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## FOCUS ON IMPROVING FRUIT QUALITY AND STRONG MARKET PERFORMANCE LEADS TO RECORD FORECAST

The Zespri Board has approved the November forecast for the 2023/24 season, with Zespri Green, Organic Green and RubyRed Kiwifruit per tray returns forecast at record levels, and Zespri SunGold Kiwifruit varieties well up on last season.

Green is a particular standout, with the latest forecast Green per tray returns at a record level of \$9.00. This compares to last season's final Orchard Gate Return (OGR) of \$5.78 per tray. For Organic Green, the forecast per tray is at \$12.00, up from last season's final OGR of \$8.68.

For RubyRed, the OGR per tray is forecast at \$26.10, above last season's final OGR of \$22.27. Forecast SunGold returns are at \$12.35, well above last season's final OGR of \$9.97, and forecast returns for Organic SunGold are also up at \$14.15. The November forecast returns are up across all categories on the August forecast mainly due to improved fruit quality this season.

Zespri CEO Dan Mathieson says the results reflect the strong and growing demand for Zespri Kiwifruit, as well as the huge effort the industry has put into improving fruit quality this year.

"It's really pleasing to be able to deliver this positive news and to show growers that their hard work and focus on quality is being rewarded in market," says Dan.

"It's particularly great following such a tough couple of years when growers have been under so much pressure while dealing with the likes of ongoing cost increases, the labour shortage, regulatory changes, and the changing climate.

"We've received positive feedback from our customers throughout the season on the improvement in fruit quality – our efforts have been really appreciated by them – and they also keep telling us how they want even more of our Zespri Kiwifruit next season.

"It's great to have this confidence in our product and see this demand," says Dan.

"Our job on quality isn't done yet though and we now have a huge focus on next season – we need to maintain this focus as we look to 2024 when we are expecting to have a much larger crop and likely our biggest year on year growth in volume."

"It's going to need everyone across the industry doing their part so we build on the positive changes we've made – as that's crucial to returning more value back to growers.

"One thing our growers can have confidence is whatever fruit we can get to market in the right condition will sell and sell well," says Dan.

### Forecast corporate profit and dividend range

Zespri's corporate net profit after tax for the financial year ending March 2024 is expected to be between \$165 million and \$175 million, including licence release income.

"We continue to maintain a strong focus on identifying savings opportunities across our corporate overheads to support profitability in a challenging season while making sure we have

the resources in place to manage the expected lift in volumes next season," says Dan.

The forecast dividend range for the financial year ending March 2024 is expected to be between \$0.81 and \$0.86 cents per share (and/or a Gross dividend per share range including imputation credits of \$1.03 to \$1.09). This range is inclusive of the \$0.66 cents per share interim dividend (and/or a Gross interim dividend of \$0.84 cents per share) paid in August 2023, which included the \$0.10 cent dividend payment that was brought forward from December 2023 to August 2023 to assist with grower cashflow. Given that payment was brought forward, that means there will be no dividend paid in December 2023.

### Comment from Chairman Bruce Cameron

"On behalf of the Board, I want to thank growers and our post-harvest partners for the focus that's been put on lifting fruit quality this season right across the supply chain. While there's more work to be done, particularly with more fruit expected next season, the effort that's gone in across the industry has been central to the improved returns we've confirmed in the latest forecast. It has been a particularly challenging couple of seasons for the industry, but ending this year with more positive news should give us confidence about the opportunities we have when we get consistently good quality fruit to the market."



### November 2023 forecast OGR per tray and per hectare returns for each category compared to August 2023 forecast

| Pools (Fruit Categories)  | 2023/24 November Forecast Per Tray | 2023/24 August Forecast Per Tray | 2023/24 November Indicative Range Forecast Per Tray | 2023/24 August Indicative Range Forecast Per Tray | 2023/24 November Forecast Per Hectare | 2023/24 August Forecast Per Hectare | 2023/24 November Forecast Indicative Range Per Hectare | 2023/24 August Forecast Indicative Range Per Hectare |
|---------------------------|------------------------------------|----------------------------------|---|---|---------------------------------------|-------------------------------------|--|--|
| Zespri Green              | \$9.00                             | \$8.10                           | \$8.75 to \$9.25                                    | \$7.80 to \$8.60                                  | \$61,916                              | \$55,683                            | \$60,000 to \$64,000                                   | \$54,000 to \$60,000                                 |
| Zespri Organic Green      | \$12.00                            | \$11.20                          | \$11.75 to \$12.25                                  | \$10.70 to \$11.70                                | \$53,708                              | \$49,956                            | \$53,000 to \$55,000                                   | \$48,000 to \$52,000                                 |
| Zespri SunGold Kiwifruit  | \$12.35                            | \$11.50                          | \$12.10 to \$12.60                                  | \$11.00 to \$12.00                                | \$140,451                             | \$130,908                           | \$138,000 to \$143,000                                 | \$125,000 to \$137,000                               |
| Zespri Organic SunGold    | \$14.15                            | \$13.10                          | \$13.90 to \$14.40                                  | \$12.60 to \$13.60                                | \$109,154                             | \$101,076                           | \$107,000 to \$111,000                                 | \$97,000 to \$105,000                                |
| Zespri Sweet Green        | \$10.25                            | \$9.80                           | \$10.00 to \$10.50                                  | \$9.30 to \$10.30                                 | \$48,057                              | \$45,947                            | \$47,000 to \$49,000                                   | \$44,000 to \$48,000                                 |
| Zespri RubyRed Kiwifruit* | \$26.10                            | \$23.30                          | \$25.60 to \$26.60                                  | \$22.80 to \$24.80                                | \$40,371                              | \$36,044                            | \$40,000 to \$41,000                                   | \$35,000 to \$38,000                                 |

### Zespri RubyRed Kiwifruit per hectare returns by vine age

| Vine age          | Productive hectares | Gross submitted volume | Yield        | 2023/24 Per Hectare November E3 | 2023/24 Per Hectare Range November E3 |
|-------------------|---------------------|------------------------|--------------|---------------------------------|---------------------------------------|
| < 2 Years         | 149                 | 206,722                | 1,385        | \$36,140                        | \$35,000 to \$37,000                  |
| > 2 Years         | 4                   | 20,684                 | 5,263        | \$137,348                       | \$135,000 to \$140,000                |
| Mixed             | 6                   | 18,833                 | 3,155        | \$82,321                        | \$81,000 to \$84,000                  |
| <b>Total Pool</b> | <b>159</b>          | <b>246,239</b>         | <b>1,547</b> | <b>\$40,371</b>                 | <b>\$40,000 to \$41,000</b>           |

\*Note: Zespri RubyRed Kiwifruit forecast per hectare return, in its second 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 of per hectare returns across the pool is provided to the right:

## LAUNCH OF ZESPRI INNOVATION FUND: ZAG

The Zespri Innovation Fund (ZAG) is designed to attract innovative problem solvers to partner with us to meet the growing demand for Zespri Kiwifruit, to help create new value streams for growers, and to address some of the challenges we face as an industry. ZAG will bring existing innovation resources including the allocated funding from across our business together into a US \$2 million contestable annual fund.

CEO Dan Mathieson says: "Our innovation programme has been pivotal in the success of our industry and continuing to invest in innovation is central to our ability to respond to the challenges we face and to create ongoing value for growers."

"ZAG is designed to allow us to broaden our innovation efforts by collaborating with global innovators so that we can innovate faster."

An Innovation Steering Committee chaired by our Chief Marketing, Innovation and Sustainability Officer Jiunn Shih will oversee the fund and evaluate ideas submitted by prospective solution providers. A particular focus is how we can partner with agri and food-tech innovators to create sustainable long-term value for growers and build a successful industry for tomorrow.

Jiunn says: "Our ambitions are greater than our capabilities, and with this in mind, we are inviting others to partner with us to help solve challenges that impact our fruit and the wellbeing of people, communities and the environment."

He adds that ZAG will be closely aligned with Zespri's sustainability programme.

"While we're making steady progress, such as a five percent reduction in our shipping emissions through improved charter vessel utilisation, we know it's new partners and solutions that will really unlock change.

"We're inspired by our growers and supply chain partners who are prototyping actions as part of our carbon-neutral trial, and we're pushing forward a partnership approach on shipping by asking other businesses and governments to come with us, so we can stimulate the demand that's needed to accelerate the deployment of greener solutions," says Jiunn.

More information on ZAG can be found here: <https://www.zespri.com/en-NZ/zagfund>.

### ZAG WILL SUPPORT PROJECTS IN FOUR CORE AREAS:



**GOOD FOR OUR FRUIT**

to drive superior quality kiwifruit and on orchard productivity



**GOOD FOR OUR PEOPLE**

to enhance the lives of kiwifruit workers and growers



**GOOD FOR OUR COMMUNITIES**

to promote better human wellbeing through kiwifruit



**GOOD FOR THE ENVIRONMENT**

to protect and restore nature







## DAN'S VIEW

### Update from the CEO

Hi everyone,

With our final trays from New Zealand being delivered, we've transitioned to our non-New Zealand supply fruit with our ZGS sales off to a good start.

Here in New Zealand it's been a busy period of industry engagement, with our latest Grower Roadshows providing an opportunity to review the season and discuss the latest forecast. It's been promising to see a continued increase in our forecast returns, with some OGRs now at record per tray levels, reflecting the considerable effort right across the industry to lift fruit quality this season which has allowed us to secure improved pricing in the markets during a short selling season with good quality fruit.

That's been driven by the improved harvest practices on orchard, and the increased focus on quality monitoring, increased auditing and in-market checks, along with the work our in-market teams have done to maintain strong sales rates to help support an early season finish, and I want to thank everyone for the considerable effort you've made on the back of two really challenging growing seasons.

With reduced yields impacting this season's per hectare returns, we look forward to a rebound in yields and crop volumes next season. Our initial crop estimate suggests we're looking at volumes similar to the 2021 season, which will be one of our biggest single season increases.

Planning for next season, which has been a collaborative effort led by the Industry Advisory Council in partnership with Zespri, NZKGI, and post-harvest, continues to gather pace. There is a real focus on making sure we are doing all we can to preserve fruit quality while mitigating capacity constraints through the supply chain to avoid harvest delays, and respond quickly to next season's market dynamics.

We want to ensure we have a good quantity of premium fruit so we can start the season strongly, with a smooth consistent flow through harvest to maximise our early season sales run rates and onshore packhouse capacity. We have undertaken reviews of our commercial drivers, including Taste, KiwiStart and Time payments, which will reflect striving to balance rewarding good quality fruit throughout the season with incentivising fruit to be harvested once maturity is met.

We're also looking to reduce unnecessary complexity throughout our supply chain, including finding efficiencies around our shipping and packing programmes. And we're looking to make sure that there continues to be a strong collaborative approach across the industry so that we can make the most appropriate informed decisions throughout the supply chain, and communicate openly and proactively with growers about the season.

I also want to thank those of you who were able to join the NZKGI Green Symposia in recent weeks. Green remains an important part of our ability to meet our consumers' needs so it was great to see strong engagement in these discussions which looked at the profitability of the category, including the impact of rising costs and the yield challenges that we've seen in recent years.

We've also continued our work on Industry Alignment which you can read more about in the separate article on this page. This project is focused on ensuring all growers feel they can have their say on the priorities we should be focusing on as an industry, and we've already had some really important perspectives offered and questions from many of you. Please do continue to contact your Grower Relations Manager, NZKGI, and your post-harvest reps with your feedback.

Finally, I wanted to make mention of our new Innovation Fund – ZAG, which we've launched in the last couple of weeks. It's a project designed to strengthen the innovation work we're undertaking to tackle some of our key challenges.

It'll connect Zespri with a new set of innovators so that we can collaborate on projects targeted at driving better fruit quality and orchard productivity as well as those that are good for our people, our communities and the environment.

I look forward to talking more with you in the coming weeks in the run up to Christmas. Finally a reminder that we'll be sharing one further edition of *Kiwiflier* before the end of the year after the final Zespri Board meeting which will include an update on next season's licence release programme and our 5-Year Outlook.

Best Regards,

Dan



Interested in hearing more from Dan?  
You can see more regular updates on LinkedIn, so feel free to follow him there.



Industry  
Alignment

# PROGRESS UPDATE

**Industry Alignment is the framework for our industry to prioritise and then work together to address the important challenges and opportunities in front of us. Its aim is to bring the industry together to maximise value, from orchard through to market and to ensure growers can take part in an ongoing, transparent conversation on how we do that.**

The Industry Alignment Roadmap sets out a timeline for how we work through the key issues that growers and the wider industry have identified as those we need to focus on. The Industry Advisory Council (IAC) - the peak industry body whose members include the leaders of NZKGI, post-harvest and Zespri - has been presented with the prioritised workstreams, based on initial grower feedback. We're now adding a market and supply chain perspective to refine the roadmap showing the prioritisation of topics and timing of industry discussions on each issue.

Many of the priority issues identified by growers are already being worked on, with updates provided over the past couple of months.

Some of the key milestones include:



### GREEN STRATEGY:

The industry has had a clear focus on quality and market performance this season and the record \$9 per tray forecast Green OGR reflects the significant work that's taken place across the industry, although we know there's more to do. There's also been a big focus on planning for larger crop volumes in 2024 to deliver the season and return strong value back to growers. The recent NZKGI-led Green Symposia helped bring information together from NZKGI, post-harvest and Zespri. Discussion covered orchard productivity, how we've been able to differentiate our Green from competitors in market and attract a premium and the importance of Green to our overall portfolio which supports the value we return to all growers. A recording of the sessions is available online [here \(Canopy > Zespri & The Kiwifruit Industry > News > 2023 Green Grower Symposium FAQ & Recording\)](#), along with an FAQ covering a number of commonly asked questions.



### SUPPLY CHAIN TRANSPARENCY:

We're continuing to take steps to deliver greater information to growers, working alongside the industry and post-harvest to give you better oversight of things like fruit quality. Grower Quality reports is the first step

in giving growers more transparency on how their fruit performs once it leaves the coolstore. These reports will be available via the Industry Portal on Canopy from 5 December. More information about how to use these reports will be published in February 2024.



### SHARE ALIGNMENT:

Work has continued on how we can best increase grower shareholding of Zespri following extensive feedback from growers this year. The Board is considering these options and a further update on proposed solutions will be provided following the December Board meeting.

Other focus areas for 2024 include:



### NON-NEW ZEALAND SUPPLY [ZGS]:

Throughout recent Zespri roadshows, we've discussed some of the challenges we face from this season's reduced New Zealand volumes. As well as the financial impact on New Zealand growers, this includes the increasing competition we are seeing in market as we transition to our non-New Zealand-grown supply. ZGS helps keep our brand in front of consumers, and with Zespri now reaching the 5,000 hectare threshold for offshore plantings with no further hectares available to offer our growers under the current cap, we face increased risks around competitor fruit filling shelf space and European growers planting competitor varieties. This remains an issue for industry consideration. Expansion would require grower support in a producer vote.



### CHINA UNAUTHORISED GOLD3 PLANTINGS [UAG3]:

Roadshows have also provided an opportunity to update the industry on our continued efforts to find a constructive solution to the challenge presented by unauthorised Gold3 plantings in China – an issue also raised by growers as a risk. The plantings are a threat to the industry and we do need to consider our response in addition to the legal actions, commercial focus, and political discussions underway.

Both ZGS and UAG3 are Industry Alignment workstreams and will be brought forward for discussions across the industry.

## KEY THEMES



### IMPROVED FINANCIALS:

Strengthening returns across all varieties, but particularly for Green growers and reducing fruit waste so we maximise the amount of fruit we sell.



### IMPROVED INCENTIVES:

Aligning commercial incentives to our growing environment and customer expectations.



### GREATER OWNERSHIP:

Lifting grower shareholding of Zespri and increasing the number of growers owning a licensed variety.



### ENHANCED SUPPLY CHAIN TRANSPARENCY:

Including better reporting, industry decision making, more clarity and flexibility in supply agreements, and a clear strategy for supply chain infrastructure development.



### FUTURE ISSUES MANAGEMENT:

How we respond to the expansion of unauthorised Gold3 plantings in China, protect industry workers from exploitation, respond to climate change, and ensure offshore production supports our domestic industry too.



# THREE, TWO, ONE... NEW CANOPY READY FOR LAUNCH!



The launch of our new Canopy website is imminent. The new portal has been rebuilt in response to feedback from growers. You told us that while it was packed with useful information, the old site was clunky and difficult to navigate. We've been working hard to fix that.

## A NEW EXPERIENCE

The web address is still the same, and if you're a current user your existing username and password will still work. When you log in to the new Canopy portal for the first time, you'll notice a clean and uncluttered design which looks and functions like a modern website.

The new site will be easier and more intuitive to use, with access to useful tools and information from your home, orchard, or packhouse. We've created fresh new content across the site to ensure that you can find and understand key information. You can also find research reports, articles, and technical information in the new resource library.

Improved search features will help you find exactly what you're looking for. The search learns from user behaviours – so the more you use it, the better it gets, and the more accurate the search results become.

New features include 'notifications' and 'favourites', which will help you to follow areas of interest, and ensure you

receive notifications when changes are made to topics of your choosing. You can update your favourites at any time.

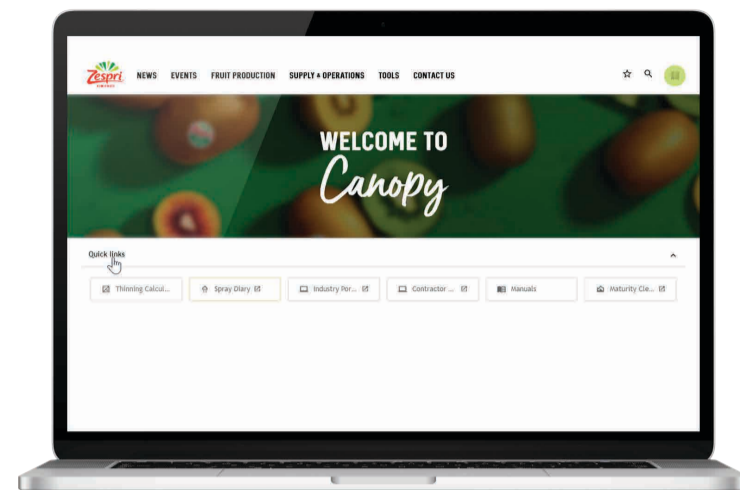
We've also rebuilt some of your favourite tools and calculators, including the Orchard Gate Return estimator and thinning calculator, to make them easier to use and so you can be confident you're always using the latest version. You'll also be able to access new grower quality reporting, providing greater transparency about onshore and offshore fruit performance where Zespri has recorded assessment of fruit.

Access to Spray Diary, Industry Portal, the Maturity Clearance System and other tools will be available from the homepage of the new Canopy portal. We're still considering changes to these applications and tools as part of our future work on improving the grower experience, but for now we've made accessing them a lot easier.

We're looking forward to hearing all of your feedback as we look to refine the site over the coming months and add more features that help give you the information you need.

## WHAT DO YOU NEED TO DO TO GET READY?

If you're an existing Canopy user, there's nothing you need to do! Simply jump online at [canopy.zespri.com](https://canopy.zespri.com) and you're ready to go. Your existing username and password will continue to work for the new Canopy portal when it goes live.



If you're a new user, you can register for a Canopy user account from the public homepage. Once our team receive your request, they'll get you set up with an account so you're good to go.

## ZESPRI TRIALS MOBILE AI SOLUTION TO SUPPORT CROP ESTIMATION

Zespri has teamed up with software company Aerobotics to collect crop estimate calculation inputs, such as fruit size profile and crop density, at scale.

The Aerobotics technology, which is designed for off-the-shelf smartphones, allows growers to collect their own data throughout the season to inform decisions regarding crop manipulation and orchard operations.

The first step in the Zespri and Aerobotics partnership has involved working on a national crop density and fruit size estimation project. When Aerobotics was selected for the project, it already had a commercial AI fruit sizing solution used by citrus and apple growers around the world. The solution consists of a mobile phone application to take pictures of fruit and AI models that use the photos to calculate the size of the fruit, accounting for technicalities such as unique fruit shapes and hidden fruit. Aerobotics is now adapting its software so it can be used by the kiwifruit industry.

Zespri Innovation Leader, Orchard Technology Peter McHannigan says Zespri works with its grower partners to deliver the best fruit to market and accurate crop estimates are essential to optimise that outcome and return more value back to growers.

"Aerobotics has successfully adapted to the unique requirements of kiwifruit growing practices, and their AI and tech expertise has paired well with the experience and knowledge of our growers and the Zespri team," says Peter.

This season, the partnership focused primarily on fruit size profile requirements, and the Zespri team has been able to validate the accuracy of Aerobotics' AI sizing tools, with the trial involving a small number of orchards in the Bay of Plenty.

"We're very happy with the accuracy of Aerobotics' AI fruit sizing compared to our previous methodologies. We have very high expectations around accuracy for our national estimates and this project has the potential to deliver a solution using cost-effective tools at a national scale," says Peter.

The next stages of the partnership are to extend the sizing solution to include crop density, assessing sampling methodologies, and to extrapolate orchard-level results to a national crop estimate.

## ZESPRI HEDGING PROGRAMME HITS \$1 BILLION IN VALUE TO INDUSTRY

More than \$1 billion dollars has been delivered back to the kiwifruit industry over the past two decades through Zespri's foreign exchange hedging programme.

The hedging programme is managed by Zespri's Treasury team and allows us to take advantage of longer-term foreign exchange rates reducing the impact of currency fluctuations on New Zealand grower returns across seasons.

In the 2022/23 financial year, our global hedging programme allowed us to counter the volatility we've seen in foreign exchange, delivering more than \$100 million in savings, following an \$108 million gain achieved the financial year before that.

Zespri Chief Financial Officer Richard Hopkins says being able to hedge forward consistently has been beneficial for grower returns over time.

"Our hedging policy provides an opportunity for us to take advantage of currency rates that will deliver favourable grower returns and we have seen gains nearly every year since the programme was introduced more than 20 years ago.

"The single brand which gives Zespri scale and consistency of supply also allows us to extend the hedging programme into future seasons. In turn that enables the Treasury team to better manage risks associated with currency fluctuations and drives smoother grower returns over time."



# STRONG GROWER ENTHUSIASM AND COLLABORATION SHOWN IN NEW VARIETY TRIALS

Zespri continues to make strides in its new variety trials, and we are thrilled with the enthusiastic collaboration from our trialist growers.

These trials are managed by a team of Zespri people from across various grower, supply chain, market, and innovation teams, all overseen by the Future Innovation – New Cultivars Team.

Throughout the year, Zespri's Global Extension Team (GET) has organised several events on trialist orchards and Kiwifruit Breeding Centre (KBC) sites. With the Green and Red trials having been grafted in 2022 and 2023, respectively, the focus of these events has primarily been on vine establishment. Hosted on leading trialist orchards at key times in the orchard calendar, these events provide a platform for growers to exchange information and techniques on vine establishment, contributing to the success of their own trial crops.

Zespri GET Pre-commercial Orchard Lead, Craig Ward acknowledges the growers are the experts here, and these sessions facilitate the sharing of their knowledge as we aim to maximise the commercial potential of these varieties.

"The trials have been set up to maximise the speed that we can capture learnings at against specific objectives, rather than to represent each growing region," says Craig.

"The establishment has progressed well, especially in the Green programme – which is further advanced than the Red programme – and the leading varieties are establishing rapidly, generating excitement among the growers.

"The GET pre-commercial sessions also enable growers to see mature vines on KBC sites, which helps to provide growers with a forward understanding of the cultivars and enables them and KBC to share insights on management techniques."

Performance data is collected from trialist orchards, and KBC contributes detailed results from their mature vines.

Once storage trials using KBC fruit conclude in December, the collected orchard, supply chain, and consumer data undergo an annual evaluation. This evaluation aims to determine which varieties best meet pre-set performance targets, which is crucial in deciding their readiness for commercialisation.

Looking ahead to 2024, it promises to be an exciting year with the Green pre-commercial trial vines set to yield their first crops. Zespri is committed to keeping growers well-informed as we progress through the trial and evaluation process.

## MATURITY CLEARANCE SYSTEM READY FOR 2024

The Maturity Clearance System (MCS) has been updated in preparation for the 2024 season.

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

Wherever possible, please complete your updates and verification at the earliest opportunity. The information needs to be verified before the season begins and is critical to enabling the January pre-season residue programme.

Verification also needs to be completed promptly in order to be eligible for any consideration for inclusion in the Week 7 monitoring programme. For further information on how to complete verification, please visit our Maturity Clearance section on Canopy where you will find training documents, training videos, and the most up-to-date version of our CSV upload templates, as well as a key to help guide you on which fields require specific information.

If you need an assistance, please contact the MCS Team on 0800 874 515 or email [maturity.support@zespri.com](mailto:maturity.support@zespri.com).

Thank you and happy holidays from the MCS Team!

# EXPRESSIONS OF INTEREST: 2024 ZESPRI SOUTH ISLAND GROWER TOUR

We invite you to join our Carbon Emissions Reduction Tour to the South Island in February 2024. The tour explores some of New Zealand's leading examples of sustainable practices in the primary industries and their approaches to sustainability and value creation. This tour not only offers a unique opportunity to learn more about these practices but also directly addresses the industry's call to identify applicable

practices to enhance our collective impact in the kiwifruit industry.

From the breathtaking landscapes of Lake Hawea Station, the first Toitū climate positive certified Farm in New Zealand, to the world's first 100% electric, zero fossil fuel cherry orchard, Forest Lodge, as well as the trailblazing initiatives at Silver Fern Farms,

each visit provides insights into sustainable agriculture that can be applied to our own industry.

Engage with industry experts and understand the challenges, successes, and impact of sustainable practices in the primary industries. Participants will gain a firsthand look at the forefront of environmental stewardship and innovation.

## ITINERARY

The tour will depart on **Monday 19 February**, returning on **Thursday 22 February 2024**.

Interim tour details are as follows, and further information will be provided in due course.

### LAKE HAWEA STATION

Lake Hawea Station is a Toitū climate positive certified sheep and beef farm located near Lake Hawea. Covering vast landscapes of rolling hills and mountains, the station is known for its breathtaking views and natural beauty. The farm is committed to sustainable land management practices and emphasises conservation leadership. Lake Hawea Station plays a significant role in the region's agriculture, contributing to New Zealand's renowned pastoral farming industry.

### SILVER FERN FARMS

Silver Fern Farms takes a bold step towards sustainability with its Net Carbon Zero Beef & Lamb range, offering certified grass-fed, end-to-end net carbon-zero red meat. What sets this initiative apart is its commitment to absorb 100 percent of end-to-end emissions through strategically planted trees within the farms. This forward-thinking approach emphasises eco-conscious livestock practices and showcases a dedication to environmental stewardship. Silver Fern Farms' farmers play a pivotal role in this endeavour, actively engaging in efforts to protect and restore native bush and extensive tree plantings. The result is a harmonious blend of agricultural productivity

and environmental responsibility, making Silver Fern Farms a trailblazer in sustainable meat production.

### FOREST LODGE CHERRY ORCHARD

Nestled in the heart of Central Otago, Forest Lodge Cherry Orchard is a remarkable six-hectare high-density cherry orchard that redefines sustainable farming practices. Setting a groundbreaking standard, the orchard operates entirely without burning fossil fuels, marking a significant stride towards environmental consciousness. It also proudly houses New Zealand's first electric tractor, representing a commitment to innovative, eco-friendly agricultural machinery. Forest Lodge Cherry Orchard is the world's first 100 percent electric, zero-fossil fuel orchard, showcasing a pioneering model for environmentally responsible cherry cultivation in one of New Zealand's most stunning regions.

### TINWALD FARMS

Tinwald Farms stands at the forefront of sustainable agriculture, with a focused commitment to regenerative practices. Embracing the principles of regenerative agriculture, Tinwald Farms takes on the challenge of addressing climate warming, desertification, and biodiversity loss in a holistic manner. A notable aspect of their initiative includes the integration of 20 hectares of vineyards seamlessly into their overall farming systems, showcasing a forward-thinking approach to land use. By blending traditional and innovative methods, Tinwald Farms exemplifies a dedication to mitigating

environmental challenges while fostering a biodiverse and resilient farming ecosystem. This concerted effort positions Tinwald Farms as a beacon of regenerative agriculture, contributing to a more sustainable and ecologically balanced agricultural landscape.

### SUSTAINABLE WINERY VISIT:

To be confirmed.



If you would further information including pricing and the full tour itinerary, please email Zespri Grower Tour Coordinator Lindsay Crean at [carbonneutraltrial@zespri.com](mailto:carbonneutraltrial@zespri.com) or 027 628 8651.

To secure a place, a deposit and completion of our booking form is required.







# FROM THE MARKETS

## MARKET INSIGHTS FROM GREATER CHINA

Greater China has been a standout market for Zespri this season with around 37.5 million trays of fruit sold in 2023, despite the slowdown in the Chinese economy and the first year China has opened its doors following three years of COVID-19 lockdowns.

### CONSUMER DEMAND

Zespri President of Greater China, Michael Jiang says we've continued to see strong demand for Zespri Kiwifruit which has been driven by Chinese consumers wanting healthy, great tasting, and high quality fruit, and supported by strong marketing campaigns in market.

"GDP growth, the unemployment rate, household disposable income, and willingness to spend money is better than during the COVID-19 pandemic, but is still lower than expected and this will remain a challenge as we head into 2024.

"Competition has been another challenge with other fruit, including blueberries, durian, and cherries, growing in popularity in China over the past three years – which means more competition in the fruit bowl compared to previous years," says Michael.

"Despite these two major macro-economic challenges, and the lower New Zealand crop volume, Zespri has had a really good season in China and feedback from our customers has been positive."

### COLLABORATING AND EXPANDING

Michael says the China team has been working closely with customers this year to ensure a successful season and to be able to return more value back to growers.

"We've been really proud to tell our customers about how the New Zealand kiwifruit industry has endeavoured on lifting fruit quality," says Michael.

"This is fundamental to our business and the improvements have been really well received by our customers."

We've continued our journey to expand into more cities and stores in China this season, and we continue to collaborate closely with strategic distributors to develop our business in China altogether. The team has continued to build brand awareness and educate consumers on the health benefits of Zespri Kiwifruit. Sustainable packaging was also further rolled out in China with three million trays using newly designed sustainable packages, compared with a pilot trial of 300,000 trays last year. The team has also been able to deliver greater value from a record high volume of larger fruit sizes this season.

### BUILDING GROWTH

Michael says it's been a really encouraging year for all our key stakeholders in China, including customers, consumers, and our Zespri staff.

"We are now looking ahead to 2024, with a much larger New Zealand crop expected to deliver a 40 percent increase in fruit for Greater China next season.

"This level of growth is a big task and the team will continue to build on the work they've done with customers and key stakeholders over many years so we can return greater value to growers," says Michael.

"Zespri Kiwifruit is now in more than 60,000 stores in Greater China and there's real value in ensuring strong distribution and continuing to deepen our market penetration, which will help pave the way for further penetration into more households and make Zespri an even stronger brand in China."



**"With unfulfilled market demand, a strong Zespri brand, diligent team, and collaborative customer partnerships, the best is yet to come in China and we will be getting better and better in the coming years."**  
Michael Jiang, President - Greater China.

## CONNECTING AT THE HIGHEST LEVELS

Our team in Shanghai recently attended the sixth China International Import Exhibition (CIIE), the first in four years since borders reopened.

The team was thrilled to reconnect with customers, supply chain partners, industry associations, New Zealand government partners, and Zespri consumers.

"Our Zespri stand was in the event's hub, so it was easy to find us, and a great opportunity to catch up with old friends, meet new ones, learn about the latest industry trends, and boost up with some great Zespri fruit," says Zespri Head of Corporate Affairs, Ivan Kinsella who attended the event.

"We were also happy to have the China-based New Zealand government team led by Ambassador Grahame Morton checking in."

During the event, a Zespri delegation led by Board Advisor and former New Zealand Prime Minister Sir John Key and Zespri Chairman Bruce Cameron met with China's Foreign Minister Wang Yi in the Great Hall of the People. The meeting discussed Zespri's commitment to China, including efforts to find a solution to the unauthorised Gold3 plantings in China. With Sir John's help in opening the door, we had a great opportunity to express Zespri's view at the highest levels of the Chinese Government. This will give confidence to our customers and growers.

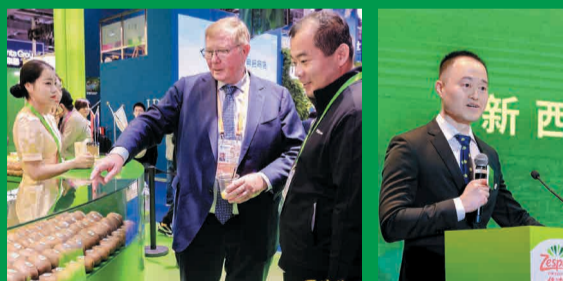
The following day in Beijing, Sir John and Toni Yue led a Zespri delegation to meet the Minister of Agriculture Tang Renjian to discuss the unauthorised Gold3 issue in more depth. The Minister assured us that IP protection was a high priority for the Government and that we should take this message back to our growers.

While the meeting with the Minister of Agriculture was taking place, the Zespri customer and stakeholder

forum was happening in Shanghai, led by Bruce and Michael Jiang, Zespri President – Greater China. This was followed by our appreciation dinner to celebrate the end of a great season.

This year's CIIE theme was sustainability. Zespri Chief Marketing, Innovation and Sustainability Officer Jiunn Shih gave a keynote speech on Zespri's sustainable purpose-led business growth model at the China Imported Food Summit.

Jiunn also launched marketing-led initiatives, including the Nutrient Density Report highlighting the rich nutritional value of Zespri Kiwifruit, together with the Chinese Academy of Agricultural Science; and a new school programme to provide standard nutrition courses, supporting the work of the China Association of Student Nutrition and Health.



## ZESPRI ORGANICS MAKING AN IMPACT

China is a high value market for Zespri and we were pleased to sell more than expected volumes of Zespri Organic SunGold Kiwifruit this season.

This was despite encountering an unexpected challenge in accessing China this year when the anticipated Mutual Recognition Agreement between the Ministry for Primary Industries (MPI) and Chinese organic authorities did not commence as planned.

"The Zespri market access team did a considerable amount of work developing an alternative approach to access this high value market at short notice, and we will continue with this approach until MPI finalises an alternative," says Tracey Armstrong, Zespri Product Manager Organics.

"While the organic category is lesser known in China, those consumers interested in the health benefits are willing to spend a high premium on organic produce - making this an exciting market for us to grow."

The team differentiates Zespri Organics from conventional fruit by highlighting the organic growing principles and focus on securing distribution in premium, boutique, and online channels. They've also led the way with the introduction of a sustainable pack by creating a premium cardboard box for our organic fruit which has performed well in driving our premium credentials and standing-out at the point of purchase.



Great visibility for Organic SunGold in China in RT hypermarket.

## A 'GREEN PIONEER'

Our team in China recently won the 'Green Pioneer' award from the China Green Point-Sustainability Practical Case Selection organised by Yi Magazine. The team was thrilled to be recognised for its sustainable packaging project aimed at reducing plastic.

The awards organiser collected numerous sustainability case studies in China, and well-known brands, such as Coca-Cola, McDonald's, and PepsiCo, joined the celebration.

However, Zespri was the only fruit brand recognised for its efforts. This award reflects our team's commitment to reducing our environmental impact. It underscores Zespri's leadership in the fruit market from a sustainability standpoint. Thanks to all the team members who contributed to this project and our sales team for their hard work in making this achievement possible.

## ANNUAL STRATEGY WORKSHOP WITH JWM

Our team in China held their annual strategy workshop with Joy Wing Mau (JWM) in Foshan.

JWM is our biggest distributor in mainland China and a strategic partner in Hong Kong. Together with Strategy, Sales, Marketing and Supply Chain colleagues, they shared strategy and projects for the upcoming season with a 37 percent expected growth in fruit supply.





# FROM THE MARKETS

## MARKET UPDATE

As at the end of Week 47, 136.7 million trays have been delivered, leaving just 250,000 trays to be delivered to close out the 2023 New Zealand season. Of this, there are 210,000 trays of Class 1 Zespri SunGold Kiwifruit left to deliver in Mainland China (for direct customers to ensure they finish at the same time as other customers serviced by distributor partners) and in Singapore, with the latter the only market now selling Class 1 Zespri Green Kiwifruit with 40,000 trays remaining to be delivered.

As well as managing the transition across to ZGS supply, market teams have been very focused on season preparation for 2024.

Sales are progressing really well for the ZGS 2023 season with 6.8 million trays of Class 1 SunGold delivered to date (as at Week 47) following the first six weeks of sales in Europe. Our direct deliveries programme is also proceeding well, supporting this strong start to sales.

**136.7M**  
TRAYS  
DELIVERED

**250,000**  
TRAYS LEFT TO  
BE DELIVERED

The Korea ZGS season is five weeks into the local supply sales programme and tracking well, with Japan having completed three weeks of deliveries. Sales of Class 1 Green have just commenced in Europe, following a six to seven-week gap since the completion of the New Zealand season.

## GERMANY

### A SPECTACULAR KIWIFRUIT DISPLAY IN BERLIN

Our team in Germany started the ZGS season at the Festival of Lights in Berlin, an important event in October that has gained more than 1.4 billion media mentions globally.

In collaboration with the Festival of Lights team, they created a bold and playful light show that recounted the tale of the origin of Zespri Kiwifruit. As a highlight of the performance, the Kiwi Brothers featured across the screen at Bebelplatz in Berlin.

High-ranking politicians, German celebrities, and the NZ embassy in Berlin were welcomed. The team organised three raffles to extend the reach to digital and social media, achieving more than 1.3 million video plays and 835 participants. The team is happy with the activation and a great kick-off for the ZGS season.



### PUSHING THE BOUNDARIES OF OUT-OF-HOME ADVERTISING

At the end of October, our team in Germany went live with one of their first 3D out-of-home (OOH) ads in German cities. The ads have been created by Dutch agency Post Office, building on our online video 'Adventurous Kiwi' which focuses on establishing the breakfast moment in European markets.

With 3D still being a big innovation in Germany, many high-reach trade press magazines including Horizont, W&V, and Fruchtportal, published an article to celebrate the joint initiative by Zespri, Mindshare, and Post Office. The articles and posts are also all over LinkedIn, generating

additional reach and noise about our brand and our unique brand ambassadors, the Kiwi Brothers.

The campaign ran till 19 November in four major German cities, including on three big screens at high frequency touch points in Düsseldorf, Munich and Hamburg.

This is a great example of leveraging best practices and assets across European markets, following on the back of the Netherlands which ran the campaign last year, and now Germany adapting the innovative asset to the local landscape this autumn.



## TAIWAN

### TAIWAN KIDS EMBRACE A HEALTHY CAUSE

Zespri Taiwan has been promoting fruit and vegetable education for children for 17 years. Over the years, we have reached over 330,000 students and more than 2,200 schools.

Our goal is for more Taiwanese families to understand the importance of eating more fruits and vegetables and establishing long-term habits to close the gap between the recommended and actual serving size consumption of fruits and vegetables.

This year, as part of our social cause initiative, we have re-branded our programme to "Start Fresh Every Day with You".

We have continued the long-term partnership with the Formosa Cancer Foundation to support lessons in elementary schools, where dieticians introduce the benefits of eating more fruit and vegetables in a lively and interactive way, often incorporating games. In kindergartens, a curriculum that includes a Fruit and Vegetables Big Book and table card game interaction between teachers and kids are used to educate the importance of eating a rainbow of colours and daily consumption serving sizes for kids and their family members.



## SPAIN 'MONSTER GROWER' CAMPAIGN

Our colleagues in Spain have launched a pilot programme called "Monster Grower," a fantastic initiative encouraging long-term healthy eating habits among Spanish children, using gamification to drive behaviour change and motivate children to eat more fruits and vegetables.

The initiative was developed in collaboration with the Spanish Nutrition Foundation. The programme is based on the idea that learning should be fun and engaging for kids in order to form healthy habits. Using a digital gamification tool built for this very purpose, a reward system merges the online experience of growing a digital classroom pet with children's actual consumption of fruits and vegetables in each class.

Twenty schools in Spain have signed up for the pilot, and metrics will measure the programme's success throughout the entire experience to determine if it creates a meaningful habit change. By adopting a test-and-learn mindset and collecting learnings, the team will identify opportunities for improvement before scaling up this pilot across 300 Spanish schools in 2024.

## US 2023 IPFA GLOBAL AND PRODUCE SHOW

Our North America team got together at the 2023 IPFA Global and Produce Show in Anaheim, California in October. The International Fresh Produce Association is the largest and most diverse international association serving the entire fresh produce and floral supply chain.

It was a four-day event full of activities that encompassed our key pillars of guardianship, driving results, and fostering personal connections. During the Expo our team had many quality interactions with our retail partners across North America aimed at driving growth for our brand for years to come.

Visitors to our booth were also treated to delicious samples of our Zespri SunGold Kiwifruit, and the opportunity to show their 'Zespri Obsession' by getting a kiwi tattoo which made our booth a very popular destination! Overall, the show was a great success. Thank you to all who came out to support Team North America!







# ZESPRI GLOBAL SUPPLY UPDATE

## SPOTLIGHT | ON HARVEST IN EUROPE

### FRANCE

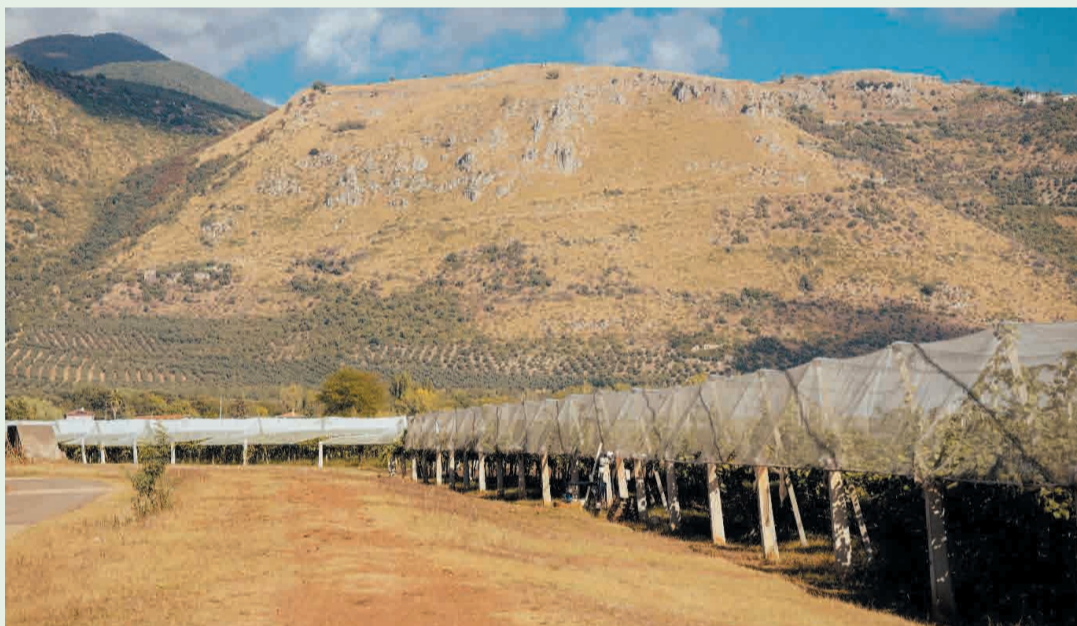
In 2020, Paul Javerlhac moved from Paris to Saint-Antoine-du-Breuilh, just outside Saint-Emilion — an area renowned for its wines — where he planted his first block of Zespri SunGold Kiwifruit, together with cultivation of apples and cereals.

The orchard is a classic T-bar structure on Hayward rootstock which is typical of orchards in France. Paul is aiming for a mature yield of more than 11,000 trays per hectare by the 2026 harvest, getting there progressively in the next three years. He is especially careful with thinning and cropload management during the season. Soil health and root development are also top of his mind, and he has been very active in the last grower tour exchange with the Italians as he is looking at changing to fertigation.

Paul has expanded his operation to encompass eight productive hectares of SunGold, and next year he will add another three hectares to his business. Now, Paul has just finished his first harvest, with an estimated gross yield of approximately 4,000 trays per hectare. The promising outlook for the next crop is underpinned by robust replacement canes and Paul's motivation to achieve his agricultural objectives.



French grower Paul Javerlhac assisting Zespri with a marketing photoshoot during the 2023 harvest.



Location of the Giacobbe orchard visited by the New Zealand grower tour.

### ITALY

The New Zealand grower tour visited three orchards in the Latina region in October, one of which was the orchard of Stefano Giacobbe near the town of Cori. Stefano's family comes from an agricultural tradition. They started with vegetables on their 6.5 hectares of land, then in the 90s they first planted Hayward. When Hort16A was first launched in the early 2000s, they were really excited to try it and they started the collaboration with Zespri. When PSA hit, the Giacobbe family were quick to convert to SunGold – grafting in 2013.

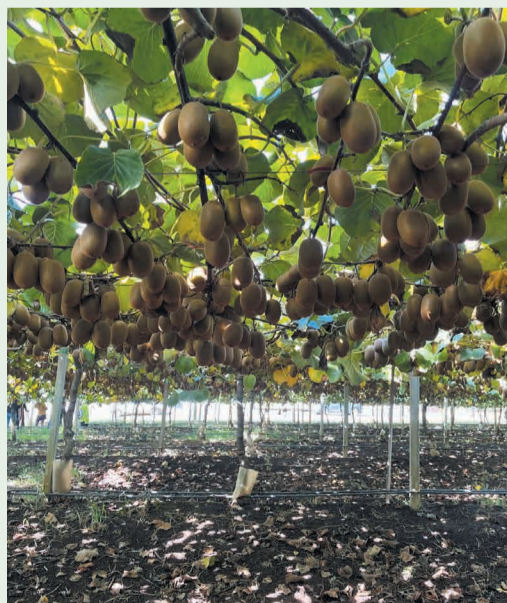
The orchard the New Zealand growers visited was grafted in 2015. This orchard is 2.91 hectares, set up on a pergola system in a 5 x 3.5m spacing, and grafted on Hayward with two leaders and males on the outside. In the tough growing year of 2022, Stefano achieved a yield of 14,000 trays per hectare and this improved to 17,000 trays per hectare this year, well above the Italian average yield.

During the tour, the New Zealand growers commented on the fundamental importance of good irrigation in Italy. They noted that Italian growers will be able to help New Zealand growers understand how to better manage the quantity of water applied during the season in anticipation of future climate change. The ability to exchange information between growing regions was considered a significant advantage of the Zespri system.

Stefano was really happy to host the New Zealand growers. He is pleased that the family tradition of growing Zespri Kiwifruit will be handed down to his daughter, a former bakery employee, who is gaining more and more passion for kiwifruit production.



Mariarosaria Mazzeo from the Italy OPC team sharing insights with New Zealand growers on the tour.



Fruit just prior to harvest on the Giacobbe orchard.



Some of the New Zealand growers who visited the Giacobbe orchard.





# ZESPRI IN THE COMMUNITY

## ZESPRI YOUNG AND HEALTHY VIRTUAL ADVENTURE: RECOGNISING THE EFFORTS OF OUR TAMARIKI

Zespri recently visited tamariki in Whangārei, Auckland and Hawke's Bay to celebrate their efforts in the 2023 Zespri Young and Healthy Virtual Adventure. The programme ran for five weeks over Term 3 and aims to inspire and encourage kiwi kids and their whānau to adopt healthy habits for a lifetime of good physical and mental health.

The big celebration was held at Ōtane School in Hawke's Bay, who were recognised for their awesome engagement in the adventure with a bright and lively community fun day with bouncy castles, face painting and a huge range of other fun outdoor activities, as well as being surprised with brand new ASICS sneakers and plenty of Zespri Kiwifruit.

Tikipunga School, Pakuranga Intermediate and Redhill School in Whangārei and Auckland were also surprised with ASICS sneakers to acknowledge their efforts and

were so excited to test out their new shoes by playing games and showing the team their energetic hip-hop dancing moves.

"It was fantastic to hear how the students are continuing to implement the healthy habits they learnt into their everyday lives, even with the adventure over for the year," says Libby Twiss, Zespri External Relations Advisor.

The Zespri Young and Healthy Virtual Adventure helps to teach our children the importance of eating well, exercising and taking care of our environment. Zespri is really proud to support such an incredible programme that makes a real difference to 20,000 kiwi kids every year.



## 2023 ZESPRI HORTICULTURAL SCHOLARSHIPS AWARDED

Congratulations to Hannah Xiao and Emma Howie, who have both been awarded Zespri Horticultural Scholarships. These two deserving students will receive \$5,000 each year, to support their studies towards a career in horticulture.

Hannah is currently studying towards a Bachelor of Engineering with Honours in Mechatronics Engineering at the University of Waikato. Hannah is motivated by the many possible ways in which her studies could support the kiwifruit industry.

"I'm excited to apply my skills and knowledge to help the kiwifruit industry thrive - whether it's developing technology for harvesting, using sensors to optimise irrigation, or creating innovative solutions for post-harvest processing," says Hannah.

Emma is studying a Bachelor of Food Technology with Honours in Food Process Engineering at Massey University in Palmerston North. Having grown up in Te Puke on an organic kiwifruit orchard, Emma has a strong connection to the land, food and sustainability.

"I'm passionate about the industry particularly because it plays a crucial role in rural areas, by creating jobs, fostering relationships and contributing to the economic wellbeing of local communities," says Emma.



Emma Howie and Hannah Xiao.

## NEW ZEALAND RURAL LEADERS TRUST: 2024 NUFFIELD NEW ZEALAND SCHOLARS ANNOUNCED

Zespri is a proud Programme Partner of the New Zealand Rural Leaders Trust, which delivers the primary sector's three foremost leadership programmes: Nuffield New Zealand Farming Scholarships, the Kellogg Rural Leadership Programme and the Value Chain Innovation Programme.

It was a pleasure to celebrate the announcement of the 2024 Nuffield New Zealand Scholars at Parliament, as well as hear from the outgoing 2023 scholars.

Congratulations to incoming scholars Carlos Bagrie, Jenna Smith, Rachel Baker, and Peter Templeton. All four are exemplary food and fibre sector leaders and we look forward to following their Nuffield journey over the next 12 months.

It was great to hear Matt Iremonger, 2023 scholar, mention and commend Zespri and the exceptional demand for our premium kiwifruit offshore during his project presentation.



2024 Nuffield New Zealand scholars: Carlos Bagrie, Rachel Baker, Jenna Smith, and Peter Templeton, with Zespri's Libby Twiss (centre).

## 2024 ZESPRI INDUSTRY GOVERNANCE DEVELOPMENT PROGRAMME APPLICATIONS OPEN!

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

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

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

- The Institute of Directors Company Directors Course
- Domestic Governance Tour

- Interaction with Zespri Board and Executive members
- Quarterly forums with leaders of New Zealand business
- Public speaking and personal brand training.

Applications close at 5pm on Friday 26 January 2024. Head to <https://www.zespri.com/en-NZ/our-communities/scholarships> for more information and to download the IGDP guide and application form. Still have questions? Email [scholarships@zespri.com](mailto:scholarships@zespri.com).





## UPDATES FROM OUR PRE-HARVEST TEAM



# FERTILISER REMINDERS FOR ZESPRI GAP

Feeding your vines nutrients using a rationalised programme of inputs including fertiliser, compost and foliars, is an important part of any grower's to-do list.

Most growers will be well underway with their fertiliser applications for this season. Having this information fresh in your mind and easily at hand makes it a great time to record your fertiliser applications. We encourage you to use the Zespri Fertiliser Diary as a way to record and track your nutrient inputs both for your future reference, and to help you stay on top of documentation needed for Zespri GAP. For more details, view Section 3.2, 3.3, and 3.4 of the Grower Manual which clearly lays out the requirements for documenting fertiliser content, fertiliser application and fertiliser storage.

Here are a few key things to keep in mind when recording your nutrient inputs this year:

- Record your compost use as it can be an important contributor of nutrient to your orchard.
- Record the applicator name to meet the updated Zespri GAP requirements.
- Foliar fertiliser applications should be recorded in the main Spray Diary part of the tool, while ground-applied fertiliser, fertigation, and compost applications should be recorded in the Fertiliser Diary sub-section.
- For more guidance on how to use the Fertiliser Diary, email us at [extension@zespri.com](mailto:extension@zespri.com).

*Taking a small amount of time to document actions throughout the year makes Zespri GAP preparation and inspections easier.*

### Benefits of using the Fertiliser Diary

- Creates an electronic record that shows historical data.
- Easy access for you when reviewing your season (or for a Zespri GAP inspector during a Zespri GAP inspection).
- Allows for analysis of fertiliser use at an industry level – this is important as we work towards understanding our industry practices, advocating for our industry, and understanding trends over time.

Optimising the use of your fertiliser is the best way to get the value out of your nutrients for vine health and fruit growth, while protecting the environment.

Keep the Four Rs of fertiliser use in mind when planning and applying your fertilisers: right type, right rate, right time and right place.

## 4 RS



### RIGHT TYPE

Match fertiliser type to vine need



### RIGHT RATE

Match amount of fertiliser to vine needs



### RIGHT TIME

Make nutrients available when vines need them



### RIGHT PLACE

Place nutrients where vines can use them

A way to rationalise fertiliser use is to check how well your vines are accessing nutrients from the soil. Leaf testing is a great tool for managing nutrients and vine health. Leaf tests enable you to test the nutrient status of your vines, helping you to maintain their optimum nutritional levels for good health and production. Having done an early season leaf test to plan your fertiliser application, and doing a mid-season leaf test now will provide insights on how effective your fertiliser programme has been to date. Collecting this data now will help with your fertiliser rationale for next season.

Store fertilisers and biostimulants safely. Biostimulants are natural or synthetic substances that can be applied to vines to improve growth, health, and productivity. Zespri GAP principle 3.4.2 requires that fertilisers and biostimulants are stored separately from agrichemicals and any fruit to prevent cross contamination. To protect open water sources from pollution, they need to be stored at least 25 metres away from open water sources such as ponds and streams. Don't forget to mark your fertiliser storage site clearly on your property/orchard map.

## FRESHWATER FARM PLANS: DIGITAL TOOL PILOT

You may be hearing more and more about Freshwater Farm Plans (FWFP) now the regulations have switched on in two regions of New Zealand (Waikato and Southland).

Zespri is working with a small group of growers in the Waikato to pilot a kiwifruit-specific digital tool to create FWFPs. This tool aims to support growers to create practical and meaningful plans, based on the good practice knowledge our industry has generated over decades.

We will keep you updated on how the pilot goes.

To find out more about FWFPs, have a read through the Ministry for the Environment web page here: <https://environment.govt.nz/acts-and-regulations/freshwater-implementation-guidance/freshwater-farm-plans/>

## UPCOMING EVENT



### 2023 ZESPRI INNOVATION SYMPOSIUM: BRINGING THE FUTURE FORWARD

**Where:** The Atrium, 252 Otumoetai Road, Otumoetai, Tauranga

**Join us at the Zespri Innovation Symposium!**

Discover the latest advancements in kiwifruit cultivation, sustainable practices, and cutting-edge technology and engage in thought-provoking discussions, workshops and inspiring keynotes from experts who are shaping the future of the industry.

#### What to expect

- Inspiring keynote from Agritech NZ CEO Brendan O'Connell
- Thought-provoking panels and discussions
- Hands on breakout sessions and demonstrations
- Networking opportunities

**Cost:** \$25 per person with net proceeds from ticket sales donated to The Daily Charitable Trust – a charity with the dream to see all of Te Puke connected and thriving through initiatives such as providing children with nutritious lunches at school.

To secure your place in crafting the future of our industry, register now, for this year's event via the link below, or by using the QR code here: <https://events.zespri.com/innovation-day/registration/Site/Register>



#### Carpool and win with Stoney Creek!

By having more people using one vehicle, carpooling is great for the environment and better yet reduces each person's travel costs such as fuel costs, tolls, parking spaces, and the stress of driving. Thanks to Stoney Creek, we have two Zespri Grower Thermoflex Hooded Vests to give away. Carpool on the day and go in the draw to win.





# SHARES UPDATE: NOVEMBER

## WHAT'S HAPPENING IN THE MARKET

| BIDS (BUYERS) |          |            |
|---------------|----------|------------|
| Orders        | Quantity | Price (\$) |
| 1             | 5,000    | \$4.75     |
| 1             | 5,000    | \$4.70     |
| 1             | 10,925   | \$4.50     |

| OFFERS (SELLERS) |          |            |
|------------------|----------|------------|
| Orders           | Quantity | Price (\$) |
| 1                | 10,670   | \$4.80     |
| 1                | 5,000    | \$4.80     |
| 1                | 20,000   | \$4.85     |
| 1                | 19,000   | \$4.85     |
| 1                | 5,000    | \$4.95     |
| 1                | 5,000    | \$5.00     |

| LAST 10 TRADES |          |            |              |
|----------------|----------|------------|--------------|
| Date           | Quantity | Price (\$) | Value (\$)   |
| 17/11/2023     | 10,000   | \$4.80     | \$48,000.00  |
| 16/11/2023     | 27,000   | \$4.80     | \$129,600.00 |
| 15/11/2023     | 1,000    | \$4.85     | \$4,850.00   |
| 13/11/2023     | 42,019   | \$4.80     | \$201,691.20 |
| 09/11/2023     | 4,120    | \$4.85     | \$19,982.00  |
| 09/11/2023     | 2,993    | \$4.80     | \$14,366.40  |
| 03/11/2023     | 15,477   | \$4.85     | \$75,063.45  |
| 03/11/2023     | 4,000    | \$4.85     | \$19,400.00  |
| 03/11/2023     | 25,760   | \$4.85     | \$124,936.00 |
| 01/11/2023     | 7,000    | \$4.85     | \$33,950.00  |

## SHARES AT A GLANCE AS AT 22 NOVEMBER 2023

### OVERSHARED SHARES REQUIRED TO BE SOLD THIS MONTH



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 THIS MONTH



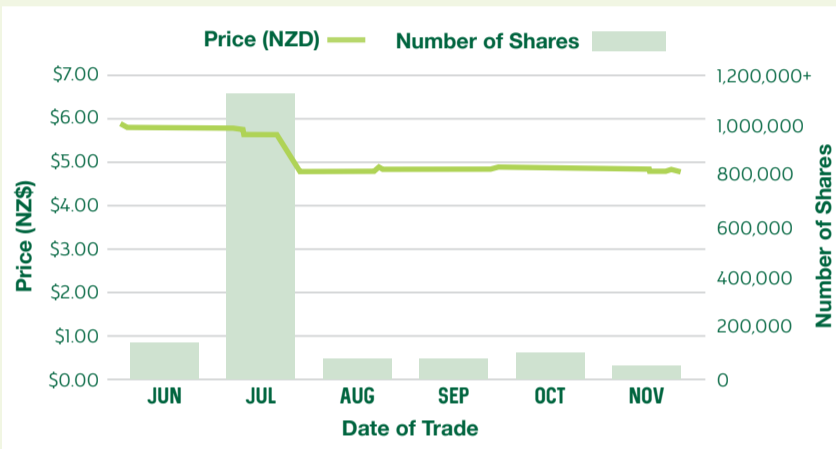
The Constitution states that Dry Shareholders (growers who no longer supply Fruit to Zespri) will cease to receive dividend payments three years after becoming Dry and will be converted to B class shares.

### DIRECTOR SHARE TRADING AS AT 22 NOVEMBER 2023



\*Shares traded by entities associated with Zespri Directors.

## ZESPRI GROUP LIMITED SHARE TRADES: 22 JUNE 2023 - 22 NOVEMBER 2023



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

## 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'.

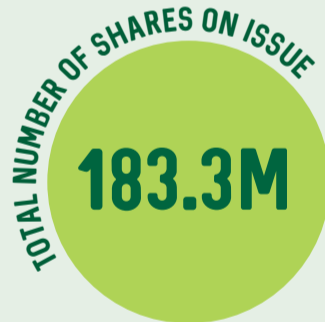
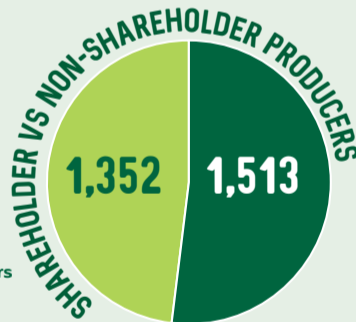
Follow us on **reap** for our mobile IR experience

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.

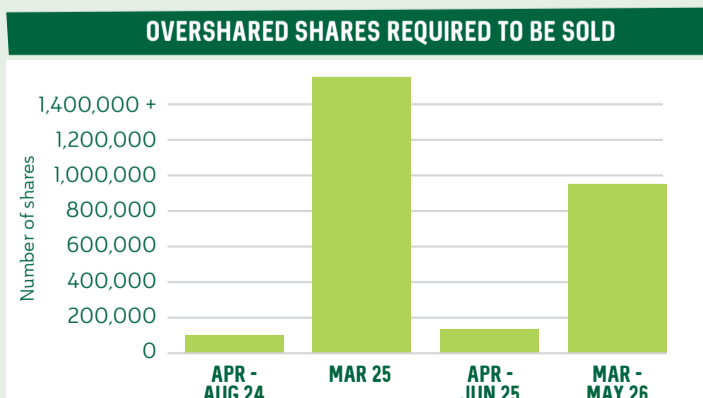
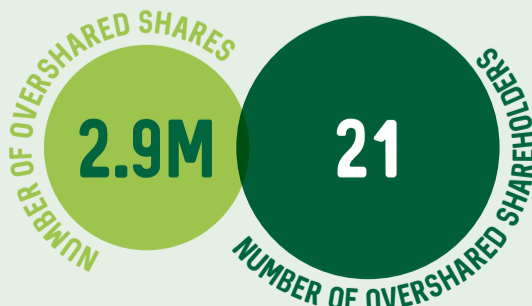
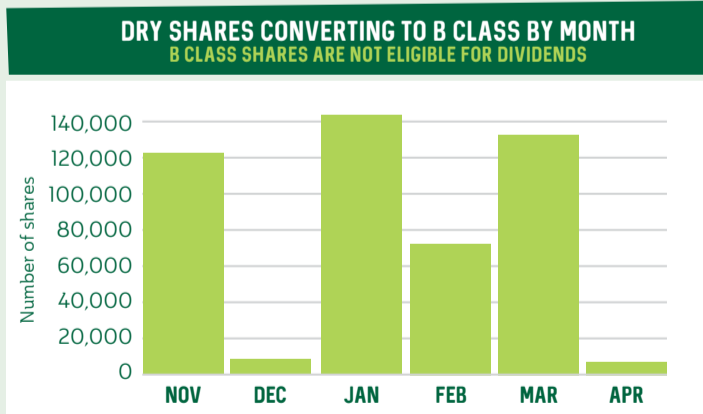
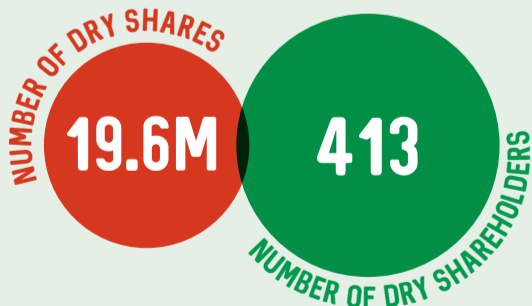


# OUR SHAREHOLDERS



Shareholder Producers  
Non-shareholder Producers

## DRY AND OVERSHARED SHARES



# 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





# 2023/24 PROGRESS PAYMENTS FOR DECEMBER

| CLASS 1 - APPROVED PROGRESS PAYMENT 15 DECEMBER 2023 | AVERAGE ON NET SUBMIT | 16/18/22 | 25/27  | 30/33  | 36     | 39        | 42        |
|--|-----------------------|----------|--------|--------|--------|-----------|-----------|
| Zespri Green   | \$0.85                | \$0.50   | \$0.90 | \$0.90 | \$0.90 | \$0.90    | \$0.45    |
| Zespri Organic Green                                 | \$1.08                | \$1.00   | \$1.15 | \$1.10 | \$1.10 | \$1.10    | \$0.60    |
| Zespri Gold3   | \$1.10                | \$1.10   | \$1.15 | \$1.05 | \$1.05 | No supply | No supply |
| Zespri Organic Gold3                                 | \$1.02                | \$0.70   | \$0.95 | \$1.45 | \$1.95 | No supply | No supply |
| Zespri Red19   | \$1.47                | \$1.00   | \$2.10 | \$1.50 | \$1.45 | \$1.45    | \$1.50    |
| Zespri Green14                                       | \$0.63                | \$0.25   | \$0.40 | \$0.75 | \$0.65 | \$0.65    | \$0.45    |

| CLASS 1 - INDICATIVE PROGRESS PAYMENT 15 FEBRUARY 2024 | AVERAGE ON NET SUBMIT | 16/18/22 | 25/27  | 30/33  | 36     | 39        | 42        |
|--|-----------------------|----------|--------|--------|--------|-----------|-----------|
| Zespri Green   | \$0.28                | \$0.30   | \$0.30 | \$0.30 | \$0.20 | \$0.20    | \$0.20    |
| Zespri Organic Green                                   | \$0.52                | \$0.55   | \$0.60 | \$0.55 | \$0.45 | \$0.45    | \$0.50    |
| Zespri Gold3   | \$0.57                | \$0.60   | \$0.55 | \$0.55 | \$0.55 | No supply | No supply |
| Zespri Organic Gold3                                   | \$0.58                | \$0.55   | \$0.65 | \$0.55 | \$0.60 | No supply | No supply |
| Zespri Red19   | \$0.55                | \$0.30   | \$0.90 | \$0.90 | \$0.55 | \$0.55    | \$0.50    |
| Zespri Green14   | \$0.19                | \$0.30   | \$0.35 | \$0.15 | \$0.15 | \$0.15    | \$0.35    |

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.

All Class 1 pools have seen an increase on indicative, due to increased total fruit and service payments in the November Forecast, flowing through to increased progress payments.

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

Approved per tray progress payments for 15 December 2023:

| Class 1              |        |
|----------------------|--------|
| Zespri Green         | \$0.85 |
| Zespri Organic Green | \$1.08 |
| Zespri Gold3         | \$1.10 |
| Zespri Organic Gold3 | \$1.02 |
| Zespri Red19         | \$1.47 |
| Zespri Green14       | \$0.63 |

### February 2024 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 15 February 2024:

| Class 1              |        |
|----------------------|--------|
| Zespri Green         | \$0.28 |
| Zespri Organic Green | \$0.52 |
| Zespri Gold3         | \$0.57 |
| Zespri Organic Gold3 | \$0.58 |
| Zespri Red19         | \$0.55 |
| Zespri Green14       | \$0.19 |

## KNZ INVESTIGATION DECISION

KNZ has published the result of its investigation into a small (17,000 tray) supply chain trial which Zespri ran in partnership with an industry supplier under a Service Level Agreement (SLA) this season. The trial was proposed by the supplier as a potential way to make our supply chain to a major market more efficient with bulk shipping.

KNZ has a statutory role to monitor Zespri's activities and adherence with the Kiwifruit Regulations 1999. It launched this investigation after a complaint from another supplier which wanted to have the opportunity to participate in the trial.

In announcing its decision, KNZ's main finding was that Zespri not inviting other suppliers to take part in the trial constituted discrimination under the Regulations. It found that the reasons for not making the trial available to other suppliers did not meet the regulatory requirement for commercial justification.

While KNZ acknowledged there was no material advantage to the supplier involved in the trial, it found that Zespri did not publish the agreement which governed the trial in the required timeframe. Under Regulation 14, Zespri must make SLAs public at least one month before coming into effect or, if that's not possible, at least before the agreement comes into effect. SLAs are agreements between Zespri and suppliers under the

Supply Agreement for additional services during the season to deliver product with specific attributes in an acceptable timeframe to the market.

Zespri has a significant focus on making our supply chain as efficient as possible and is committed to working with suppliers to do this while meeting our regulatory obligations.

KNZ has also stated that Zespri must provide it with an undertaking to take reasonable steps to ensure we meet our information disclosure requirements within the required timeframes and to inform KNZ by December 15 of the actions we're taking.

Zespri has cooperated fully with KNZ throughout this process, accepts its decision and will comply with the undertaking.

KNZ also recommended we release comprehensive findings and data from the trial to all suppliers to ensure the results and learning are shared across the industry. Zespri did this last month and we note Zespri is not planning to use the methods explored in this trial in the 2024 season.

We've also reviewed and updated our processes for SLAs including making sure people across the business consider our regulatory obligations.

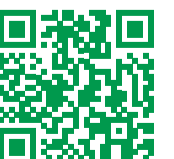
## ARE YOU INTERESTED IN LEARNING MORE ABOUT ZESPRI SHARES?

Whether you're thinking of investing, or you're an existing shareholder wanting to find out more about Zespri shares, on 25 January 2024 we'll be running an in-person education session at the Zespri head office.

The session aim is to give you a brief overview of some of the key information you need to know about being a Zespri Shareholder.

Topics include:

- What it means to be a shareholder
- Benefits of being a Zespri shareholder
- Share alignment: cap and brief overview of rules
- About Zespri shares
- Annual Meeting voting
- Trading partners
- Ways to trade
- Dividends



Please register your interest by clicking on the link below or by scanning the QR code. Numbers are limited so please register your interest now. <https://forms.office.com/r/RNPkcL2TRX>



# 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 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.
- Average payments per TE are based on the 2023/24 November 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.

| ZESPRI GOLD3 NOVEMBER |               |               |                          |               |               |                 |                             |                    |
|-----------------------|---------------|---------------|--------------------------|---------------|---------------|-----------------|-----------------------------|--------------------|
| ISO month             | Submit        | Pack and Time | KiwiStart Accountability | Taste Zespri  | Progress      | Loyalty Premium | Total payment / TE Supplied | % of Pool Paid YTD |
| Apr-23                | \$3.60        | \$0.11        |                          |               |               |                 | \$3.71                      | 21%                |
| May-23                |               | \$0.08        |                          |               |               |                 | \$3.79                      | 21%                |
| Jun-23                |               | \$0.13        |                          |               |               |                 | \$3.92                      | 22%                |
| Jul-23                |               | \$0.08        | \$0.00                   | \$0.92        | \$2.36        |                 | \$7.28                      | 41%                |
| Aug-23                |               | \$0.37        | \$0.54                   | \$1.29        | \$0.14        |                 | \$9.62                      | 54%                |
| Sep-23                |               | \$0.52        | \$0.00                   | \$1.53        | \$0.40        |                 | \$12.07                     | 68%                |
| Oct-23                |               | \$0.52        | \$0.56                   | \$0.25        | \$0.29        |                 | \$13.70                     | 77%                |
| Nov-23                |               | \$0.01        | \$0.00                   | \$1.01        | \$0.79        |                 | \$15.51                     | 87%                |
| Dec-23                |               |               |                          |               | \$1.10        |                 |                             | 93%                |
| Jan-24                |               |               |                          |               |               | \$0.10          |                             |                    |
| Feb-24                |               |               |                          |               | \$0.57        |                 |                             |                    |
| Mar-24                |               |               |                          |               |               |                 |                             | 98%                |
| Apr-24                |               |               |                          |               |               |                 |                             |                    |
| May-24                |               |               |                          |               |               |                 |                             |                    |
| Jun-24                |               |               |                          |               |               | \$0.20          |                             | 100%               |
| <b>Paid YTD</b>       | <b>\$3.60</b> | <b>\$1.81</b> | <b>\$1.10</b>            | <b>\$5.01</b> | <b>\$3.98</b> | <b>\$0.00</b>   | <b>\$15.51</b>              |                    |
| <b>Balance to pay</b> | <b>\$0.00</b> | <b>\$0.02</b> | <b>\$0.00</b>            | <b>\$0.00</b> | <b>\$1.99</b> | <b>\$0.30</b>   | <b>\$2.31</b>               |                    |

Total fruit and service payments - 2023/24 Forecast \$17.82

| ZESPRI ORGANIC GOLD3 NOVEMBER |               |               |                          |               |               |                 |                             |                    |
|-------------------------------|---------------|---------------|--------------------------|---------------|---------------|-----------------|-----------------------------|--------------------|
| ISO month                     | Submit        | Pack and Time | KiwiStart Accountability | Taste Zespri  | Progress      | Loyalty Premium | Total payment / TE Supplied | % of Pool Paid YTD |
| Apr-23                        | \$3.60        | \$0.06        |                          |               |               |                 | \$3.66                      | 19%                |
| May-23                        |               | \$0.28        |                          |               |               |                 | \$3.94                      | 20%                |
| Jun-23                        |               | \$0.07        |                          |               |               |                 | \$4.01                      | 21%                |
| Jul-23                        |               | \$0.24        | \$0.00                   | \$1.26        | \$2.85        |                 | \$8.36                      | 43%                |
| Aug-23                        |               | \$0.30        | \$0.52                   | \$1.68        | \$0.15        |                 | \$11.01                     | 57%                |
| Sep-23                        |               | \$0.31        | \$0.00                   | \$1.81        | \$0.54        |                 | \$13.66                     | 70%                |
| Oct-23                        |               | \$0.04        | \$0.57                   | \$0.02        | \$0.96        |                 | \$15.26                     | 79%                |
| Nov-23                        |               | \$0.04        | \$0.00                   | \$1.22        | \$0.53        |                 | \$17.04                     | 88%                |
| Dec-23                        |               |               |                          |               | \$1.02        |                 |                             | 93%                |
| Jan-24                        |               |               |                          |               |               | \$0.10          |                             |                    |
| Feb-24                        |               |               |                          |               | \$0.58        |                 |                             |                    |
| Mar-24                        |               |               |                          |               |               |                 |                             | 97%                |
| Apr-24                        |               |               |                          |               |               |                 |                             |                    |
| May-24                        |               |               |                          |               |               |                 |                             |                    |
| Jun-24                        |               |               |                          |               |               | \$0.20          |                             | 100%               |
| <b>Paid YTD</b>               | <b>\$3.60</b> | <b>\$1.33</b> | <b>\$1.09</b>            | <b>\$6.00</b> | <b>\$5.02</b> | <b>\$0.00</b>   | <b>\$17.04</b>              |                    |
| <b>Balance to pay</b>         | <b>\$0.00</b> | <b>\$0.06</b> | <b>\$0.00</b>            | <b>\$0.00</b> | <b>\$1.99</b> | <b>\$0.30</b>   | <b>\$2.35</b>               |                    |

Total fruit and service payments - 2023/24 Forecast \$19.39

| ZESPRI RED19 NOVEMBER |               |                |                          |               |                |                 |                             |                    |
|-----------------------|---------------|----------------|--------------------------|---------------|----------------|-----------------|-----------------------------|--------------------|
| ISO month             | Submit        | Pack and Time  | KiwiStart Accountability | Taste Zespri  | Progress       | Loyalty Premium | Total payment / TE Supplied | % of Pool Paid YTD |
| Apr-23                | \$3.60        |                |                          |               |                |                 | \$3.60                      | 16%                |
| May-23                |               |                |                          |               |                |                 | \$3.60                      | 16%                |
| Jun-23                |               |                |                          |               |                |                 | \$3.60                      | 16%                |
| Jul-23                |               | -\$0.09        |                          |               | \$8.21         |                 | \$11.72                     | 52%                |
| Aug-23                |               |                | -\$0.21                  |               | \$2.39         |                 | \$14.11                     | 63%                |
| Sep-23                |               |                |                          |               | \$3.00         |                 | \$16.91                     | 76%                |
| Oct-23                |               |                |                          |               | \$2.13         |                 | \$19.04                     | 85%                |
| Nov-23                |               |                |                          |               | \$0.44         |                 | \$19.48                     | 87%                |
| Dec-23                |               |                |                          |               | \$1.47         |                 |                             | 94%                |
| Jan-24                |               |                |                          |               |                | \$0.10          |                             |                    |
| Feb-24                |               |                |                          |               | \$0.55         |                 |                             |                    |
| Mar-24                |               |                |                          |               |                |                 |                             | 98%                |
| Apr-24                |               |                |                          |               |                |                 |                             |                    |
| May-24                |               |                |                          |               |                |                 |                             |                    |
| Jun-24                |               |                |                          |               |                | \$0.20          |                             | 100%               |
| <b>Paid YTD</b>       | <b>\$3.60</b> | <b>-\$0.09</b> | <b>-\$0.21</b>           | <b>\$0.00</b> | <b>\$16.18</b> | <b>\$0.00</b>   | <b>\$19.48</b>              |                    |
| <b>Balance to pay</b> | <b>\$0.00</b> | <b>\$0.00</b>  | <b>\$0.00</b>            | <b>\$0.00</b> | <b>\$2.55</b>  | <b>\$0.30</b>   | <b>\$2.85</b>               |                    |

Total fruit and service payments - 2023/24 Forecast \$22.33

| ZESPRI GREEN NOVEMBER |               |               |                          |               |               |                 |                             |                    |
|-----------------------|---------------|---------------|--------------------------|---------------|---------------|-----------------|-----------------------------|--------------------|
| ISO month             | Submit        | Pack and Time | KiwiStart Accountability | Taste Zespri  | Progress      | Loyalty Premium | Total payment / TE Supplied | % of Pool Paid YTD |
| Apr-23                | \$2.75        | \$0.01        |                          |               |               |                 | \$2.76                      | 21%                |
| May-23                |               | \$0.16        |                          |               |               |                 | \$2.92                      | 23%                |
| Jun-23                |               | \$0.08        |                          |               |               |                 | \$3.00                      | 23%                |
| Jul-23                |               | \$0.05        | \$0.00                   | \$0.56        | \$0.98        |                 | \$4.60                      | 36%                |
| Aug-23                |               | \$0.21        | \$0.43                   | \$0.95        | \$0.30        |                 | \$6.49                      | 50%                |
| Sep-23                |               | \$0.27        | \$0.00                   | \$1.67        | \$0.05        |                 | \$8.48                      | 66%                |
| Oct-23                |               | \$0.25        | \$0.57                   | \$0.21        | \$0.05        |                 | \$9.56                      | 74%                |
| Nov-23                |               | \$0.01        | \$0.00                   | \$0.86        | \$0.58        |                 | \$11.02                     | 85%                |
| Dec-23                |               |               |                          |               | \$0.85        |                 |                             | 92%                |
| Jan-24                |               |               |                          |               |               | \$0.10          |                             |                    |
| Feb-24                |               |               |                          |               | \$0.28        |                 |                             |                    |
| Mar-24                |               |               |                          |               |               |                 |                             | 96%                |
| Apr-24                |               |               |                          |               |               |                 |                             |                    |
| May-24                |               |               |                          |               |               |                 |                             |                    |
| Jun-24                |               |               |                          |               |               | \$0.20          |                             | 100%               |
| <b>Paid YTD</b>       | <b>\$2.75</b> | <b>\$1.05</b> | <b>\$1.01</b>            | <b>\$4.24</b> | <b>\$1.96</b> | <b>\$0.00</b>   | <b>\$11.02</b>              |                    |
| <b>Balance to pay</b> | <b>\$0.00</b> | <b>\$0.04</b> | <b>\$0.01</b>            | <b>\$0.00</b> | <b>\$1.53</b> | <b>\$0.30</b>   | <b>\$1.88</b>               |                    |

Total fruit and service payments - 2023/24 Forecast \$12.89

| ZESPRI ORGANIC GREEN NOVEMBER |               |               |                          |               |               |                 |                             |                    |
|-------------------------------|---------------|---------------|--------------------------|---------------|---------------|-----------------|-----------------------------|--------------------|
| ISO month                     | Submit        | Pack and Time | KiwiStart Accountability | Taste Zespri  | Progress      | Loyalty Premium | Total payment / TE Supplied | % of Pool Paid YTD |
| Apr-23                        | \$2.75        |               |                          |               |               |                 | \$2.75                      | 18%                |
| May-23                        |               | \$0.04        |                          |               |               |                 | \$2.79                      | 18%                |
| Jun-23                        |               | \$0.04        |                          |               |               |                 | \$2.84                      | 18%                |
| Jul-23                        |               | \$0.14        | \$0.00                   | \$0.57        | \$2.22        |                 | \$5.77                      | 37%                |
| Aug-23                        |               | \$0.23        | \$0.24                   | \$1.19        | \$0.30        |                 | \$7.73                      | 50%                |
| Sep-23                        |               | \$0.39        | \$0.00                   | \$1.70        | \$0.21        |                 | \$10.03                     | 64%                |
| Oct-23                        |               | \$0.46        | \$0.29                   | \$0.38        | \$0.05        |                 | \$11.21                     | 72%                |
| Nov-23                        |               | \$0.02        | \$0.00                   | \$0.98        | \$0.91        |                 | \$13.11                     | 84%                |
| Dec-23                        |               |               |                          |               | \$1.08        |                 |                             | 92%                |
| Jan-24                        |               |               |                          |               |               | \$0.10          |                             |                    |
| Feb-24                        |               |               |                          |               | \$0.52        |                 |                             |                    |
| Mar-24                        |               |               |                          |               |               |                 |                             | 97%                |
| Apr-24                        |               |               |                          |               |               |                 |                             |                    |
| May-24                        |               |               |                          |               |               |                 |                             |                    |
| Jun-24                        |               |               |                          |               |               | \$0.20          |                             | 100%               |
| <b>Paid YTD</b>               | <b>\$2.75</b> | <b>\$1.33</b> | <b>\$0.53</b>            | <b>\$4.81</b> | <b>\$3.69</b> | <b>\$0.00</b>   | <b>\$13.11</b>              |                    |
| <b>Balance to pay</b>         | <b>\$0.00</b> | <b>\$0.18</b> | <b>\$0.01</b>            | <b>\$0.00</b> | <b>\$2.01</b> | <b>\$0.30</b>   | <b>\$2.50</b>               |                    |

Total fruit and service payments - 2023/24 Forecast \$15.61

| ZESPRI GREEN14 NOVEMBER |               |                |                          |               |               |                 |                             |                    |
|-------------------------|---------------|----------------|--------------------------|---------------|---------------|-----------------|-----------------------------|--------------------|
| ISO month               | Submit        | Pack and Time  | KiwiStart Accountability | Taste Zespri  | Progress      | Loyalty Premium | Total payment / TE Supplied | % of Pool Paid YTD |
| Apr-23                  | \$2.95        |                |                          |               |               |                 | \$2.95                      | 20%                |
| May-23                  |               |                |                          |               |               |                 | \$2.95                      | 20%                |
| Jun-23                  |               |                |                          |               |               |                 | \$2.95                      | 20%                |
| Jul-23                  |               | -\$0.01        |                          | \$0.80        | \$3.23        |                 | \$6.97                      | 48%                |
| Aug-23                  |               |                | \$0.19                   | \$0.80        | \$1.00        |                 | \$8.96                      | 61%                |
| Sep-23                  |               |                |                          | \$1.38        | \$0.86        |                 | \$11.20                     | 77%                |
| Oct-23                  |               |                | \$0.19                   |               | \$0.60        |                 | \$11.98                     | 82%                |
| Nov-23                  |               |                |                          | \$0.74        | \$0.22        |                 | \$12.94                     | 89%                |
| Dec-23                  |               |                |                          |               | \$0.63        |                 |                             | 93%                |
| Jan-24                  |               |                |                          |               |               | \$0.10          |                             |                    |
| Feb-24                  |               |                |                          |               | \$0.19        |                 |                             |                    |
| Mar-24                  |               |                |                          |               |               |                 |                             | 97%                |
| Apr-24                  |               |                |                          |               |               |                 |                             |                    |
| May-24                  |               |                |                          |               |               |                 |                             |                    |
| Jun-24                  |               |                |                          |               |               | \$0.20          |                             | 100%               |
| <b>Paid YTD</b>         | <b>\$2.95</b> | <b>-\$0.01</b> | <b>\$0.38</b>            | <b>\$3.71</b> | <b>\$5.91</b> | <b>\$0.00</b>   | <b>\$12.94</b>              |                    |
| <b>Balance to pay</b>   | <b>\$0.00</b> | <b>\$0.00</b>  | <b>\$0.00</b>            | <b>\$0.00</b> | <b>\$1.34</b> | <b>\$0.30</b>   | <b>\$1.64</b>               |                    |

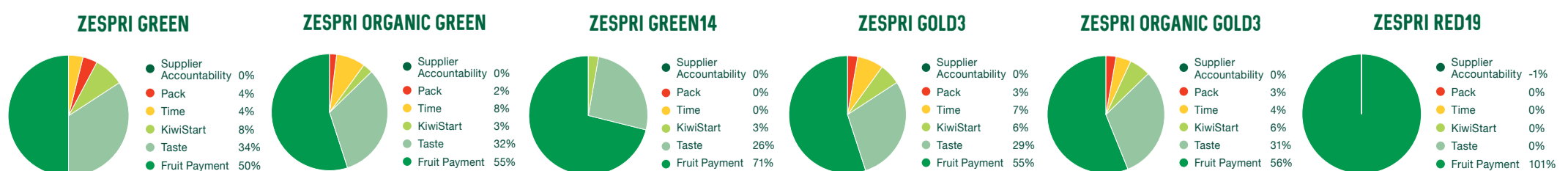
Total fruit and service payments - 2023/24 Forecast \$14.58

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.

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

## 2023/24 SEASON GROWER PAYMENT PORTIONS – TOTAL FRUIT AND SERVICE PAYMENTS

### 2023/24 NOVEMBER FORECAST





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

| Full-Year Return  | 2023/24 - November Forecast |                      |                  |                      |                 |                 |                | 2022/23 - Actual |                      |                  |                  |                 |                 |                |
|---|-----------------------------|----------------------|------------------|----------------------|-----------------|-----------------|----------------|------------------|----------------------|------------------|------------------|-----------------|-----------------|----------------|
|   | Zespri Green                | Zespri Organic Green | Zespri Gold3     | Zespri Organic Gold3 | Zespri Red19    | Zespri Green14  | All Pools      | Zespri Green     | Zespri Organic Green | Zespri Gold3     | Organic Gold3    | Zespri Red19    | Zespri Green14  | All Pools      |
| <b>Total Forecast:</b>  |                             |                      |                  |                      |                 |                 |                |                  |                      |                  |                  |                 |                 |                |
| Total trays supplied (m)  | 39.3                        | 2.0                  | 89.2             | 2.3                  | 0.2             | 0.1             | 137.0          | 58.6             | 3.1                  | 97.3             | 3.0              | 0.1             | 0.2             | 165.9          |
| Kilograms supplied (m)  | 137.7                       | 7.1                  | 310.2            | 8.0                  | 0.8             | 0.4             | 477.3          | 204.9            | 10.7                 | 338.2            | 10.5             | 0.4             | 0.7             | 579.7          |
| Average size per tray   | 30.4                        | 32.6                 | 25.4             | 25.6                 | 39.0            | 34.8            |                | 30.5             | 33.2                 | 27.4             | 27.9             | 37.5            | 35.9            |                |
| Fruit payments (\$m)  | 245.6                       | 17.1                 | 854.2            | 24.3                 | 5.5             | 1.1             | 1,189.6        | 243.4            | 18.5                 | 719.8            | 24.5             | 2.5             | 1.7             | 1,043.5        |
| Fruit incentives (\$m)  | 207.1                       | 10.8                 | 545.6            | 16.2                 | -0.1            | 0.4             | 780.1          | 246.1            | 16.0                 | 637.6            | 23.2             | 0.0             | 0.6             | 923.4          |
| Service costs (\$m)   | 42.7                        | 3.1                  | 163.7            | 3.2                  | -0.0            | -0.0            | 213.2          | 82.9             | 3.2                  | 135.9            | 3.4              | 0.0             | -0.0            | 226.5          |
| <b>Fruit and service payments excl. loyalty premium (\$m)</b>               | <b>495.4</b>                | <b>31.0</b>          | <b>1,563.5</b>   | <b>43.7</b>          | <b>5.4</b>      | <b>1.5</b>      | <b>2,182.9</b> | <b>572.4</b>     | <b>37.6</b>          | <b>1,493.3</b>   | <b>51.1</b>      | <b>2.5</b>      | <b>2.2</b>      | <b>2,193.4</b> |
| <b>Total Forecast per tray (\$):</b>  |                             |                      |                  |                      |                 |                 |                |                  |                      |                  |                  |                 |                 |                |
| Submit payment <sup>1</sup>   | 2.75                        | 2.75                 | 3.60             | 3.60                 | 3.60            | 2.95            |                | 2.45             | 2.45                 | 3.30             | 3.30             | 3.30            | 2.80            |                |
| Progress payments   | 3.50                        | 5.69                 | 5.97             | 7.01                 | 18.73           | 7.24            |                | 1.71             | 3.54                 | 4.10             | 4.86             | 18.68           | 5.25            |                |
| <b>Total fruit payments per net submit trays</b>                            | <b>6.24</b>                 | <b>8.44</b>          | <b>9.57</b>      | <b>10.62</b>         | <b>22.33</b>    | <b>10.19</b>    |                | <b>4.16</b>      | <b>5.99</b>          | <b>7.40</b>      | <b>8.16</b>      | <b>21.98</b>    | <b>8.05</b>     |                |
| KiwiStart <sup>2</sup>  | 1.00                        | 0.53                 | 1.10             | 1.09                 | 0.00            | 0.38            |                | 0.95             | 0.75                 | 1.13             | 1.24             | 0.00            | 0.43            |                |
| Taste Zespri  | 4.24                        | 4.81                 | 5.01             | 6.00                 | 0.00            | 3.71            |                | 2.94             | 4.20                 | 5.15             | 6.23             | 0.00            | 2.29            |                |
| KiwiGreen <sup>3</sup>  | 0.00                        | 0.00                 | 0.00             | 0.00                 | 0.00            | 0.00            |                | 0.26             | 0.26                 | 0.26             | 0.26             | 0.25            | 0.25            |                |
| Supplier Accountability   | 0.02                        | 0.01                 | 0.00             | 0.00                 | -0.21           | 0.00            |                | 0.05             | -0.03                | 0.01             | 0.00             | -0.06           | -0.19           |                |
| <b>Fruit incentives</b>   | <b>5.27</b>                 | <b>5.35</b>          | <b>6.11</b>      | <b>7.08</b>          | <b>-0.21</b>    | <b>4.09</b>     |                | <b>4.20</b>      | <b>5.18</b>          | <b>6.55</b>      | <b>7.73</b>      | <b>0.19</b>     | <b>2.78</b>     |                |
| Pack type   | 0.56                        | 0.35                 | 0.53             | 0.60                 | -0.09           | 0.00            |                | 0.45             | 0.19                 | 0.39             | 0.45             | 0.00            | 0.00            |                |
| Time payment  | 0.52                        | 1.16                 | 1.30             | 0.79                 | 0.00            | 0.00            |                | 0.97             | 0.84                 | 1.01             | 0.68             | 0.00            | 0.00            |                |
| <b>Service costs</b>  | <b>1.09</b>                 | <b>1.51</b>          | <b>1.83</b>      | <b>1.40</b>          | <b>-0.09</b>    | <b>0.00</b>     |                | <b>1.42</b>      | <b>1.03</b>          | <b>1.40</b>      | <b>1.14</b>      | <b>0.00</b>     | <b>0.00</b>     |                |
| <b>Class 1 fruit and service payments per net submit trays</b>              | <b>12.59</b>                | <b>15.31</b>         | <b>17.52</b>     | <b>19.09</b>         | <b>22.03</b>    | <b>14.28</b>    |                | <b>9.77</b>      | <b>12.20</b>         | <b>15.35</b>     | <b>17.02</b>     | <b>22.18</b>    | <b>10.82</b>    |                |
| Loyalty premium   | 0.30                        | 0.30                 | 0.30             | 0.30                 | 0.30            | 0.30            |                | 0.30             | 0.30                 | 0.30             | 0.30             | 0.30            | 0.30            |                |
| <b>Class 1 fruit and service payments with loyalty per net submit trays</b> | <b>12.89</b>                | <b>15.61</b>         | <b>17.82</b>     | <b>19.39</b>         | <b>22.33</b>    | <b>14.58</b>    |                | <b>10.07</b>     | <b>12.50</b>         | <b>15.65</b>     | <b>17.32</b>     | <b>22.48</b>    | <b>11.12</b>    |                |
| Less: onshore fruit loss  | -0.09                       | -0.20                | -0.28            | -0.16                | -0.08           | -0.07           |                | -0.50            | -0.74                | -0.90            | -0.56            | -0.09           | -0.10           |                |
| Fruit loss percentage <sup>4</sup>  | 0.68%                       | 1.26%                | 1.56%            | 0.83%                | 0.37%           | 0.48%           |                | 4.97%            | 5.93%                | 5.74%            | 3.25%            | 0.38%           | 0.92%           |                |
| <b>Class 1 fruit and service payments per gross submit trays</b>            | <b>12.81</b>                | <b>15.41</b>         | <b>17.55</b>     | <b>19.23</b>         | <b>22.25</b>    | <b>14.51</b>    |                | <b>9.57</b>      | <b>11.76</b>         | <b>14.75</b>     | <b>16.76</b>     | <b>22.39</b>    | <b>11.02</b>    |                |
| Plus Class 2 Return <sup>5</sup>  | 0.35                        | 0.50                 | 0.18             | 0.19                 | 1.57            | 0.00            |                | 0.22             | 0.44                 | 0.10             | 0.21             | 0.00            | 0.06            |                |
| Plus Non-Standard Supply (NSS) <sup>5</sup>                                 | 0.01                        | 0.05                 | 0.03             | 0.08                 | 6.82            | 0.00            |                | 0.01             | 0.09                 | 0.08             | 0.18             | 4.15            | 0.00            |                |
| Plus Other Income (Non dividend) <sup>6</sup>                               | 0.01                        | 0.01                 | 0.02             | 0.02                 | 0.03            | 0.00            |                | 0.01             | 0.00                 | 0.02             | 0.01             | 0.00            | 0.01            |                |
| <b>Average revenue per gross submit trays</b>                               | <b>13.17</b>                | <b>15.97</b>         | <b>17.77</b>     | <b>19.53</b>         | <b>30.68</b>    | <b>14.51</b>    |                | <b>9.81</b>      | <b>12.29</b>         | <b>14.94</b>     | <b>17.16</b>     | <b>26.54</b>    | <b>11.09</b>    |                |
| <b>LESS: Post-harvest costs deducted<sup>7</sup></b>                        |                             |                      |                  |                      |                 |                 |                |                  |                      |                  |                  |                 |                 |                |
| Base packing and packaging  | -1.95                       | -1.95                | -3.13            | -3.30                | -3.37           | -3.03           |                | -1.79            | -1.83                | -2.83            | -2.95            | -3.08           | -3.01           |                |
| Pack differential   | -0.56                       | -0.35                | -0.53            | -0.60                | 0.09            | 0.00            |                | -0.43            | -0.18                | -0.37            | -0.44            | 0.00            | 0.00            |                |
| Base cool storage   | -1.07                       | -1.07                | -1.07            | -1.07                | -1.08           | -1.06           |                | -0.99            | -0.97                | -0.98            | -0.99            | -1.01           | -1.01           |                |
| Logistics   | -0.19                       | -0.19                | -0.20            | -0.17                | -0.22           | -0.17           |                | -0.18            | -0.18                | -0.17            | -0.16            | -0.18           | -0.20           |                |
| Time and CC/RK charges  | -0.39                       | -0.40                | -0.51            | -0.23                | 0.00            | 0.00            |                | -0.65            | -0.45                | -0.62            | -0.34            | 0.00            | 0.00            |                |
| <b>Total post-harvest costs per gross submit trays</b>                      | <b>-4.17</b>                | <b>-3.97</b>         | <b>-5.42</b>     | <b>-5.38</b>         | <b>-4.58</b>    | <b>-4.26</b>    |                | <b>-4.03</b>     | <b>-3.61</b>         | <b>-4.97</b>     | <b>-4.87</b>     | <b>-4.27</b>    | <b>-4.23</b>    |                |
| <b>OGR per gross submit trays</b>   | <b>9.00</b>                 | <b>12.00</b>         | <b>12.35</b>     | <b>14.15</b>         | <b>26.10</b>    | <b>10.25</b>    |                | <b>5.78</b>      | <b>8.68</b>          | <b>9.97</b>      | <b>12.28</b>     | <b>22.27</b>    | <b>6.87</b>     |                |
| <b>Average industry yield per productive hectare<sup>8</sup></b>            | <b>6,879</b>                | <b>4,476</b>         | <b>11,375</b>    | <b>7,715</b>         | <b>1,547</b>    | <b>4,688</b>    |                | <b>9,976</b>     | <b>7,017</b>         | <b>13,789</b>    | <b>10,871</b>    | <b>1,889</b>    | <b>6,081</b>    |                |
| <b>Number of productive hectares<sup>9</sup></b>                            | <b>5,757</b>                | <b>458</b>           | <b>7,968</b>     | <b>299</b>           | <b>159</b>      | <b>23</b>       |                | <b>6,180</b>     | <b>467</b>           | <b>7,486</b>     | <b>285</b>       | <b>59</b>       | <b>34</b>       |                |
| <b>OGR per hectare</b>  | <b>\$61,916</b>             | <b>\$53,708</b>      | <b>\$140,451</b> | <b>\$109,154</b>     | <b>\$40,371</b> | <b>\$48,057</b> |                | <b>\$57,636</b>  | <b>\$60,912</b>      | <b>\$137,524</b> | <b>\$133,548</b> | <b>\$42,063</b> | <b>\$41,761</b> |                |
| <b>Average kilogram per tray<sup>10</sup></b>                               | <b>3.50</b>                 | <b>3.49</b>          | <b>3.48</b>      | <b>3.48</b>          | <b>3.28</b>     | <b>3.50</b>     |                | <b>3.50</b>      | <b>3.48</b>          | <b>3.48</b>      | <b>3.49</b>      | <b>3.37</b>     | <b>3.42</b>     |                |
| <b>OGR per kilogram</b>   | <b>2.57</b>                 | <b>3.44</b>          | <b>3.55</b>      | <b>4.07</b>          | <b>7.95</b>     | <b>2.93</b>     |                | <b>1.65</b>      | <b>2.49</b>          | <b>2.87</b>      | <b>3.52</b>      | <b>6.62</b>     | <b>2.01</b>     |                |

Notes:

- Submit rate presented for Zespri Green reflects Submit rate of \$2.75 for Sizes 18-39, and \$2.55 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 was removed for the 2023/24 season. Incentive was paid at \$0.25/TE on qualifying gross submit.
- Fruit loss percentage includes ungraded fruit inventory losses and is based on the levels of onshore fruit loss signalled in the September 2023 OSE.
- Zespri does not procure Class 2 and 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 October 2023.
  - 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.
  - Productive hectare information is sourced from the Grower Services database and includes all hectares described by growers as producing vines.
  - Average kilograms per tray are derived using the latest Pack Conversion rates.
- Note: Amounts above are not rounded to two decimal places, therefore rounding differences may apply.



# GLOBAL EXTENSION TEAM UPDATES

## THE MONTH AHEAD: DECEMBER

CANOPY  
MANAGEMENTSKIN  
SENSITIVITY

GIRDLING

PEST  
WATCH – PVH,  
LEAFROLLER, AND  
SCLEROTINIA

### CANOPY MANAGEMENT

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

- Developing fruitlets have a skin sensitive period. If running late and there is a need to open dark areas, work can still be done but more carefully. Prunings can be left in the canopy, however this dead material can contribute to fruit staining later in the season.
- Males require repeated pruning rounds to remove upright non-terminated growth. Remember how they looked after the first round of pruning post-pollination?
- Now's the time to cut back to that size. Plenty of well-lit spurs and terminated shoots will provide lots of flowers in spring and reduce the need for intensive summer pruning. Remove strong vegetative growths and tip squeeze weaker growths.
- Once the heat arrives, vines that suffered water logging over winter may deteriorate. Monitor closely, remove crop, and ensure they are not girdled.
- If the growth of grafted plants has been good and leaders are ready to be laid down, this should be done as soon as possible to ensure good lateral development.



### SKIN SENSITIVITY AND GIRDLING

#### Skin sensitivity

Kiwifruit varieties have varying degrees of sensitivity when skin is at the greatest risk of damage.

Remember when working in your canopies, to take extra care of your fruit as they are more vulnerable to skin damage at this time. See below for approximate timing of skin sensitivity, days after fruitset (DAFS):

- Red19: high risk from 25 days
- Gold3: some risk from 21 days, high risk from 28 days
- Hayward: some, but comparatively low risk, from 14 days.

We encourage you to prioritise any essential canopy activities in advance of these sensitivity periods.

#### Girdling

The optimum time for your size girdle in Hayward is three to four weeks after fruit set. Girdles after this period won't be as effective for fruit size, so if you haven't done your size girdle yet make sure you do it as soon as possible.

A great way to improve the dry matter of your crop is by girdling in the new year. A girdle at the end of January and February is a key tool for lifting dry matter in Gold3 and Hayward. Before girdling, walk around your block prior to girdling and flag any vines that look stressed - whether it be water stress from last season, flooding, or an armillaria infection. Make sure to let your contractor/staff know not to girdle these vines.



### PEST WATCH – PVH, LEAFROLLER, AND SCLEROTINIA

#### PVH

Pre-Christmas is a good time to tackle passionvine hopper (PVH) nymphs that could be hiding in gullies and on host plants surrounding the orchard. These young nymphs will grow into adults come January onwards, and will start to migrate into kiwifruit blocks and contribute to sooty mould. Remind yourself of their range of host plants if you need to be targeted in your approach. Have a look – you should be able to see the critters if they are around.

If you can't see any, have another look in a few weeks; regular monitoring will ensure you start control while PVH are young and easiest to manage. Clearing these areas if it's possible, and/or spraying (if drift can be managed) are options to help control nymphs. Remember that any sprays applied to shelter and boundary areas should be recorded in the spray diary and need a justified approval.

Don't forget that PVH nymphs may also already be in your orchard – they love hiding in fruit stalks from the previous years. Have a look now and if you need to spray, there are pyrethrum options in the CPS. Remember, management is much easier if caught early.

#### Leafroller

When monitoring leafroller, this is from five weeks after fruit set for Hayward, and seven weeks for Gold3. Fruitlets are very susceptible to damage from leafroller at this time so be proactive if you have an issue. If your monitoring results indicate a spray application is needed, check out the Crop Protection Guide for options.

#### Sclerotinia

Most growing districts have been exposed to wet humid conditions over recent weeks, ideal conditions for sclerotinia infection. Keep an eye on the fruitlets in your canopy as thinning out infected fruitlets (which requires checking inside the clusters of fruitlets) as soon as possible is key to minimising the spread of sclerotinia. Ensuring males are pruned promptly and maintaining open canopies will help reduce any further infections.

Timorex Gold® won't need a Justified Approval (JA) now that we are adding it to the Crop Protection Standard, as the label has changed to post fruit set. Research has shown the removal of infected fruitlets from the orchard is an effective tool in reducing disease pressure in subsequent seasons.

## IRRIGATION PREPARATION

NIWA's latest climate outlook suggests that El Niño will intensify over the next couple of months. It's predicted to bring below normal rainfall in the north and east of the North Island, normal or below normal soil moisture in most regions, and above average temperatures in the east of both islands.

Now is the time to prepare for a potential dry spell by ensuring your irrigation is tested and ready to go should forecast conditions eventuate.

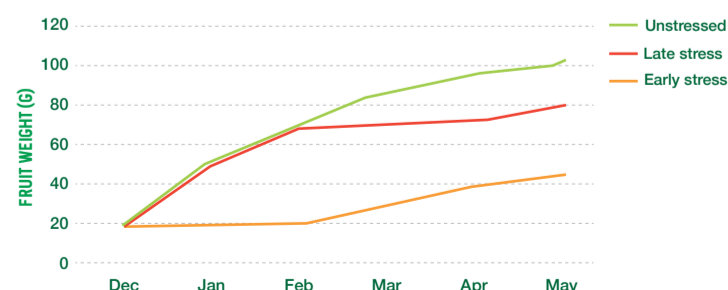
Start with the pre-season maintenance checklist, followed by a bucket test to check whether your irrigation system is delivering the right amount of water to the right places. Use properly installed and interpreted soil moisture sensors. Keep a close eye on soil moisture throughout the root zone and get started on irrigation before your soil dries out too much. At a minimum, dig several holes with a spade and assess soil moisture based on the look and feel of your soil.

Remember, an efficient irrigation system:

- Lowers the risk of vine decline and productivity loss from under or overwatering
- Avoids unnecessary pumping costs
- Minimises water waste
- Helps to keep nutrients within the root zone and accessible to plants
- Reduces the risk of run-off and drainage that can carry nutrients off-orchard and into nearby waterways.

Check out NIWA's latest climate outlook here: <https://niwa.co.nz/climate/seasonal-climate-outlook/seasonal-climate-outlook-for-november-2023-january-2024>

#### WATER STRESS IMPACT ON FRUIT GROWTH



The light green line on this graph shows a typical growth curve for Hayward. The red and orange lines illustrate the impact of early and late season water stress (respectively) on Hayward fruit size. If the plant experiences water stress during the growth period it will never make-up the difference. Source: Trevor Lupton/Murray Judd.



## AMONG THE VIRTUAL VINES: VR TECHNOLOGY BEING USED TO ATTRACT ORCHARD WORKERS



Bespoke virtual reality modules, developed by the Ministry of Social Development, are helping to drum up interest in kiwifruit roles by allowing job seekers to get a taste from a distance.

Virtual Reality headsets are an increasingly important tool for those sectors wanting to soften the blow of labour shortfalls.

The purpose of VR is to support the industry by attracting more people into these jobs. The headsets allow MSD frontline staff give job seekers an accurate picture of the work without them having to step foot on an orchard. It allows them to get a feel for it in a relaxed environment. Jobseekers are more likely to get inspired learning how to prune a kiwifruit vine in virtual reality than if they're just given a brochure.

"Our developers, Skills VR, have created scenarios that gamify the experience on an orchard to help people see themselves in roles in the industry," says Amanda Nicolle, Director Industry Partnerships at the Ministry of Social Development.

MSD partnered with NZKGI and Skills VR at the development and testing stage, therefore the modules are as authentic as they come.



More and more, industries are turning to VR, with similar modules having been developed for many industries including the aquaculture and construction sectors. HortNZ has also expressed interest in exploring VR modules for other crops with MSD.

MSD now have more than 120 virtual reality headsets in all regions of New Zealand, with specially trained VR Champions wheeling them out at local jobs expos and by appointment. To find out more and arrange a session get in touch at [industrypartnerships@msd.govt.nz](mailto:industrypartnerships@msd.govt.nz).

## YOUR NEW FREE CALENDAR IS HERE NOW



Hot off the press, we have the latest unwanted pest calendars for you, included in this edition of *Kiwiflier*.

If you, your pack-house, organisation, school, kindergarten (or anywhere else) would like one of these fantastic, bright, and colourful 2024 biosecurity calendars - specifically designed for the kiwifruit industry to highlight areas of high interest each month - send us an email at [info@kvh.org.nz](mailto:info@kvh.org.nz) letting us know your postal address and we'll pop one in the mail to you.



## BIOSECURITY CHALLENGES IN AN EVER-CHANGING CLIMATE



**Our climate is changing – that's a fact that's hard to refute.**

**At its most basic level, climate change is thought of as "a warming world", but there are a range of elements, aside from increasing temperatures, that could have significant impacts on biosecurity risk. These might include altered rainfall patterns and increased frequency of extreme weather events, such as droughts, floods, and storms.**

Climate change is often discussed on a global scale, but it is also leading to shifting climate patterns both nationally and regionally.

We all know that the environment is an integral player in our ability to grow good kiwifruit. It also has a pivotal role to understanding the potential threat of future biosecurity risks.

Ultimately, climate change will present us with an array of new biosecurity challenges in the future, likely including an increasing risk of new pests and diseases that are currently prevented by our climatic conditions.

New Zealand's temperate climate means that some tropical and sub-tropical high-risk biosecurity threats are currently unable to establish here. A warmer climate would likely mean that some of these unwanted pests could permanently establish in New Zealand in the future.

Existing pests will change distribution patterns and may behave differently under predicted future climates. For example, sleeper pests (i.e., those pests that are established but kept at bay by an unsuitable climate) will become active, or pathogens like *Phytophthora*, where impacts are somewhat localised/ sporadic, will find more favourable conditions for widespread damages.

There will also be opportunities for new crop types to be grown commercially in areas of New Zealand previously thought unfavourable.

This has the potential to bring an array of pests and diseases that current crops have not been exposed to.

Existing crops, such as kiwifruit, will grow in those areas previously considered marginal as local climates change. This shifting of crops could increase exposure to different pests and diseases or make them less resilient due to 'climate stress'.

KVH's goal is to make sure our biosecurity strategies are adaptable so we can effectively manage the changing risk profiles and uncertainties driven by climate change. Because of the large uncertainty and unpredictability in this area of study, we continue to utilise a range of methods to ensure we continue to be a biosecurity resilient industry.

Receiving information from people working on-the-ground will be critical to developing effective biosecurity strategies. Useful information about how pests and disease are responding to changes needs to be collected and shared. KVH have developed a passive reporting system, fondly known as "unusual symptom reporting" which allows us to track any changes in current pest distributions or impacts and gives us the best chance of detecting anything new. Utilising tools and techniques already developed to help predict future scenarios is also a priority. There has been great work already undertaken here in New Zealand to help foresee possible biosecurity trends, such as a new digital mapping tool that compares our climate with others globally under a range of current and future changeable climate scenarios.

Research, science, and innovation will play an important role in climate change adaptation. Changing climates is a focus of the Zespri Biosecurity Innovation portfolio to ensure that investment in research is appropriate and adaptable to the changing risks due to climate change.

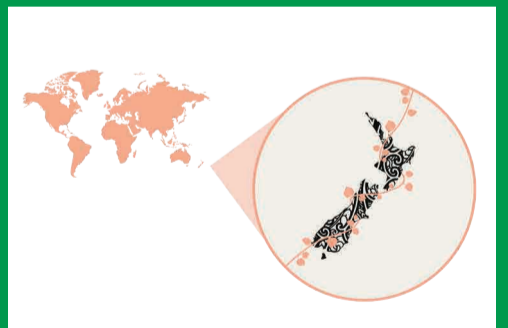
## CLIMATE CHANGE: WHAT WE CAN DO?

### Strengthening global biosecurity

Climate change is a global issue and New Zealand will feel the impacts from overseas. Understanding the changing risks and threats will allow us to plan for tomorrow, today.

### Climate change adaptation

Include climate change in biosecurity strategies and plans – nationally, regionally, and locally.



## CASE STUDY: TROPICAL ARMYWORM

**Many attribute biosecurity threats to those pests that aren't present in New Zealand. However, not all future biosecurity threats will arise from afar. any, currently harmless, pests that are already present in New Zealand may become a problem under climate change.**

It is important to recognise that potential future pests and disease problems might be "sleeping" in New Zealand, awaiting environmental changes which will allow them to spread and thrive. An example is Tropical Armyworm (TAW).

While this pest can be found throughout many northern regions, outbreaks (when caterpillars move like an army through crops and pastures) are considered uncommon. While kiwifruit is not its preferred choice of crop, this pest has been known to devastate an orchard from time to time,

usually when TAW favoured food is not readily available. The caterpillars tend to march out of crops and pastures in search of food.

However, the combination of factors that trigger outbreaks will become more common under future climate change scenarios – including above average summer and autumn temperatures, which allows for additional generations to develop.

Additionally, TAW populations can be kept in check by predation from other insects, such as wasps. It is thought that changing climatic conditions, such as high rainfall and/or flooding, may disrupt the natural parasitoid life cycle (that is, there are fewer of the wasps to feed on the armyworm), increasing the likelihood to army populations forming.



TAW attacking fallen kiwifruit (left); TAW damage on kiwifruit leaves. Credit: Zespri.



## 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

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

Jemma Pryor – Te Puke:  
027 283 6192

Robin Barker Gilbert – Katikati,  
Nelson: 027 779 5910

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

Teresa Whitehead - Organics:  
027 257 7135

### Where do I find my Food Act certificate which is required for my GAP audit?

You can download it from <https://mpi.my.salesforce-sites.com/publicregister> by searching your GAP legal entity (MSO name).

### I have been asked during my GAP inspection for confirmation regarding the budwood I used for grafting last season. Where do I get this from?

As part of your GAP audit, you are required to provide proof of any plant material that may have been used on your property. All growers who obtained budwood were emailed a letter on 8 September as confirmation. If you require a copy, please email [budwood@zespri.com](mailto:budwood@zespri.com).

### When do we expect the 2024 Supply Agreements?

Schedule 5 of the 2024 Supply Agreement will be posted out to growers in mid-February. This form must be signed by both the grower and the chosen registered supplier, with the supplier traditionally then returning the contract to Zespri to be processed.

It is important to have all your details up to date before we send out the 2024 Supply Agreements.

Please contact the Grower Support Services Team on 0800 155 355 or [contact.canopy@zespri.com](mailto:contact.canopy@zespri.com) if you have:

- Recently sold or purchased a new orchard
- A lease expiring that will need to be re-instated
- Recently changed post-harvest facilities.

## NEW HEAD OF GROWER COMMERCIAL SERVICES

Congratulations to Ben Fitchett, our new Head of Grower Commercial Services, taking over the role previously held by Tracy McCarthy who was recently appointed Executive Officer Grower and Industry Engagement. Ben has been with Zespri since October 2021 in the Procurement team as our Category Procurement Manager.

Ben will be responsible for the whole licensing portfolio, including the 2024 licence release and future licensing mechanisms as we commercialise new varieties. He'll be heavily involved in the ongoing share alignment initiatives, as well as shaping the future state of our global grower data and systems.

Ben's experience in his previous roles prior to Zespri, working with organisations such as Spark and the Ministry of Business, Innovation and Employment, and his most recent role in the procurement team, along with a law degree brings a wealth of commercial and legal expertise to the team.

"I look forward to working with Ben in his new role as Zespri looks at the continuing growth and improvements in the Shares, Licence and the data analytics space," says Tracy.

Ben says he's excited to get closer to our growers and other industry stakeholders as part of the new role.

"I'm looking forward to growing and strengthening the Grower Commercial Services team's contribution to the industry and to Zespri," says Ben.



New Head of Grower Commercial Services, Ben Fitchett.

## UPCOMING EVENT

DEC  
05

### ZESPRI ORGANIC GROWER DAY

Please join us at Zespri's Organic Grower Day on 5 December 2023.

Time: 9am to 1pm

Where: Manaia orchard in Oropi, Tauranga

Our Zespri Organic Product Manager will share insights and future opportunities with growers, and from there we will head out to the orchard to discuss growing Organic Green, SunGold and RubyRed Kiwifruit and gain insights from the grower and his practical solutions and advice for the upcoming season.

RSVP here: <https://events.zespri.com/organic-grower-day/registration/Site/Register>  
For more information, contact Teresa Whitehead: [teresa.whitehead@zespri.com](mailto:teresa.whitehead@zespri.com) or 027 257 7135.

## EXPRESSIONS OF INTEREST

2024  
JUL-AUG

### ORGANIC GROWER TOUR TO KOREA AND JAPAN 2024

Zespri is looking at hosting an Organic Grower Tour to Korea and Japan in late July/August 2024.

Korea and Japan are extremely valuable and sizable markets for our organic portfolio. The tour is an opportunity to learn more about our consumers and customers and to enjoy the culture and sights of these countries.

Tour highlights include:

- Zespri Global Supply orchards in Fukuoka
- Hiroshima, Osaka
- Tokyo markets
- Korea markets
- Customer visits
- Port tour

For more information regarding the tour, or if you wish to attend, please contact Teresa Whitehead: [teresa.whitehead@zespri.com](mailto:teresa.whitehead@zespri.com) or 027 257 7135.



### NORTH AMERICA AND CHILE GROWER TOUR 2024

Zespri is keen to host growers on a tour of North and South America in 2024.

This tour will cover the east coast of North America, visiting New York, Boston, Washington DC and Los Angeles, as well as a trip to Chile to meet with growers and see how kiwifruit is grown in South America.

Tour highlight to include:

- Orchards in Chile
- Sights and sounds of New York
- Chance to see a sporting game
- Visit to the US capital, Washington, D.C
- Port visit in Los Angeles
- Various sightseeing along the way.

Zespri Grower tours are an opportunity to connect with other growers by travelling to Zespri's key markets, seeing competitor fruits and repacking facilities. Growers who have been on the tours get to see the Zespri system from orchard to plate. You will engage with retailers and customers and hear firsthand about the sale and marketing of Zespri Kiwifruit. The tours also include seeing kiwifruit grown offshore.

If you're interested in taking part, contact Zespri Grower Services Coordinator, Erin Herbert: [erin.herbert@zespri.com](mailto:erin.herbert@zespri.com) or 027 232 5533.



### CUSTOMER TOURS 2024: PICNIC UNDER THE VINES

Are you interested in hosting Zespri Tour Groups on your orchard?

Our tour programme is a valuable part of showcasing our industry to customers, media and many other people looking to education themselves from orchard to plate. One way we provide an interesting and engaging experience is enjoying an orchard tour and/or a meal at a grower's home. Locations will need to have suitable bus parking and appropriate facilities to host groups of varying sizes.

It's a wonderful way to share a little of what makes our industry so amazing!

For more information about hosting a group as part of next year's tour programme, please contact your Grower Relations Manager (GRM) or email [tours.events@zespri.com](mailto:tours.events@zespri.com) to arrange an initial GRM visit.

## UPCOMING KIWIFLIER: SUMMER EDITION

A slimline summer issue of *Kiwiflier* will be published in mid-December. This will include updates that are important to share with growers ahead of the Christmas break, including an update on the 2024 Licence release following the Board meeting on 13 December.



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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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