainly to Europe, Japan and Korea. Deliveries have commenced in the US and other export countries as fruit starts to arrive in market. Green export programmes are underway for some smaller Asia markets with Europe's transition set to commence this week following the completion of the NZ supply season.



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SHAPING THE FUTURE:  
STRENGTHENING OUR RED  
KIWIFRUIT CATEGORY  
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KEEN FOR MORE ZESPRI NEWS AND INDUSTRY INFORMATION? MAKE SURE YOU CHECK OUT CANOPY!



## JASON'S VIEW

*Hi everyone,*

As we come to the end of the year, it's a great time to reflect on a strong year for the industry and the momentum we've built for the future.

While we're still closing out our final sales in the coming days, this has been a season filled with positives, and I want to extend my thanks to all growers and industry partners for your hard work.

Importantly, we've been able to secure good value for a record crop. That started with a focus on another strong harvest with exceptional fruit quality, and on driving value through our supply chain. In market we've remained steadfast in our ongoing commitment to providing premium fruit on shelves to our customers and to executing effective sales and marketing campaigns.

We've also secured some significant milestones. The industry presented a comprehensive case that Hydrogen Cyanamide can be used safely and effectively, leading to the retention of its use. I know this had created a lot of uncertainty, but the response was comprehensive and effective, underlining our commitment to safe practices in the pursuit of adding value.

Additionally, we've engaged deeply in key strategic projects, such as the expansion of our Northern Hemisphere Supply programme, which will play a crucial role in our future growth and supporting New Zealand grower returns. The way we worked through this issue – through numerous conversations across the year and a co-developed resolution for a Producer Vote – has given us a strong template to use for other industry issues we need to consider. Next year we will be applying this to share alignment to support the future of our industry.

Our brand has also continued to grow, reaching the number one spot in our Kantar Brand Power tracking results. This accomplishment reflects the hard work and dedication of our teams offshore in continuing to build a brand that resonates with our customers and stands out in the market, led by the Kiwi Brothers, as well as the strong distribution coverage we have for your fruit.

As we now look forward to the Christmas break, I hope you can all take some time to recharge and spend quality time with your family and friends, before we embark on another big season in 2025.

Thanks again for your hard work and dedication. It's been a very positive year and I am confident that we will continue to build on this success in the coming year. Enjoy the holiday season, and I look forward to seeing you all in 2025.

*Jason Te Brake*

Chief Executive Officer

# 2025 SEASON PLANNING UPDATE

The December 2025 Season Departure Forecast has already been published and before Christmas, we'll also be sharing a Plan B version with suppliers that represents a more conservative view of shipping out of New Zealand (for example, if harvest or weather or some other factor(s) mean we end up shipping less fruit out than in Plan A). The purpose of this scenario modelling is to ensure that our entire supply chain is prepared and ready for the season ahead.

We're currently refining the sales rates planning in collaboration with the in-market sales teams, and this process will continue over the coming weeks with our aim to ensure that we are maximising early season sales across all our main markets. We're also carrying out detailed in-market inventory planning to ensure we're building to target levels in our base planning but also have sufficient cool storage capacity available if things don't go to plan.

The upcoming milestones for the 2025 season include the February Official Supply Estimate (OSE) and Departure Plan, the finalisation of the 2025 Supply Agreement, and the Zespri SunGold Kiwifruit Week 7/8 monitoring round that will provide an indication of the season start timing.



## COMMERCIAL INCENTIVES NOW AVAILABLE ON CANOPY

The indicative Period 1 (KiwiStart) and Time Rates for the 2025 season have now been approved by Zespri, NZKGI and registered suppliers and can be found on Canopy under [Supply operations > Your orchard business > Grower payments](#), with the indicative Period 1 rates found on the [incentive payments page](#) and the Time rates found on the [service payments page](#).

These rates are designed to maximise the value we can return to the industry, making sure we have a good supply of high-quality fruit to meet important early season sales opportunities and fruit that stores well throughout the season.

## ZESPRI CONFIRMS SUNGOLD KIWIFRUIT SIZE 39 AS NON-STANDARD SUPPLY

**Zespri has confirmed that size 39 Zespri SunGold Kiwifruit will continue to be procured as non-standard supply for 2025 and for the foreseeable future.**

Ahead of the 2022 season, size 39 Zespri SunGold Kiwifruit was moved to non-standard supply due to the limited demand for this size and to remove impediments to harvest with slow taste accumulation in smaller sizes often leading to harvest delays. As part of this change, fruit grading weight bands on smaller sizes (33-39) were adjusted with the size 39 range narrowed at the top end (the bottom limit remained unchanged). This change captured some fruit from the higher end of the size 39 weight band into size 36 and limited the amount of fruit that fell into the size 39 weight band.

The benefits of this change has been evident in harvest over the past few seasons where it's helped improve the rate of early submit and has provided a tactical option through the non-standard supply procurement model, which can be used to manage supply volumes each season alongside demand.

Although demand for size 39 Zespri SunGold Kiwifruit is limited globally, there is still market interest to fulfill specific customer programmes, primarily in Europe. Christoph Janke, Zespri Head of Sales Europe explains "many prepacks can only be supplied with smaller sizes to meet certain price points at the shelf. Having some supply of size 39 helps to extend shelf space in the market ensuring we can compete more strongly and build up our brand visibility at shelf."

As we look ahead to 2025, the latest crop outlook indicates a market demand of approximately 1.3 million trays for Zespri SunGold Kiwifruit in size 39, particularly in Europe and a few other markets, including India. In the coming years, growth in demand for this size is expected to be subdued and will likely grow at a slower rate compared to the overall crop. Variation in demand for size 39 may occur each season, depending on total crop volumes and the supply of smaller sizes. Since size 39 is a non-standard supply size, it will be used tactically to address demand gaps during years of low crop volumes or large-size profiles. Conversely, it may also be constrained in order to limit the supply of smaller sizes in large crop volumes or smaller-size profiles. Demand for volume in this size will be reviewed and communicated in December ahead of each upcoming season.

Zespri SunGold Organic Kiwifruit size 39 will also remain as non-standard supply and will be used to support base demand predominantly in Europe. In future seasons, it may also be used tactically to fill any demand gaps, depending on the crop situation for that season. For 2025 indicative demand in this size is approximately 90k trays, which is significantly higher than the available volumes in recent seasons. Similar to conventional, demand for the season ahead will be communicated in December.



## CANOPY TIP OF THE MONTH



If you come across information you'd like to share, simply click the share button in the top right corner of the page. This will open an email with a link that you can easily forward to other colleagues working in our industry. It's a quick and efficient way to distribute important information and ensures everyone has the most up-to-date details.

# CANOPY AI PILOT UNDERWAY

We're excited to announce the launch of the Canopy AI Pilot, designed to provide faster, more accurate access to information for our growers.

This pilot programme is open to a small group of industry users who will test the system before its broader rollout early next year. Using the power of artificial intelligence, Canopy AI will improve user experience by offering detailed, personalised answers based on a specific set of documents—going beyond traditional search results.

The pilot began on December 9 and will run for at least eight weeks as we refine and improve the system. Stay tuned as we work towards making Canopy AI accessible to everyone!



# 2025 LICENCE RELEASE UPDATE

## UPDATE ON ONLINE APPLICATION FORMS FOR 2025

We're making some enhancements to the online application process for the 2025 licence release. The process will be now more streamlined and easier for applicants to complete and submit their application forms.

While you will still need to log into the Industry portal through the Canopy website, you can now complete and submit the entire application form online. The form will then be sent directly to Cooney Lees Morgan for validation, and a copy of the application form will be emailed to you.

The only exception is if you are bidding as a lessee of a property seeking to apply for a licence. In this case, once you receive a copy of the submitted application form, you will still need to get the landowner of the property to sign and get witnessed the Landowner Declaration and Deed of Undertaking page. You will need to scan and email it through separately to Cooney Lees Morgan prior to **6:00pm on Friday 7 March 2025** in order for your application to be complete and validated.

The 2025 applications will be available to complete on the Industry Portal from **Monday 24 February 2025 until 6:00pm on Friday 7 March 2025**.

### HOW TO SUBMIT A 2025 ONLINE LICENCE APPLICATION FORM:

**NOTE:** You will need to have all necessary information ready before starting your online application. This includes having a copy of your GPS map prepared for upload for the confirmation of which Blocks/KPIN your application relates to.

- **STEP 1:** Log into the Canopy website.
- **STEP 2:** Click the Industry Portal tab (under Quick links) via the Canopy homepage.
- **STEP 3:** Select the "Submit a Licence application form" button in the Industry Portal to access and complete this form. The button is available from **Monday 24 February until Friday 7 March**.
- **STEP 4:** Choose what auction you intend to bid in (Restricted or Unrestricted) – you need to submit separate application forms if you want to participate in both auctions and/or apply for multiple KPINs.
- **STEP 5:** Complete the online form by choosing from the pre-populated options available and typing your responses into the free text fields. You will also need to upload a copy of your GPS map (this is not required for Unrestricted applications that have not identified a KPIN) but is required for all other applications.
- **STEP 6:** Before submitting your application, please take the time to review your application form, then select the tick box

confirming you agree to the terms and conditions of the Licence Application Overview and Rules (LAOR).

- **STEP 7:** Click the "Submit" button. A copy of your application form will be sent to the email address that you specified on your application form along with a copy submitted directly to Cooney Lees Morgan. Check that you have received your confirmation email.
- **STEP 8:** Read through the copy of the application form that has been emailed to you to ensure the details are correct. Contact Cooney Lees Morgan ([licence.applications2025@clmlaw.co.nz](mailto:licence.applications2025@clmlaw.co.nz)) if you identify any issues that need to change.

**There are additional steps required to complete if you're bidding as the lessee of the property:**

- **STEP 1:** Once you have received the emailed copy of the submitted application form, you still need to have the Landowner Declaration and Deed of Undertaking page hand signed by the landowner and witnessed.
- **STEP 2:** Once you have this signed and witnessed, scan and email this page through to Cooney Lees Morgan at [licence.applications2025@clmlaw.co.nz](mailto:licence.applications2025@clmlaw.co.nz). This needs to be received by Cooney Lees Morgan prior to 6:00pm on **Friday 7 March 2025** in order for your application to be validated.

## OPENING RESERVE PRICES 2025

The Board has approved the opening reserve prices for the 2025 Zespri SunGold Kiwifruit licence release. These prices are set at a 25 percent discount from the 2024 closing price for each pool, in line with the original methodology approved by the Board back in 2022. The 2023 reserve prices were adjusted to a 33.3 percent discount due to reduced Green returns caused by quality issues. However, as the industry has now addressed these quality concerns, we are reverting to the original methodology of 25 percent discount.

Restricted Zespri SunGold Kiwifruit (Hayward/Green14 cutover)	\$295,000 (excluding GST)
Unrestricted Zespri SunGold Kiwifruit	\$318,000 (excluding GST)

### SUPPORT WILL BE AVAILABLE TO GROWERS

Supporting materials and FAQs will be available on Canopy under [Supply and operations > Your orchard business > Licences > Buying a licence as they are created](#). If you have any questions, the Zespri Licence Team is here to help and you can reach them at 07 572 6440 or by emailing [new.cultivars@zespri.com](mailto:new.cultivars@zespri.com).

## KEY DATES - UPDATED TIMELINE

DATE	DETAILS
Dec 2024 - Late January 2025	Further supporting licence release information published.
24 February 2025	Zespri SunGold Kiwifruit Licence Application Overview and Rules (LAOR) and Supplemental Information is published on Canopy and pre-approval process opens.
7 March 2025	Pre-approval process closes at 6:00pm. Applications must be received by Cooney Lees Morgan by this time.
8 April 2025 Onwards	Cooney Lees Morgan commences notification of Approval to Bid to eligible applicants.
5 and 7 May 2025	Auctions run. <ul style="list-style-type: none"> <li>• Restricted SunGold auction commences at <b>9.00am on 5 May 2025</b>.</li> <li>• Unrestricted SunGold auction commences at <b>9.00am on 7 May 2025</b>.</li> </ul>



## SUNGOLD UNRESTRICTED - NO PROPERTY/KPIN RULE CHANGE

- You can now submit an application for the SunGold Unrestricted pool without an identified property or KPIN, if you don't have one at the time of application. This change allows bidders who haven't finalised a property transaction or are still securing land to apply for a Licence. However, if you do have a KPIN, please include the details in your online application form.
- Any Unrestricted application submitted without a Property/KPIN that is successful in the auction, must provide a KPIN to the Zespri Licence Team prior to the 30 October 2025 (this being a 6 month window after the auction) to secure the Licence.

- Applicants who do not identify a property/KPIN at the time of application must be the owners (not lessees) of the property that is eventually identified. The only exception to this rule (i.e. the only circumstances under which a lease will be acceptable) is if the lessee and the landowner have essentially the same ownership, as determined solely by Zespri.

We've updated the rules to move away from needing 100 percent identical ownership. Now, it's about having 'essentially the same' ownership. This change allows for situations where any differences between the landowner and the lessee's ultimate beneficial owners are very minimal and insubstantial.

If you are submitting an application for a property/KPIN that already has a lease in place and you identify that property/KPIN at the time of application, the above rule does not apply.

An example of this rule change can be found on [Canopy under Supply and operations > Your orchard business > Licences > Buying a licence.](#)

**If you are considering applying without a property/KPIN and intend to bid as a landowner or lessee and are unsure of what this rule change means for you, you can reach out to the Zespri Licence Team for assistance.**

## SUNGOLD LICENCE RELEASE RULES

### THE SUNGOLD RESTRICTED [HAYWARD/GREEN14] CUTOVER POOL:

- ✓ This pool will be allocated 150 hectares in 2025.
- ✓ Will be in an ascending-price open auction.
- ✓ Applicants must provide a KPIN at the time of application.
- ✓ The area being cut over must have supplied Hayward or Green14 fruit to Zespri for the last two years (2023 and 2024).
- ✓ Maximum bid per bidding entity is 3 hectares per KPIN.
- ✓ A bidder must be the landowner or lessee of the orchard being bid on (with a lease of at least seven years to run at the time of application).
- ✓ A GPS map is required to be supplied with every application
- ✓ The licence will have to be planted in full on the KPIN associated with the application and will not be able to be grafted on other orchards/KPINs.
- ✓ The 'use it or lose it' two-year rule applies with planting or grafting required before 31 January 2027.

### THE SUNGOLD UNRESTRICTED [OPEN] POOL:

- ✓ This pool will be allocated 250 hectares in 2025.
- ✓ Bidding will be in an ascending-price open auction.
- ✓ Applicants are not required to provide a KPIN at the time of application, provided that a KPIN is submitted to Zespri by no later than October 30, 2025 (six months after the auction).
- ✓ Maximum bid is 20 hectares per bidding entity (can be across multiple KPINs). Additionally with this rule, the bidding entity must be the landowner (exact land ownership structure and bidding entity) and not the lessee, unless the lessee has essentially the same ownership, as determined solely by Zespri. (with a lease of at least seven years to run at the time the licence being allocated to a KPIN).
- ✓ The licence will have to be planted in full on the KPIN where the Licence is initially allocated and will not be able to be grafted on other orchards/KPINs.
- ✓ The 'use it or lose it' three -year rule applies with planting or grafting required before 31 January 2028.



## ZESPRI GLOBAL SUPPLY UPDATE

## DECEMBER FIELD DAYS IN FRANCE AND ITALY

As summer progresses in New Zealand, kiwifruit growers in the Northern Hemisphere are deep in their winter preparations. This month, ZGS is organising a series of field days and events to connect with growers and share the latest research and practices.



Indoor event with growers in Italy run by Innovation and OPC teams.

A key focus has been on pest management, particularly on the Brown Marmorated Stink Bug (BMSB) with events in Italy shedding light on results of trials that are aimed at managing this pest. These sessions also delve into orchard recovery projects, emphasising root health and its role in sustaining long-term productivity.

In regions like Calabria, the discussion broadens to include orchard cooling strategies, with demonstrations of how data loggers can track chilling hours—an important factor in ensuring successful bud development. Sessions here also explore starch sampling, and offer practical guidance on refining pruning strategies to optimise canopy management.



Field day in Calabria (Italy).

Meanwhile, field days in France are focusing on innovation and adaptation. In the Southern region of Adour, growers are sharing insights on Kiwifruit Vine Decline Syndrome (KVDS) while in Garonne, discussions are turning to climate resilience. Here, feedback from recent trials highlights ways to mitigate the impact of climate variability, alongside exploration of practices tied to the Bounty initiative.

The month wraps up with another event in Lazio, Italy, revisiting the outcomes of BMSB trials and other topics like chilling hours, starch sampling, and advanced pruning techniques. These discussions serve as a capstone to the December activities, reinforcing the focus on research-driven solutions to common challenges.



### BRIDGING THE GAP

The Global Extension team would like to thank you for your hard work this year regarding Zespri GAP. Your efforts play a crucial role in building the brand that our customers have come to love and trust.

We have been working on breaking Zespri GAP into manageable sections throughout the year. Our "Bridging the GAP" newsletter contains helpful reminders, tips, and tricks for completing the Zespri GAP requirements. To sign up for the newsletter, please send an email to [extension@zespri.com](mailto:extension@zespri.com). This will set you up for a smooth start to 2025!

### DIGITAL TOOL ON THE HORIZON

We understand the frustrations that growers experience with GAP, so the Grower Enablement stream of the Horizon Programme is exploring ways to utilise digital tools to streamline compliance for growers. Our goal is to reduce duplication and manual processes involved in GAP inspections. Developing and implementing these new tools will take time, but we'll keep you updated as these progress.

## RED19 MATURITY REVIEW CHANGE FOR 2025

Following a review of Red19 maturity criteria, the following change will apply in the 2025 season:

A Delayed Brix Clearance will be available for Maturity Areas with an average Brix of  $\geq 8.5^\circ$  to  $<9.0$ , average firmness of  $\geq 6.0$  Kgf (as opposed to 6.2 Kgf) and a Dry Matter Threshold (DMT)  $\geq 17.2\%$  in the latest sample results. In these instances, delayed clearance will be granted 4 days from date of sample collection (without any action required from postharvest).



# SHAPING THE FUTURE: STRENGTHENING OUR RED KIWIFRUIT CATEGORY

The red kiwifruit category plays a crucial role in Zespri's product portfolio. RubyRed Kiwifruit allows us to offer consumers a full portfolio of Green, Gold and Red kiwifruit varieties – alongside our organic fruit – ensuring we remain relevant and meet the differing preferences of our global consumers. As part of our ongoing commitment to the success of RubyRed Kiwifruit, Zespri is continuing to explore how we can further extend the Zespri RubyRed sales period in order to build on strong demand for our fruit and to maximise the value we can return to growers.

### MARKET SIGNALS

Red kiwifruit uniquely appeals to customers due to its vibrant colour, sweet taste, and nutritional benefits. The fruit's striking red flesh attracts attention and differentiates it from other kiwifruit varieties. Consumers are increasingly looking for visually appealing and healthy options, and kiwifruit meets these demands. Kiwifruit also contains vitamins, antioxidants, and fibre, making it a desirable choice for health-conscious consumers. We've seen the novelty of red kiwifruit attract new buyers and appeal to younger audiences who are often drawn to unique and exotic fruits.

### STRENGTHENING RED19 FOR LONG-TERM SUCCESS

Zespri looks forward to continuing to work with growers to continue to support our Red Kiwifruit offering, building on the promise we've seen with fruit from mature orchards which shows the exciting potential of the variety.

Red19 has allowed us to establish a strong platform for the Red category, and by bringing an exciting product to market we've continued to build demand amongst consumers.

With it still a relatively new variety, Zespri is continuing to explore how we can best respond to some of the initial challenges we've experienced with Red19, including smaller fruit size for some growers and a short shelf life.

Our innovation programme is looking at how we can support a larger size profile and exploring modified atmosphere packaging for geographical expansion beyond Asia to help realise the potential of the red kiwifruit category for Zespri and growers.

Carla Nina, Zespri Red Product Portfolio Head, recognises the importance of innovation in solving our challenges, stating, "Our ultimate goal is to deliver a high-quality fruit experience to our consumers while ensuring sustainable long-term value delivery to our growers. By addressing the challenges we face with Red19 and leveraging the world-class capabilities of our breeding programme, we aim to ensure the long-term success of the red kiwifruit category for Zespri".

### NEW CULTIVAR INNOVATION

Additionally, Zespri and Plant and Food Research have been working through our new cultivar development programme at the Kiwifruit Breeding Centre (KBC) to continue to advance the red kiwifruit category. This includes further developing a potential new red cultivar currently in pre-commercial trials.

The pre-commercial trials for this new red variety commenced in 2023, with Zespri conducting in-market sensory trials in 2024. To date, the new red variety has shown positive results, showcasing fruit flavours similar to Red19, with early trial results suggesting the variety may complement Red19 under the Zespri RubyRed trademark

## INNOVATION



and help return more value to RubyRed growers.

Expanding Zespri RubyRed's presence in the market, both by optimising Red19 and exploring alternative Red varieties, will continue to help drive demand and assist in securing more value for RubyRed Kiwifruit growers. Pre-commercial trials are continuing, with Zespri assessing this variety's ability to complement Red19 and offer a strong RubyRed Kiwifruit offering to our global consumers.

If you wish to discuss the RubyRed Kiwifruit category, please contact Zespri Red Grower Relations Manager Sue Groenewald at [sue.groenewald@zespri.com](mailto:sue.groenewald@zespri.com).



Competitors' red kiwifruit is taking shelf space alongside Zespri SunGold and Zespri Green. A clear reason why Zespri needs a strong portfolio of red, gold, and green kiwifruit, including being able to sell Zespri RubyRed in stores for longer.



# SHARES UPDATE: DECEMBER

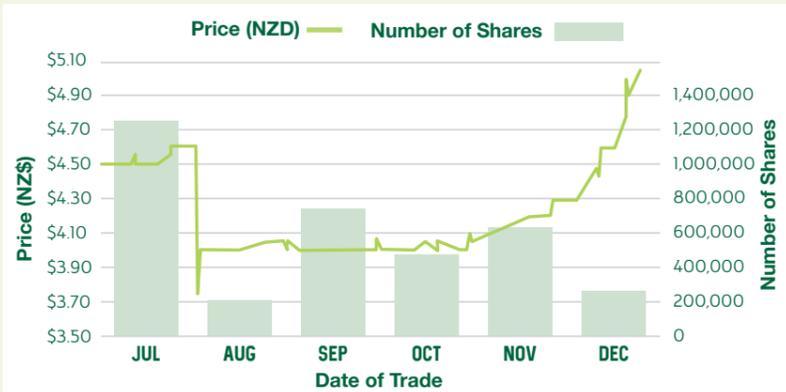
## WHAT'S HAPPENING IN THE MARKET

BIDS (BUYERS)		
Orders	Quantity	Price (\$)
1	39,200	\$5.05
1	24,836	\$5.00
1	3,000	\$4.80
1	3,000	\$4.60
1	15,625	\$4.40
1	7,000	\$4.30
1	11,453	\$4.30
1	11,453	\$4.30

OFFERS (SELLERS)		
Orders	Quantity	Price (\$)
1	3,000	\$5.20
1	3,000	\$5.40

LAST 10 TRADES			
Date	Quantity	Price (\$)	Value (\$)
17/12/2024	33,150	\$5.05	\$167,407.50
13/12/2024	3,000	\$4.90	\$14,700.00
13/12/2024	3,000	\$5.00	\$15,000.00
13/12/2024	59,938	\$4.80	\$287,702.40
09/12/2024	13,000	\$4.60	\$59,800.00
06/12/2024	20,000	\$4.60	\$92,000.00
05/12/2024	25,000	\$4.60	\$115,000.00
05/12/2024	2,000	\$4.60	\$9,200.00
04/12/2024	50,000	\$4.50	\$225,000.00
04/12/2024	10,220	\$4.50	\$45,990.00

### ZESPRI GROUP LIMITED SHARE TRADES: JULY 2024 TO DECEMBER 2024



The graph above shows the price per share that has been traded with USX and the total number of shares traded.

The Zespri share price dropped from \$4.50 on 31 July to \$3.75 on 1 August as expected, following the shares going ex-dividend that same day. The dividend of \$0.75 per share was paid on 9 August.

### WANT TO DISCOVER MORE?

To get a list of the price for current buyers and sellers, Market depth, last 10 trades, and market announcements go to <http://www.usx.co.nz>. The Zespri Group Limited listing code is 'ZGL'.

Follow us on **reap** for our mobile IR experience  
Go to [www.reapapp.io](http://www.reapapp.io) to download the app.

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 website will always provide the most up to date information held by Zespri.

### SHARES AT A GLANCE AS AT 17 DECEMBER 2024

#### OVERSHARED SHARES REQUIRED TO BE SOLD - JANUARY



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.

#### DRY SHARES CONVERTING TO B CLASS - DECEMBER



The Constitution states that Dry Shareholders (growers who no longer supply Fruit to Zespri) will cease to receive dividend payments three years after becoming Dry and will be converted to B class shares.

#### TOTAL NUMBER OF CLASS B SHARES AS AT 17 DECEMBER 2024



This is the number of shares that are no longer eligible for dividend payments.

#### DIRECTOR SHARE TRADING AS AT 17 DECEMBER 2024



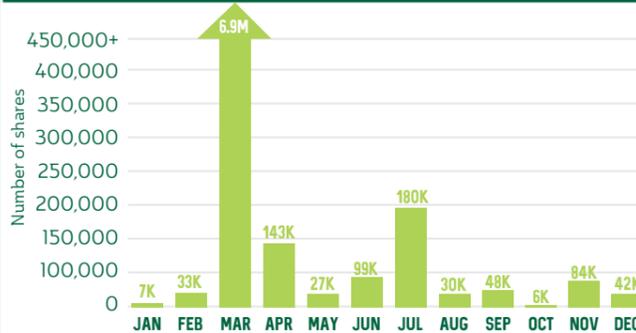
Shares traded by entities associated with Zespri Directors.

## OUR SHAREHOLDERS

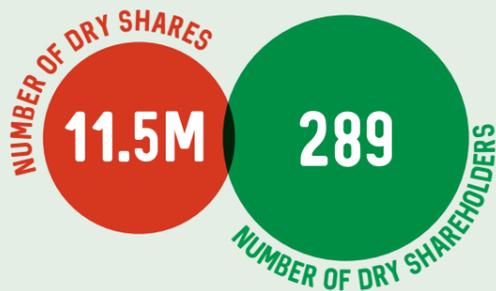
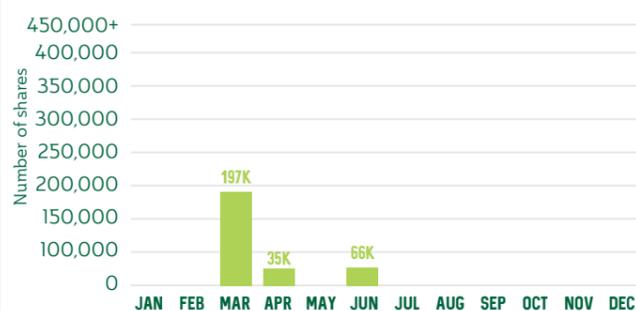


### DRY AND OVERSHARED SHARES

#### DRY SHARES CONVERTING TO B CLASS FOR THE NEXT 12 MONTHS B CLASS SHARES ARE NOT ELIGIBLE FOR DIVIDENDS



#### OVERSHARED SHARES REQUIRED TO BE SOLD [FOR THE NEXT 12 MONTHS]



DISCLAIMER: The above figures are a snapshot in time and are subject to change at any time due to shares being traded.



## LOOKING TO BUY ZESPRI SHARES?

### WHO CAN PURCHASE SHARES?

Our current producers are eligible to purchase shares in Zespri. The share entitlement for each landowner and lessee of a current producing orchard is calculated based on the historical production of the orchard(s). Contact us if you would like more information about your share entitlement.

### OFF-MARKET TRADING

This is a share trade that does not involve a broker. The buyer and seller will agree on a price, complete an Off-Market Transfer form and return this to Zespri for processing.

### ON-MARKET SHARE TRADING

Your broker will assist you to register your account with them and trade on your behalf through the Unlisted Securities Exchange (USX) platform. Once you are registered, they take care of most of the paperwork for you.

### CHOOSE A USX-APPROVED BROKER



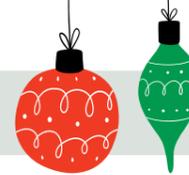
### SHARES AVAILABILITY BOARD

The Shares Availability Board on the Canopy website is a place for sellers to advertise their shares for sale, and for buyers to advertise their interest in purchasing shares. This board is solely for matching buyers with sellers. Zespri will not be involved in matching parties or setting a price for the sale of shares.

There are currently no sellers with shares listed for sale, and there are 22 buyers seeking 1,580,000 shares on the [Shares Availability Board](#).

You can register your shares for sale, or your interest to buy shares at Canopy > [Supply and operations](#) > [Your orchard business](#) > [Shares availability board](#).

If you don't have access to the Canopy as a dry shareholder, please get in touch with the Zespri Shares team at [shares@zespri.com](mailto:shares@zespri.com).



# 2024/25 PROGRESS PAYMENTS FOR FEBRUARY AND MARCH

CLASS 1 - APPROVED PROGRESS PAYMENT 14 FEBRUARY 2025	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42	46
Zespri Green	\$0.46	\$1.20	\$1.20	\$0.95	No payment	No payment	No payment	No supply
Zespri Organic Green	\$0.63	\$1.00	\$1.00	\$0.70	\$0.50	\$0.50	\$0.75	No supply
Zespri Gold3	\$0.78	\$0.85	\$0.75	\$0.80	\$0.70	No supply	No supply	No supply
Zespri Organic Gold3	\$0.86	\$0.75	\$0.90	\$0.85	\$0.95	No supply	No supply	No supply
Zespri Red19	\$0.23	\$0.80	\$0.50	\$0.45	\$0.30	\$0.30	\$0.20	\$0.15
Zespri Green14	\$0.31	No payment	\$0.15	\$0.35	\$0.30	\$0.30	\$0.30	No supply

CLASS 1 - INDICATIVE PROGRESS PAYMENT 14 MARCH 2025	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42	46
Zespri Green	\$0.11	\$0.10	\$0.20	\$0.25	No payment	No payment	No payment	No supply
Zespri Organic Green	\$0.30	\$0.30	\$0.30	\$0.30	\$0.30	\$0.30	\$0.30	No supply
Zespri Gold3	\$0.15	\$0.15	\$0.15	\$0.15	\$0.15	No supply	No supply	No supply
Zespri Organic Gold3	\$0.15	\$0.15	\$0.15	\$0.15	\$0.15	No supply	No supply	No supply
Zespri Red19	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
Zespri Green14	\$0.10	No payment	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	No supply

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

CLASS 2 - APPROVED PROGRESS PAYMENT 14 FEBRUARY 2025	AVERAGE ON NET SUBMIT	16/18/22	27	30	33	36	39	42
Class 2 Zespri Green	\$0.67	\$0.70	\$0.70	\$0.70	\$0.70	\$0.70	\$0.70	\$0.20
Class 2 Zespri Organic Green	\$1.26	\$1.50	\$1.50	\$1.50	\$1.50	\$1.00	\$1.00	\$0.80
Class 2 Zespri Gold3	\$0.82	\$0.90	\$0.60	\$1.10	\$0.90	\$0.80	\$1.80	No supply

NON-STANDARD SUPPLY - APPROVED PROGRESS 14 FEBRUARY 2025	39	46
Zespri Green	No supply	\$0.05
Zespri Gold3	\$1.20	No supply
Zespri Organic Gold3	\$2.50	No supply

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



## 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.

For Green Conventional sizes 25/27 and 30/33, final February progress payment rates have reduced slightly against indicative rates, as a result of fruit quality.

Progress payments for Green Conventional sizes 36/39 and 42 have been particularly impacted by increased volume and the updated shipping schedule. The fruit is now going later in the year resulting in more being paid out in time payments and less as progress payments. As a result, there are no further progress payments scheduled in these sizes until April 2025 based on the current forecast, with the majority of the progress payments paid in July 2024.

### February 2025 approved progress payments on Net Submit trays

Approved per tray progress payments for 14 February 2025:

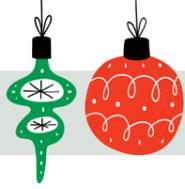
Class 1	
Zespri Green	\$0.46
Zespri Organic Green	\$0.63
Zespri Gold3	\$0.78
Zespri Organic Gold3	\$0.86
Zespri Red19	\$0.23
Zespri Green14	\$0.31

### March 2025 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 14 March 2025:

Class 1	
Zespri Green	\$0.11
Zespri Organic Green	\$0.30
Zespri Gold3	\$0.15
Zespri Organic Gold3	\$0.15
Zespri Red19	\$0.10
Zespri Green14	\$0.10





# CLASS 1 FRUIT AND SERVICE PAYMENTS AND TIMINGS

(INCLUDING LOYALTY PREMIUM)

The tables below show the actual payments to date and, in the shaded area, an indication of forecast payments based on the November 2024/25 Forecast. The shaded area may change as we update our forecasts during the season.

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 is 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.
- YTD amounts for Pack and Time may move from previous *Kiwifliers* due to SLAs being paid late in a month.

ZESPRI GOLD3 JANUARY								ZESPRI ORGANIC GOLD3 JANUARY								ZESPRI RED19 JANUARY							
ISO month	Submit	Pack and Time	KiwiStart/Supplier Accountability	Taste Zespri	Progress	Total payment / TE Supplied	% of Pool Paid YTD	Submit	Pack and Time	KiwiStart/Supplier Accountability	Taste Zespri	Progress	Total payment / TE Supplied	% of Pool Paid YTD	Submit	Pack and Time	KiwiStart/Supplier Accountability	Taste Zespri	Progress	Total payment / TE Supplied	% of Pool Paid YTD		
Apr-24	\$3.60	\$0.13				\$3.73	22%	\$3.60	\$0.07				\$3.67	19%	\$5.10						\$5.10	25%	
May-24		\$0.06				\$3.79	23%		\$0.10				\$3.77	19%							\$5.10	25%	
Jun-24		\$0.14				\$3.93	24%		\$0.09				\$3.86	20%							\$5.10	25%	
Jul-24		\$0.08		\$0.72	\$1.78	\$6.51	39%		\$0.21		\$1.38	\$2.50	\$7.95	41%					\$11.75		\$16.85	81%	
Aug-24		\$0.34	\$0.57	\$1.00	\$0.63	\$9.04	55%		\$0.35	\$0.58	\$1.88	\$0.05	\$10.81	56%			-\$0.08		\$0.72		\$17.49	84%	
Sep-24		\$0.47	\$0.00	\$0.54	\$0.33	\$10.38	63%		\$0.44	\$0.00	\$1.30	\$0.07	\$12.62	65%					\$1.14		\$18.63	90%	
Oct-24		\$0.88	\$0.59	\$0.29	\$0.41	\$12.55	76%		\$0.42	\$0.63	\$0.26	\$1.40	\$15.33	79%					\$0.44		\$19.07	92%	
Nov-24		\$0.37	\$0.01	\$0.73	\$0.78	\$14.44	87%		\$0.05	\$0.02	\$1.24	\$0.62	\$17.26	89%					\$0.34		\$19.41	93%	
Dec-24		\$0.13	\$0.01	\$0.02	\$0.79	\$15.38	93%		\$0.09	\$0.02	\$0.00	\$0.75	\$18.11	93%					\$0.77		\$20.19	97%	
Jan-25			\$0.01			\$15.40	93%			\$0.02			\$18.13	93%							\$20.19	97%	
Feb-25			\$0.01	\$0.00	\$0.78	\$16.19	98%			\$0.02	\$0.00	\$0.86	\$19.00	98%					\$0.23		\$20.42	98%	
Mar-25			\$0.01		\$0.15	\$16.35	99%			\$0.02		\$0.15	\$19.17	99%					\$0.10		\$20.52	99%	
Apr-25					\$0.10	\$16.45	99%					\$0.10	\$19.27	99%					\$0.02		\$20.54	99%	
May-25						\$16.45	99%						\$19.27	99%							\$20.54	99%	
Jun-25					\$0.12	\$16.57	100%					\$0.12	\$19.39	100%					\$0.23		\$20.77	100%	
Paid YTD	\$3.60	\$2.60	\$1.19	\$3.29	\$4.72	\$15.40		\$3.60	\$1.82	\$1.25	\$6.07	\$5.39	\$18.13		\$5.10	\$0.00	-\$0.08	\$0.00	\$15.17		\$20.19		
Balance to pay	\$0.00	\$0.00	\$0.02	\$0.00	\$1.15	\$1.18		\$0.00	\$0.00	\$0.03	\$0.00	\$1.23	\$1.26		\$0.00	\$0.00	\$0.00	\$0.00	\$0.59		\$0.59		
Total fruit and service payments - 2024/25 Forecast							\$16.57	Total fruit and service payments - 2024/25 Forecast							\$19.39	Total fruit and service payments - 2024/25 Forecast							\$20.77

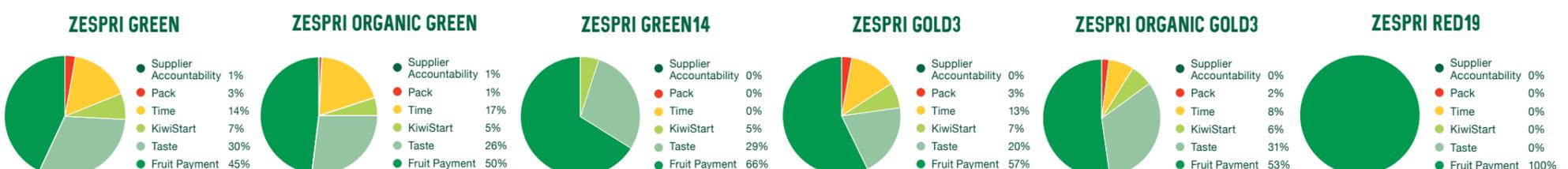
ZESPRI GREEN JANUARY								ZESPRI ORGANIC GREEN JANUARY								ZESPRI GREEN14 JANUARY							
ISO month	Submit	Pack and Time	KiwiStart/Supplier Accountability	Taste Zespri	Progress	Total payment / TE Supplied	% of Pool Paid YTD	Submit	Pack and Time	KiwiStart/Supplier Accountability	Taste Zespri	Progress	Total payment / TE Supplied	% of Pool Paid YTD	Submit	Pack and Time	KiwiStart/Supplier Accountability	Taste Zespri	Progress	Total payment / TE Supplied	% of Pool Paid YTD		
Apr-24	\$2.73	\$0.02				\$2.75	24%	\$2.75					\$2.75	19%	\$2.95						\$2.95	23%	
May-24		\$0.08				\$2.82	25%		\$0.03				\$2.78	19%							\$2.95	23%	
Jun-24		\$0.05	\$0.00			\$2.87	25%		\$0.03				\$2.81	20%							\$2.95	23%	
Jul-24		\$0.03		\$0.60	\$1.07	\$4.57	40%		\$0.08		\$0.65	\$1.95	\$5.48	38%		\$0.02		\$1.28	\$1.78		\$6.03	47%	
Aug-24		\$0.12	\$0.37	\$0.90	\$0.05	\$6.01	52%		\$0.13	\$0.37	\$1.07	\$0.29	\$7.35	51%				\$0.29	\$1.28	\$0.23	\$7.82	61%	
Sep-24		\$0.22	\$0.00	\$0.64	\$0.05	\$6.92	60%		\$0.25	\$0.00	\$0.54	\$0.50	\$8.64	60%				\$0.38	\$1.94		\$10.14	80%	
Oct-24		\$0.67	\$0.47	\$0.55	\$0.05	\$8.65	75%		\$1.07	\$0.41	\$0.59	\$0.13	\$10.83	75%				\$0.30	\$0.27		\$10.72	84%	
Nov-24		\$0.61	\$0.01	\$0.86	\$0.12	\$10.25	89%		\$0.88	\$0.01	\$0.98	\$0.13	\$12.84	89%				\$0.73	\$0.23		\$11.68	92%	
Dec-24		\$0.10	\$0.01	\$0.02	\$0.28	\$10.67	93%		\$0.06	\$0.01	\$0.02	\$0.14	\$13.08	91%					\$0.36		\$12.05	94%	
Jan-25			\$0.01			\$10.68	93%			\$0.01			\$13.09	91%							\$12.05	94%	
Feb-25			\$0.01	\$0.00	\$0.46	\$11.16	97%			\$0.01	\$0.00	\$0.63	\$13.74	95%				\$0.00	\$0.31		\$12.35	97%	
Mar-25			\$0.01		\$0.11	\$11.28	98%			\$0.01		\$0.30	\$14.05	98%					\$0.10		\$12.45	98%	
Apr-25					\$0.07	\$11.36	99%					\$0.18	\$14.23	99%					\$0.10		\$12.55	98%	
May-25						\$11.36	99%						\$14.23	99%							\$12.55	98%	
Jun-25					\$0.14	\$11.49	100%					\$0.17	\$14.40	100%					\$0.20		\$12.76	100%	
Paid YTD	\$2.73	\$1.89	\$0.88	\$3.56	\$1.62	\$10.68		\$2.75	\$2.53	\$0.82	\$3.85	\$3.14	\$13.09		\$2.95	\$0.02	\$0.59	\$3.67	\$4.81		\$12.05		
Balance to pay	\$0.00	\$0.00	\$0.02	\$0.00	\$0.79	\$0.81		\$0.00	\$0.00	\$0.03	\$0.00	\$1.28	\$1.31		\$0.00	\$0.00	\$0.00	\$0.00	\$0.71		\$0.71		
Total fruit and service payments - 2024/25 Forecast							\$11.49	Total fruit and service payments - 2024/25 Forecast							\$14.40	Total fruit and service payments - 2024/25 Forecast							\$12.76

Note 1: The submit and Progress payments detailed in the tables are based on net submit trays.  
 Note 2: Rates per TE of \$0.00 have values of less than \$0.005.

Note 3: Loyalty has been removed from the table due to the change in loyalty payments now being based on Gross submit.  
 Amounts above are not rounded to two decimal places, therefore rounding differences may apply.

## 2024/25 SEASON GROWER PAYMENT PORTIONS – TOTAL FRUIT AND SERVICE PAYMENTS

2024/25 NOVEMBER FORECAST





## ZESPRI IN THE COMMUNITY

# ZESPRI SUPPORT EASTERN REGION LIFEGUARDS PREPARE FOR A SAFE SUMMER AT THE NATIONAL LIFEGUARD SCHOOL

**Five surf lifeguards from the Eastern Region have attended what's considered the pinnacle of training for surf lifeguards, the Surf Life Saving New Zealand (SLSNZ) National Lifeguard School, thanks to Zespri.**

Rian Butler and Leo Morley from Waihi Beach Surf Lifesaving Club, Dominic Sutton from Whangamata Surf Club, Amelia Wood from Whiritoa Surf Club and Flynn Weatherall from Omanu Surf Life Saving Club were selected from top lifeguards from around New Zealand to attend the prestigious National Lifeguard School from 28 November to 1 December at Mount Maunganui.

After completing the school, they received Surf Life Saving New Zealand's highest surf lifeguard qualification – the Advanced Lifeguard Award.

SLSNZ Education Manager Belinda Slement says, "This is the pinnacle event for surf lifeguard training. Following the intensive three-day programme, they have the skills and knowledge to make quick decisions and direct their patrol members when challenging situations happen and lives are on the line."

To be accepted for the school, all trainees had to meet some tough prerequisites, including swimming 800 metres in sub-14 minutes, and running three kilometres in under 20 minutes. They are all experienced inflatable rescue boat drivers, hold first aid qualifications, and have experience as a Patrol Captain.

"These lifeguards have one of the most important roles in Aotearoa. They know they will be called on to save lives and are committed enough to get into peak physical and mental condition to do the very best job."

At the school they were taught theory and practical skills, with recreations of some of the more difficult and demanding emergency situations surf lifeguards face, including mass rescue scenarios, advanced first aid, patient care, search and rescue operations, and advanced rock rescues.

Zespri Head of Global Public Affairs Michael Fox says Zespri is proud to have helped support the candidates from the Eastern Region attend the school.

"Our surf lifesavers play an incredibly important role in our communities, helping to keep our Bay of Plenty beaches safe over summer.

"We know there's a huge amount of work that goes into making sure our surf lifeguards are well prepared for the busy summer months, with this intensive National Lifeguard School training ensuring they are fit, skilled and ready to hit the beach to ensure the safety of beachgoers and their friends and whānau.

"It's fantastic to see these young lifeguards develop new knowledge and skills through this training which will also be passed onto members at their local clubs," says Michael.

Belinda said the support from Zespri made a huge difference to the success of the programme, which helps surf lifeguards respond to serious incidents which can sadly sometimes result in a fatality.



Eastern Region surf lifeguards at the National Lifeguard School. Left to right: Rian Butler, Dominic Sutton, Amelia Wood, Flynn Weatherall and Leo Morley.

## KIWIS SUPPORTING KIWI OLYMPIAN ON THE WORLD STAGE

Zespri is proud to sponsor two-time New Zealand Olympic cycling champion Ellesse Andrews compete in the UCI Track Champions League.

The Champions League includes events in Europe in November and December and follows Ellesse's recent success at the Paris Olympics winning three medals – two golds and a silver – making her the second New Zealander, after Dame Lisa Carrington, to win three Olympic medals at a single Games.

While racing in the league's events in Paris, the Netherlands and London, Ellesse is proudly wearing

the Zespri logo with a branded skinsuit and helmet, with the races broadcast globally.

Ellesse Andrews says she's really excited to have partnered with Zespri for the UCI Track Champions League.

"Grateful for the opportunity to partner with such an awesome, New Zealand born company, who are aligned with my personal beliefs of healthy living and well-being, while continually seeking the utmost high performance."



Ellesse Andrews in action in Paris. Photo credit: @swpix\_cycling.

## 2025 ZESPRI INDUSTRY GOVERNANCE DEVELOPMENT PROGRAMME APPLICATIONS OPEN!

**Do you have strong leadership skills? Are you looking for governance roles in the kiwifruit industry and wider community?**

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

This bespoke programme includes:

- The Institute of Directors Company Directors Course
- Domestic governance tour to meet with other primary sector business leaders around the country
- Interaction with Zespri Board and Executive members
- Quarterly forums with leaders of New Zealand business
- Public speaking and personal brand support.

**Applications close on February 5 2025.**

Head to our Scholarships page on Zespri.com [here](#) for more information and to download the IGDP guide and application form.

Still have questions? Email: [scholarships@zespri.com](mailto:scholarships@zespri.com).



## Q&A FROM THE FIELD

### KEY CONTACTS

Grower & Industry Relations Manager  
Malkit Singh: 027 665 0121

Sylvia Warren – Gisborne, Ōpōtiki,  
Whakatāne, Pukehina, Pongakawa:  
022 101 8550

Brad Ririnui – Tauranga, Paengaroa,  
Hawke's Bay: 021 757 843

Robin Barker-Gilbert – Katikati,  
Lower North Island, Nelson:  
027 779 5910

Grower Relations Managers  
Sue Groenewald – GRM Red,  
Athenree, Waihi, Coromandel:  
027 493 1987

Jemma Pryor – Te Puke:  
027 283 6192

Richard Jones – Waikato, Auckland,  
Northland, Ōropi, Omanawa, Lower  
Kaimai: 027 255 6497

Teresa Whitehead - Organics:  
027 257 7135

### When will I receive my Loyalty Payment?

We will be making Loyalty payments directly to your nominated bank accounts. These payments are scheduled for January and June 2025, and are traditionally paid on the 15th of every month.

To ensure timely payment, it's important we have your correct GST and bank account on file. If you have changed bank account or you're unsure whether we have these details please contact our Grower Support Services Team on 0800 155 355 or via email to [contact.canopy@zespri.com](mailto:contact.canopy@zespri.com).

For more information about Loyalty payments, visit [Canopy > Supply and operations > Your orchard business > Grower payments > Loyalty payments](#).

### What do I need to do in Maturity Clearance System (MCS) leading up to the 2025 harvest?

To ensure a smooth harvest, it is essential that you log into MCS and verify your orchard information. Log into Canopy and find the link to the Maturity Clearance System under quicklinks or under [Tools > Tools and systems > Maturity Clearance System](#). We'll need you to confirm your orchard contact (this is the designated person for all sampling inquiries), as well as updating any hazard information which now includes confirmation of dogs on-site and any other site/access requirements. These details must be verified annually and a sample cannot be requested until this is complete.

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

The Zespri Residue Programme helps mitigate the risk of residues and protects Zespri's premium brand in the marketplace. Each year, Zespri conducts pre-season testing, in which randomly selected orchards are sampled well before harvest to understand and mitigate the risk certain compounds may cause by identifying areas of potential risk for the upcoming season.

If you have received an email advising you have been selected for pre-season testing, and would like to have a sample taken from your orchard, please ensure you respond to the email with permission, and update all of your orchard information/hazards/contacts through the MCS system. Pre-season sample collection will start the week beginning 15 January 2025. Please note, pre-season testing does not replace the pre-harvest test.

## FAREWELLING RICHARD JONES

Richard Jones has made the decision to leave Zespri and will depart at the end of the year. Richard has been with Zespri for three years as a Grower Relations Manager looking after growers in Northland, Auckland, Waikato and Tauranga.

Richard has contributed towards strengthening Zespri's connection with regional growers and we would like to acknowledge this contribution, and wish him all the best for the future.

We'll be kicking off the recruitment process to replace the Grower Relations manager role in January 2025. In the meantime, growers in Northland, Auckland, Waikato, and Tauranga can contact the Grower and Industry Relations Manager, Malkit Singh or any of the Grower Relations Managers.



## SURFING FOR FARMERS [SFF] IS BACK FOR SUMMER

Surfing for Farmers (SFF) is a nationwide initiative supporting the well-being of farmers and growers by offering a break from the daily routine and a chance to connect with others in the great outdoors.

Join us for a surf session at a beach near you—no experience needed, and all gear is provided. It's the perfect way to unwind, recharge, and connect with your local community.

A huge thank you to Zespri for supporting us as a Grassroots Sponsor for the 6th year running!

Head to our website at [surfingforfarmers.com](http://surfingforfarmers.com) to learn more and register for an upcoming session at one of the 25 beaches around NZ.



Farmers and growers taking a lesson in Gisborne last summer.

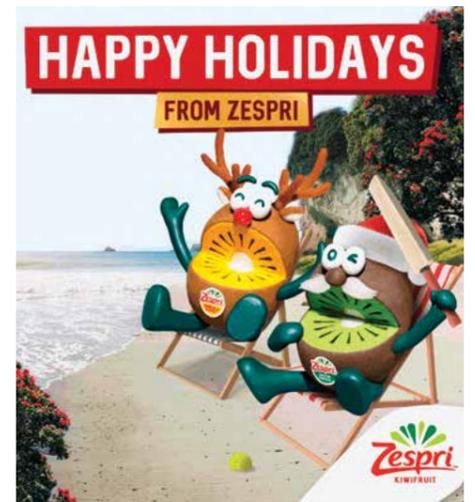
## CHRISTMAS SHUTDOWN HOURS

Zespri's New Zealand office will close for the Christmas break from 3pm on Friday 20 December, and will reopen on Monday 6 January. There will be no New Zealand staff on site during this time. It's a great opportunity for our team to spend some quality time with family and friends, and to recharge over the summer holiday season.

### CHRISTMAS SHUTDOWN HOURS FOR URGENT CALLS DURING THE OFFICE CLOSURE

If you have an urgent matter and need to speak with someone from the Grower Relations Team, please contact:

**Mal Singh** 027 665 0121  
If your call is relating to KiwiGreen, crop protection, or pests, please contact:  
**Melanie Walker** 021 182 2343  
**Ash McMahon** 022 361 1707



## SAVE THE DATE: ZESPRI FISHING COMPETITION IS BACK FOR 2025

The competition will take place from Friday, February 21, to Saturday, March 1, 2025. It will be hosted online, allowing growers from all regions to participate.

We'll be in touch early in the next year with further information and the registration process.

If you have any questions in the meantime, please get in touch with Zespri Grower Relations Coordinator [Rachel.Knowlson@zespri.com](mailto:Rachel.Knowlson@zespri.com).



## EXPRESSION OF INTEREST: 2025 REGISTERED SUPPLIERS

Zespri is now seeking Expressions of Interest from parties who wish to be contracted Registered Suppliers with Zespri for the supply of Kiwifruit and/or services in respect of Kiwifruit to be supplied by grower numbers, for the 2025 season.

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



Expressions of Interest are to be advised in writing by COB Monday 20 January 2025 to Susie King: Email: [susie.king@zespri.com](mailto:susie.king@zespri.com)  
Mail: P.O. Box 4043, Mount Maunganui South, 3149

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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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