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DAN MATHIESON RESIGNS TO TAKE UP NEW ROLE

Zespri CEO Dan Mathieson will leave Zespri to take up a new position as President of the Americas for global berry company, Driscoll's.

Dan has been at Zespri for 21 years, almost seven of those as CEO and will remain at Zespri to oversee the 2024 harvest and start of the sales season and until a new CEO is appointed, with the industry poised to deliver one of its largest-ever crops to meet growing demand for Zespri Kiwifruit around the world.

Zespri Chairman Bruce Cameron says Dan leaves as a world-class CEO who has helped turn Zespri into a leading sales and marketing company and with the industry well positioned to continue to succeed.

“Under Dan’s exceptional leadership Zespri grew sales from almost \$2.3 billion in 2016/17 to a peak just over \$4 billion in 2021/22 prior to the COVID-19 pandemic, with that growth set to continue in the coming years. Through that time, he demonstrated his ability to bring talented people together, to set and execute strategy and ultimately to deliver great outcomes for the industry.

“Dan leaves the company in a strong position to build on the industry’s success, with strong and stable management and a clear strategy the team is committed to executing well,” says Bruce.

“I’m excited about the future and know we have the right people to continue to create value for our growers and partners, and we know Dan will have great success in his new role.”

Dan says it was a difficult decision to leave but does so confident the industry is well positioned, while also excited by the personal challenge ahead.

“I’m so passionate about this industry - it’s filled with incredible, deeply committed people providing a world-class product and its future is so bright,” says Dan.

“We’ve had an industry-wide focus on addressing the quality challenges imposed by COVID-19 restrictions and on delivering the premium-quality product we’re known for and we’ve seen the results of that this season.

“We know demand is growing strongly and with what has so far been a good growing season, we’re focused on delivering a large, great-tasting and high-quality crop to our customers and consumers and delivering great value back to our growers and partners.

“While I remain focused on the upcoming season, I’m really proud of what the industry is achieving - the industry has a track record of making bold, forward-thinking decisions which have added strong and sustainable value for growers and communities where we operate.

“I’m most proud of the people at Zespri and their commitment to delivering for our growers and partners. We’ve built a terrific culture which can bring the best out of the best people to drive Zespri forward,” says Dan.

“There will be new challenges ahead, but with an outstanding team of people, a clear strategy, and strong investment in innovation, I know Zespri will continue to be an increasingly strong force in the healthy food space.”

The Board looks forward to working with Dan and the Zespri team to deliver the 2024 season well. An executive search is now underway to find Dan’s replacement to continue the great work on behalf of growers.



“WE’RE TAKING THE WORLD’S BEST KIWIFRUIT TO CUSTOMERS ALL OVER THE WORLD AND BUILDING AN IMPACTFUL AND MEANINGFUL BRAND OFF THE BACK OF AN OUTSTANDING PRODUCT UNLIKE ANYTHING ELSE IN FRESH PRODUCE. WE’RE BRINGING A HUGE AMOUNT OF VALUE BACK TO OUR GROWERS, OUR PARTNERS AND OUR COMMUNITIES AND THE BEST IS YET TO COME.”

- CEO, Dan Mathieson

FEBRUARY ROADSHOWS TO SHOWCASE SEASON PREPARATIONS AND FUTURE OUTLOOK



Zespri will kick off its 2024 grower roadshows in Katikati and Te Puke on 16 and 19 February, with a focus on our European market led by Zespri President Europe & North America, Steven Martina; along with CEO Dan Mathieson, COO Jason Te Brake, and Chairman-Elect Nathan Flowerday.

The plan for this round of roadshows is to connect growers to what’s happening in our key markets, including discussing preparations for the upcoming season. Note, Zespri published its *Outlook* document in December based on the revised 5-year plan and trends by category. This is available on Canopy.

The regional roadshow schedule then commences from 27 February through to 7 March - working around the Hi-Cane review hearing - with Dan, Jason, Nathan and members of the Zespri team attending these sessions. This is a great chance for growers and industry attendees to connect with Zespri’s leadership and discuss topics on their mind – we look forward to seeing as many growers as possible there.

These meetings will be held in person, with an option to join online for the Te Puke Roadshow only. Please register for your preferred location here: <https://events.zespri.com/february-march-2024-grower-roadshows/registration/Site/Register>

If you have any questions, please contact Erin Herbert at erin.herbert@zespri.com.

DATE	TIME	LOCATION
Friday 16 February	9am - 11am	Katikati Fairview Golf Club, 34 Sharp Road, Aongatete
Monday 19 February	9am - 11am	Te Puke Online option also available The Orchard Church, 20 MacLoughlin Drive, Te Puke
Tuesday 27 February	9am - 11am	Waikato Mystery Creek Events Centre, Gate 2, 125 Mystery Creek Rd, Ohaupo
	2pm - 4pm	Auckland Navigation Homes Stadium, 21 Stadium Drive, Pukekohe
Wednesday 28 February	9.30am - 11.30am	Kerikeri The Turner Centre, 43 Cobham Drive, Kerikeri
	2pm - 4pm	Whangārei Semenoff Stadium, 51 Okara Drive, Whangārei
Thursday 29 February	10am - 12pm	Ōpōtiki Ōpōtiki Golf Club, 14 Fromow Road, Ōpōtiki
	2pm - 4pm	Awakeri Awakeri Events Centre, State Highway 30, Awakeri, Whakatāne
Monday 4 March	9am - 11am	Hawke’s Bay The Crown Hotel, 22A Waghorne Street, Ahuriri, Napier
	4pm - 6pm	Gisborne Bushmere Arms, 673 Matawai Road, Waerengaahika
Tuesday 5 March	11am - 1pm	Te Puna Te Puna Memorial Hall, 3 Te Puna Road, Te Puna
	6pm - 8pm	Tauranga Tauranga Racecourse Event Centre, 1383 Cameron Road, Tauranga
Wednesday 6 March	11am - 1pm	Nelson Top 10 Holiday Park, 10 Fearon Street, Motueka
Thursday 7 March	9am - 11am	Pongakawa Pongakawa Hall, 952 Old Coach Road, Pongakawa



LICENCE AUCTIONS COMING UP



Check out pages 4 and 5 for more detail.



DAN'S VIEW

Update from the CEO
Hi everyone,

I hope you've all enjoyed a great break with your families and are feeling positive about the year ahead.

While there's still some time to go before harvest, we've experienced largely favourable growing conditions in recent weeks, helping support our efforts to deliver an outstanding and much larger crop this season.

Our focus in 2024 must again be on continuing the important progress we've made in lifting our fruit quality and delivering consistently high quality fruit throughout the season. We know the fruit we can get to market in good condition will sell and sell well, helping maximise the value that we can return to you.

Strong returns are important given the challenges of the last two years and we need to hold as much of the value we have achieved this season, even with more fruit available.

Ensuring we have the whole supply chain working well so we can get as much volume of the best possible quality fruit into market has been a key part of the extensive season planning we've undertaken, led by our Chief Operating Officer Jason Te Brake, and which has been designed to allow us to adjust to what we're seeing as we move closer to harvest.

I'm currently in our markets meeting with many of our key customers and while there are some economic challenges driven by heightened geopolitical uncertainty, exchange rates and inflationary pressures, demand for our fruit is strong.

Consumer confidence is slowly moving into recovery mode with spending on the up in many of our markets, with consumers increasingly willing to invest in their wellbeing. That's seen the global consumption of fruit continue to grow, with a trend towards premium products in many of our key markets.

We're well placed to benefit from this, but we must continue to work hard to build demand. We'll do this through our continued focus on the health and wellbeing benefit of our fruit, supplying a consistently high quality product, an efficient supply chain, our in-market partnerships and our brand.

Our ZGS fruit has continued to perform well in recent weeks, although some markets are now low on Northern Hemisphere supply, placing more importance on beginning our New Zealand season with good momentum.

KiwiStart will be a great opportunity to start the season strongly and our market teams have been working hard to develop more exciting sales and marketing campaigns to help get our fruit moving quickly so that we can have a positive early start and secure good value.

Looking ahead, we'll be providing a further update on our latest season forecast following the next Board meeting on 21 February. This will be Bruce Cameron's last meeting before retiring as Chairman, with Nathan Flowerday stepping into the role after that. Nathan knows the industry incredibly well and I look forward to working with him in his new role over the coming months.

Finally, I want to acknowledge the generous messages I've received from many of you since I announced my decision to leave Zespri later this year. It was a really difficult decision to make after over two decades with our organisation but I'm looking forward to staying through the harvest and the start of the sales season and continuing to work with the strong leadership teams we have within Zespri and the industry to maximise the value we return to growers.

Thanks for all the efforts you're putting in to make sure this is a successful harvest and I look forward to catching up with you at our Grower Roadshows starting in a few weeks.

Dan



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



Industry
Alignment



SHARE ALIGNMENT INFORMATION SESSIONS UNDERWAY

Zespri launched our Shares 101 information sessions this month aimed at helping growers understand more about Zespri share ownership – one of the key workstreams of our Industry Alignment framework.

The information sessions to be held throughout the year include an overview of Zespri, a discussion on what it means to be a shareholder, why it is important we have more growers owning shares, and also how to buy shares.

This month's session was the first since the Board announced the first initiatives designed to strengthen grower shareholding of Zespri. Subject to Industry Advisory Council (IAC) approval, these will include growers having the option to receive their June loyalty payment as shares (with the January loyalty payment remaining a cash payment). A second initiative would give shareholders the ability to receive dividend payments as shares. Both of these initiatives will be provided on an opt-in basis and would be available from 2025.

Executive Officer, Grower and Industry Tracy McCarthy says the changes were designed so growers who choose to, can improve their shareholding in the easiest way possible.

"We've had really clear feedback from growers on the need to increase the number of growers who own shares and Zespri is really committed to that," says Tracy.

"Owning shares gives growers more of a say over Zespri's direction, including the ability to vote on director appointments and any potential changes to the company's constitution.

"Shareholders also receive a share of any shareholder distributions or dividends. It also means our industry is more united and aligned.

"We've also engaged extensively with the industry on how to achieve those aims and designed our initiatives in line with that feedback," says Tracy.

"It was really encouraging to see a good turnout for our first session, with growers particularly interested in what makes up Zespri's profits, Zespri's history of dividends and share values, further proposed initiatives, and how to access the best information to make decisions. There was positive feedback afterwards."

Tracy says Share Alignment is one of the first workstreams under the Industry Alignment framework – our process for identifying the issues growers want us to focus on and working with them to do so. Also, in the first tranche of workstreams is the industry's Green Strategy and improving supply chain transparency.

"You will have seen a significant focus also on our industry's Green Strategy, including NZKGI's Green Symposium at the end of the last year and steps to make our supply chain more transparent and that work will continue.

"As part of the next tranche, we will also be progressing discussions on how we respond to the issue of the Unauthorised Gold3 plantings in China and next steps on our Zespri Global Supply programme and growers will see some survey questions on that this month," says Tracy.

"The IAC has also agreed to establish a governance group to monitor this process and ensure the industry leadership works together to tackle the issues growers have said they want us to focus on and I'm confident we will continue to make good progress this year."



EPA HI-CANE PUBLIC HEARINGS 26 FEBRUARY - 1 MARCH

Work continues on preparations for the Environmental Protection Authority's (EPA) public hearings on its reassessment of hydrogen cyanamide (known by the brand name Hi-Cane) which will be held in Mount Maunganui from 26 February to 1 March, with a decision expected by 23 April.

Submitters - including Zespri and industry partners NZKGI, Māori Kiwifruit Growers Inc, Plant & Food Research and Kiwifruit Breeding Centre, growers and agrichemical companies – will present their submissions to the Decision Making Committee (DMC). Chief Operating Officer Jason Te Brake will head up Zespri's presentation team, with support from across the business and four expert witnesses covering

spray science, occupational hygiene and air quality, ecology, and environmental risk assessment of chemicals.

At the time of writing, we understand that 33 submitters will present against the proposed Hi-Cane ban and three submitters will submit in favour of the ban.

The hearings are open to the public and will be held at Mercury Baypark. Growers are welcome to attend, but only those who have made submissions and asked to be heard are allowed to present to the DMC. More information about the hearings will be available on Canopy.

The DMC is required under the Hazardous Substances and New Organisms Act 1996 to issue its decision within 30 working days of the hearings, which is 23 April.



FROM THE MARKETS

ZGS SALES UPDATE

ZGS sales programmes continue to progress well following the strong start to the season, now with 20.2 million trays delivered, or 71 percent of the full season plan, as at the end of Week 4. This time last year, 69 percent - or 17.2 million trays - had been delivered.

Class 1 Zespri SunGold Kiwifruit sales have now moved over the 90 percent mark with 17 million trays now delivered, with sales tracking well in Europe, as well as across our export markets.

Some Asia market export programmes were reduced following developments in the Red Sea which have impacted transit

times, posing undue risk of increased costs, quality deterioration, and missing key sales windows such as Chinese New Year. These volumes instead are now planned to be sold in Europe, where sales in the region continue to track well this first part of the year and are expected to be completed by mid-February.

Sales of Class 1 Zespri Green Kiwifruit are at 2.6 million trays year to date, mainly in Europe. Around eight million trays of Green are currently planned to be sold this year, with the majority of this sourced from Greece and the first time Greek supply has exceeded Italian origin fruit for Zespri.



NETHERLANDS: A HEALTHY START TO THE NEW YEAR!

It was a healthy start to the new year, with our four-week campaign kicking off with retailer Jumbo in the Netherlands.

The campaign was accompanied by 500,000 YouTube pre-rolls ads, on screen and in-store displays, as well as additional displays in 75 fitness clubs, online and in-app banners, magazine advertisements (creating a whopping 1.2 million impressions), and on shelf wobblers and floor stickers in 300 stores nationwide.

Thank you to our team members René Versteeg, Céline Van Nuffel, and Kirsten Pint, and our distributor, The Greenery, for the fantastic teamwork in getting this campaign rolling.



FRANCE: CHALLENGE DU RUBAN ROSE

The French Zespri team has proudly supported the "Challenge du Ruban Rose" charity for six years which aims to raise awareness about breast cancer.

These events provided an opportunity to learn more about breast cancer and how to prevent it, as well as to raise money for the charity. Despite the bad weather, everyone stayed active. More than 27,000 Zespri SunGold kiwifruit were distributed by the team and our Kiwi Brother mascot during the events.



ZESPRI IN THE COMMUNITY

NEW KIWI NAMES REVEALED!

We're excited to share the names of the two Ōtanewainuku Kiwi Trust chicks who've been welcomed to the Zespri whānau.



Koura the kiwi.

Last month, we asked the public to help us choose a name for a new chick and we also asked our Zespri people to submit their suggestions.

One of the chicks has been named Kobe – a port in Japan where we ship our Zespri Kiwifruit to – while the second chick has been named Jack, after Zespri employee Jacqueline (Jack) Abbot who passed away in 2018 and as well as being known for her cheeky nature, was a big supporter of the Trust.

This year marks the seventh year of Zespri's partnership with the Bay of Plenty's Ōtanewainuku Kiwi Trust, a group of community volunteers assisting the kiwi population just beyond the kiwifruit heartland of Te Puke. It recovers eggs from the forest, hatches them at the National Kiwi Hatchery in Rotorua, raises them at a crèche so they are a bit older and smarter and releases them into the pest-controlled area of Ōtanewainuku Forest.

Zespri has named several kiwis over the years with Kobe and Jack to join the Zespri crew which includes Toddy, Manawa, Koura, Izzy, and Sonny who are all thriving at Ōtanewainuku Forest.

ZESPRI SCHOOL FUND BACK FOR 2024

The Zespri School Fund was established within our existing community investment programme to support school-related sponsorships.

Zespri will be offering a total of \$15,000 of grants to schools and early childhood education centres. We receive a large number of school-related sponsorship requests every year and it is a key element of our community support. Whether it be a fundraising goal, sports team or school community initiative - all applications are welcome!

Applications will open on Thursday 8 February and close Sunday 3 March.

For more information please email sponsorships@zespri.com, or keep an eye on our social media.

UPCOMING EVENT



INTERNATIONAL WOMEN'S DAY



When: Friday 8 March, 4.30pm - 7pm
Where: Zespri head office, 400 Maunganui Road, Mt Maunganui

Theme: Let's #InspireInclusion to help forge a better, more inclusive world for women.

Keep an eye out on the Women in Kiwifruit social media pages for more information to follow:

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



2024 LICENCE RELEASE

Following last year's successful introduction of an online auction platform, Zespri SunGold Kiwifruit licences will be allocated via ascending-price open auction again in 2024. Prospective bidders will need to ensure they understand the process and system prior to the auctions taking place in May.

KEY DATES

12 February 2024	Gold3 Licence Application Overview and Rules (LAOR) and Supplemental Information is published on Canopy and pre-approval process opens.
1 March 2024	Pre-approval process closes at 11.59pm. Applications must be received by Cooney Lees Morgan by this time.
8 April 2024 onwards	Cooney Lees Morgan commences notification of Approval to Bid to eligible applicants.
6 and 8 May 2024	Auctions run. <ul style="list-style-type: none"> Restricted SunGold auction commences at 9am on 6 May Unrestricted SunGold auction commences at 9am on 8 May.

Note: These dates are indicative and may be subject to change at Zespri's sole discretion. Any updates to these dates will be published on Canopy.

OPENING PRICE [RESERVE PRICE]

The 2024 opening (reserve) price for both SunGold auctions is based off the final closing price in 2023 with a 33.3 percent discount applied to each of the SunGold pools.

From 2024 onwards, all licence prices during the auction and in all communications will exclude GST, in keeping with other business to business transactions in New Zealand. Previously, prices were GST inclusive. This was a carryover from the paper-based tender system where including GST avoided manual calculation steps.

While the auction round prices will be exclusive of GST, the auction software will calculate and display the GST inclusive total of your bids as well, so you always know the total amount payable if you're successful.

2024 opening (reserve) price for the Ascending-Price Open Auction	Excluding GST
Restricted Zespri SunGold Kiwifruit (Hayward/Green14 cutover)	\$393,000
Unrestricted Zespri SunGold Kiwifruit	\$406,000

MAKE SURE YOU HAVE PRE-APPROVAL TO PARTICIPATE

PRE-APPROVAL PROCESS: OPENS 12 FEBRUARY CLOSES 11.59PM, 1 MARCH

All growers who wish to bid for licence in either of the 2024 SunGold online auctions must be pre-approved to participate, whether you are bidding live on the auction days, or placing a pre-set bid.

The pre-approval process must be completed to ensure you are an approved and registered bidder. Access to the auction software will only be sent to approved bidders who have been through the pre-approval process. The pre-approval process makes sure all bidding entities are bidding within the terms of the conditions set out in the Licence Application Overview and Rules (LAOR) and have access to be able to participate in the online auctions, to enter the auction software on the day.

The pre-approval process requires growers to fill out the application forms online via the industry portal for the relevant LAOR. The application forms are similar to last year, but to simplify the completion of these forms, you are now able to select from options already loaded in our database relating to your entities, or type free text information in some fields when filling out the application forms via the Portal. You will still be required to print and sign the forms before scanning and emailing them to Cooney Lees Morgan.

NEW! ONLINE APPLICATION FORMS

For the 2024 licence release, we will be implementing online application forms for all bidders. These forms will be live on the Industry Portal from 12 February 2024. Note, you can no longer download a blank application form from Canopy.

In previous years, the most common mistakes in application forms related to incorrect bidding entity details being provided on the form that were different from the information already held in Zespri's system. Introducing the online forms means key information can be correctly pre-populated for applicants - the system will pull through key information directly from our grower database which then pre-populates specific fields in the form - essentially filling in the majority of the application form. This will help avoid errors during the application process.

From 12 February, growers can log in to the Industry Portal, select the KPIN, Bidding Entity, and the auction they want to apply for. We recommended you check and see if you can log in and familiarise yourself with the industry portal and Canopy well before the time you intend to apply. There are many other resources you should familiarise yourself with prior to bidding which will be available on Canopy from 12 February Check out the 'Buying a Licence' page here: <https://canopy.zespri.com/full/dashboard/supply-and-operations/your-orchard-business/licences/buying-a-licence>.

HOW TO COMPLETE AN ONLINE APPLICATION FORM:

STEP 1: Log on to Canopy.

STEP 2: Click the Industry Portal tab (under Quick links) via the Canopy homepage to request the Application Form.

STEP 3: Click the 'Request for Licence Application Form' icon.

STEP 4: Choose what auction you intend to bid in (Restricted or Unrestricted) - you need to do a separate application form if you want to apply for both auctions.

STEP 5: Complete the online form by choosing from the pre-populated options and by typing your responses into the free text fields.

Make sure you have understood that by hitting the 'submit' button you have not sent in your application form yet - you will still need to complete Steps 7 through to 11.

STEP 6: Hit 'submit' to get a copy of your application form emailed to the email address that you specified on your application. Check the email has come through to the specified email address.

STEP 7: Read through the application to confirm they are correct and review the checklist in the LAOR to check you are submitting a complete application.

STEP 8: Sign the form and get it witnessed.

STEP 9: Scan and email the completed form and a copy of your orchard map to CLM for validation: licence.applications2024@clmlaw.co.nz.

All applications must be received by email before 11.59pm on 1 March 2024.

The online portal forms are a preparatory data collection and checking process - it is not the application itself. You need to wait to receive the email containing the LAOR and the populated Application Form.

? NEED HELP?

We have a designated team ready to assist should you need any help with this process. Please contact the Zespri Licence team on 07 572 6440 or send an email to new.cultivars@zespri.com.

WHAT HAPPENS ONCE YOU'VE SUBMITTED YOUR APPLICATION TO COONEY LEES MORGAN?

Cooney Lees Morgan will validate your application to bid and ensure your bidding intentions meet all the rules of the relevant auction. Once Cooney Lees Morgan has completed this process, you will receive a confirmation email acknowledging your bidding status, including the hectares you are eligible to bid for.

Your confirmation email will have the instructions for access to the auction site, including how to complete a pre-set bid if you don't want to bid live during the auction. Unlike last year, there will be no option for Cooney Lees Morgan to submit pre-set bids on your behalf.

Each auction process is independent from the other and carried out on separate days. If you intend on participating in more than one auction, you must register for each auction. Your pre-approval and username for one auction does not give you access to both auctions, and separate login details are required.

HOW DO ASCENDING-PRICE OPEN AUCTIONS WORK?

Bidders must decide if they will bid live during the auction, or whether they want to submit a pre-set bid before the auction. There is no opportunity to join the live auction if your pre-set bid maximum price is exceeded.

Bidders indicate how many hectares they are prepared to commit to at each round (their 'demand'). Each new round has a higher price than the previous round and the expectation is that total demand decreases as bidders either reduce the amount they bid or withdraw altogether when the price increases.

New rounds at higher prices are initiated until the hectares from bidders closely matches the supply of hectares from Zespri. Once this happens, the auction will be closed and the price at this final round is the price paid by all remaining bidders.

In the live bidding screens, bidders only have one field to complete for each round, which is "Your bid area in hectares". The price for the round is the same for every bidder; and bidders indicate how much licence they would be prepared to purchase at that round price.

The software reports the total amount of over subscription after each round. This means live bidders can see the 'market' as the auction progresses and total demand drops as round prices increase. To avoid gaming, bidders can't increase their hectares demand from round to round. This means the total auction demand (hectares) always falls as the price rises. If a bidder withdraws or fails to submit a bid in a round, they cannot re-enter the auction (except in the unlikely case a round is voided and re-run).

Instructional videos showing the bidding process are available on Canopy.

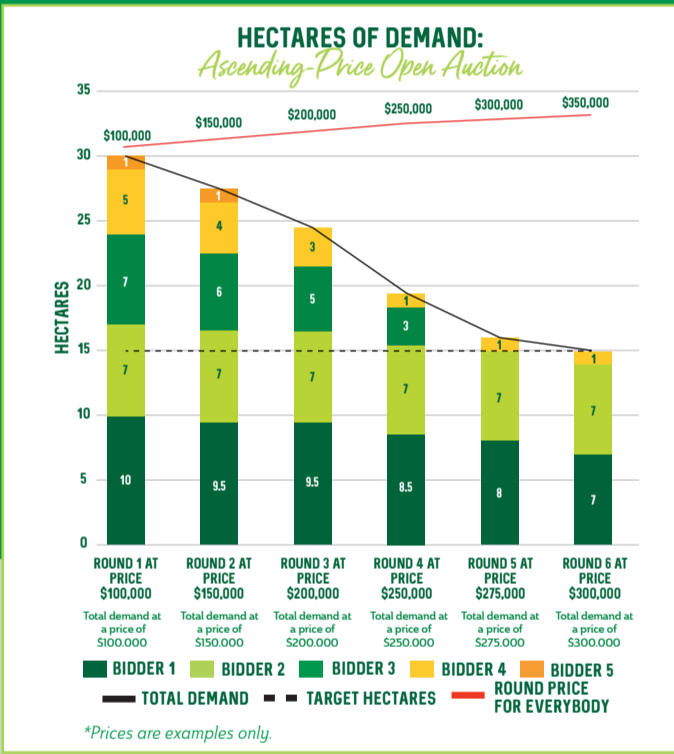
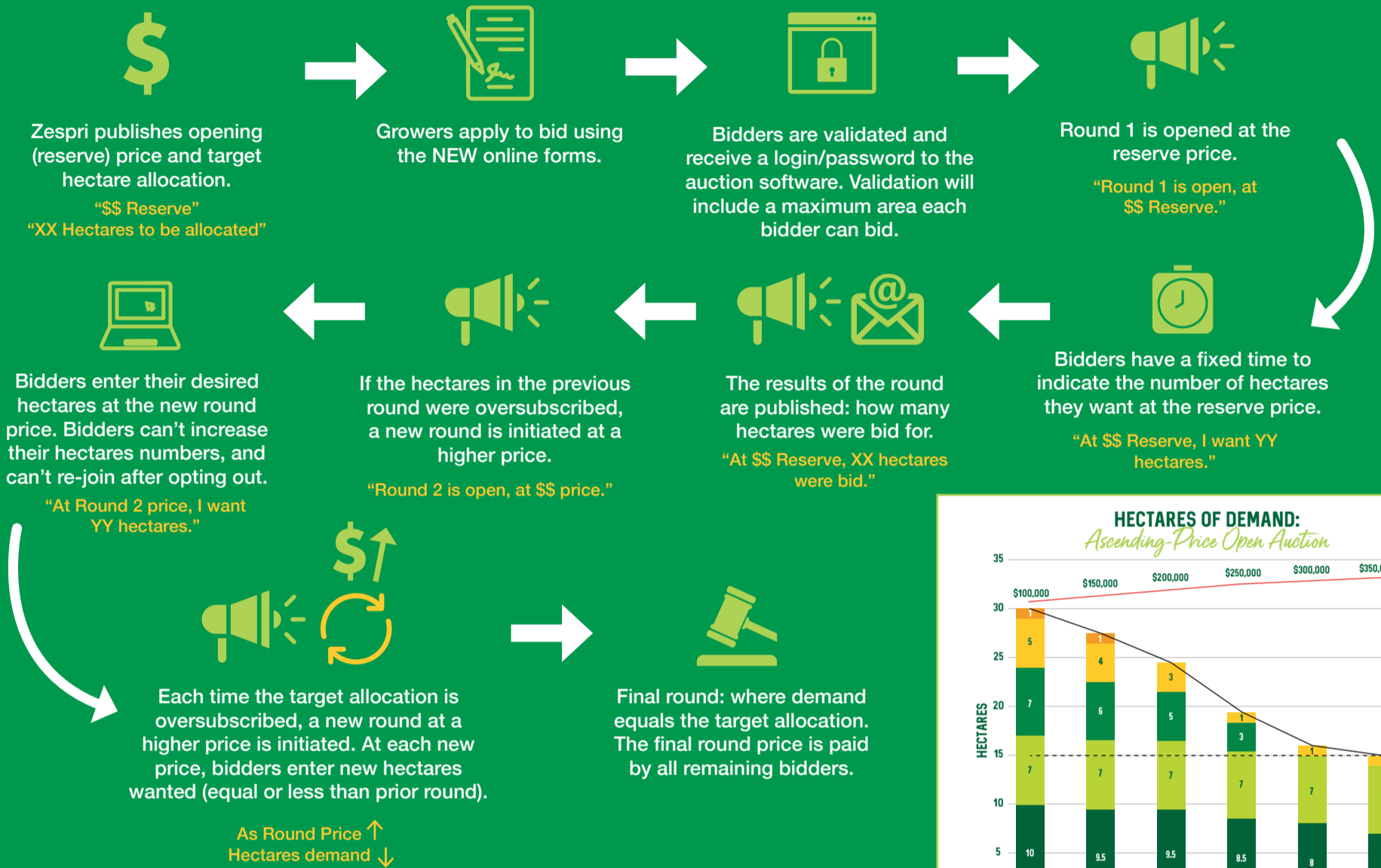
There is a dedicated section on Canopy for those considering bidding for licence:

[Canopy > Supply & Operations > Your orchard business > Licences > Buying a Licence.](#)



2024 LICENCE RELEASE PROCESS

ASCENDING-PRICE OPEN AUCTIONS: *Summary*



PRE-SET BID *option and process*

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



FINISHING OFF BLOCKS FOR SUNGOLD AND RUBYRED

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

The Finishing Off Blocks Licence Application Overview and Rules (LAOR) document and grower information sheet are both

available on the “Managing Your Licence” page on Canopy. The grower information sheet includes some examples of scenarios that do and do not qualify under the FOB process.

Please note, if you wish to purchase SunGold FOB licence at the 2023 price, this will only be available until 12 February 2024. From this date onwards, SunGold FOB price will be put on hold until the closing price of the 2024 SunGold Unrestricted Auction is released.



ZESPRI GLOBAL SUPPLY UPDATE

SUCCESSFUL SHIPMENT: SECOND ZGS CHARTER REACHES TAIWAN AND CHINA

ZGS recently delivered around one million trays of Zespri Kiwifruit from Italy to Taiwan and China on the vessel, Star Leader, operated by Cool Carriers.

Departing on 3 December, Star Leader transported 5,300 pallets (1,300 more than in 2022), including 65 containers, with 30 destined for Taiwan and 35 for China. After reaching Taiwan on 24 December, the containers were promptly unloaded, and Star Leader proceeded to Shanghai, arriving on 29 December.

The voyage was strategically planned to ensure timely product deliveries ahead of the Chinese New Year, allowing us to maximise sales volume and value in both Taiwan and China.

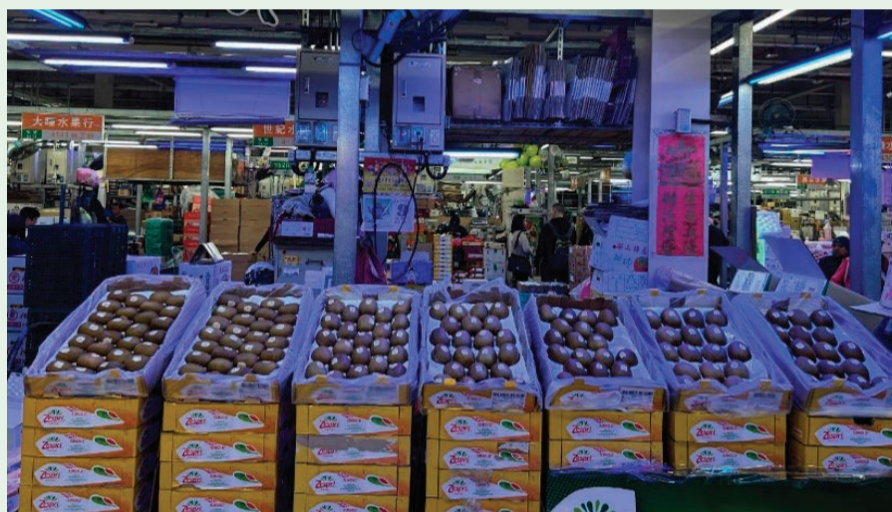
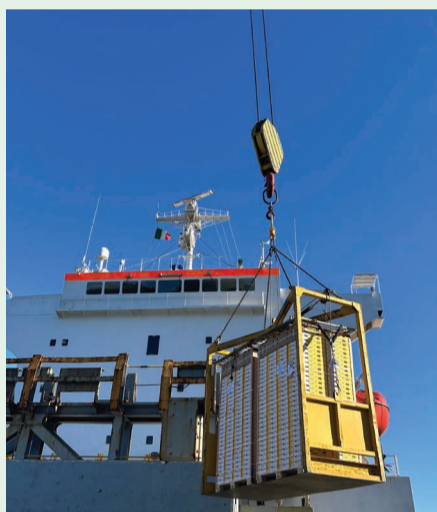
Navigating through the current global shipping challenges, the use of charter vessels has proven to provide us with greater certainty, especially amidst the congestion and delays prevalent in the shipping container market. Despite the challenging situation in the Red Sea since mid-November, characterised by attacks on container ships by the Houthi militia, the charter ship delivered as expected.

The three-week transit window effectively halved the usual container transit time between Italy and China. This not only offered a quicker delivery option, but allowed better temperature management across a single ship, resulting in improved fruit quality.

ZGS Italy and Zespri in China express our gratitude to all those involved in making this charter project a success.



Italian reefer charter vessel, Star Leader.



Italian-grown Zespri SunGold kiwifruit for sale in Taiwan.

ZGS ITALY RECEIVES CHINA AWARD

In December 2023, ZGS Italy was awarded the 'China Award' at the 19th annual China Awards ceremony, hosted by the Italy China Council Foundation (ICCF) in partnership with the Italian Chamber of Commerce.

This awards acknowledge the contributions of various Italian and Chinese businesses in promoting cooperation between the two countries. The event is sponsored by the Chinese Chamber of Commerce.

Zespri earned the award in the "Value Creators" category for introducing the first-ever Italian Kiwifruit Charter to China during the 2022 season. The initiative ensured the timely delivery of 4,000 pallets of Zespri SunGold Kiwifruit for the Chinese New Year, focusing on a shorter transit time to maintain the fruit's quality.

In continuation of this success, a second ZGS charter for the current season has delivered 5,300 pallets. Congratulations to everyone involved.



ZGS SEASON UPDATE



SUNGOLD
HARVESTED
PACKED
SHIPPED

ITALY
 100%
 93%
 88%

FRANCE
 100%
 100%
 100%

JAPAN
 100%
 100%
 100%

KOREA
 100%
 100%
 78%

2024 SEASON PLANNING: PERIOD 1 AND TIME RATES

Our preparations for the 2024 season continue and the indicative Period 1 and Time Rates for the 2024 season have now been approved by Zespri, NZKGI, and registered suppliers.

“These rates are designed to maximise the value we can return to industry, making sure we have both a good supply of high-quality fruit to meet important early season sales opportunities and fruit that stores well throughout the season as we look to minimise late season quality costs,” says Zespri Chief Operating Officer, Jason Te Brake.

Focusing on quality will remain a priority, with our season planning based around four key principles:

1. Preserve a high standard of fruit quality being delivered to our customers and consumers in-market.
2. Deliver a successful early start and a smooth, consistent flow of fruit through harvest to maximise early season sales run rates.
3. Remove unnecessary complexity throughout our supply chain.
4. Maintain industry collaboration and clear, timely communication.

The rates are available on canopy.

- **Indicative Period 1 (KiwiStart) Rates** can be found under the 'Incentives Payments' page: <https://canopy.zespri.com/full/dashboard/supply-and-operations/your-orchard-business/grower-payments/incentive-payments>.
- **Time Rates** can be found under the 'Service Payments' page: <https://canopy.zespri.com/full/dashboard/supply-and-operations/your-orchard-business/grower-payments/service-payments>.

KiwiStart

The intention of KiwiStart rates is to compensate for taste and size foregone for fruit which is harvested early and to provide reward for supplying early season fruit to start market sales programmes. However, this fruit needs to be of good quality and sufficient maturity.

The KiwiStart rates have been set to achieve our procurement plan to drive overall value to grower returns because this fruit maximises high value early season sales volumes, secures shelf space, and effectively utilises industry labour, packing and coolstorage capacity.

Several factors were considered when setting the KiwiStart rates, including ensuring appropriate weekly increments to facilitate a smooth, consistent flow of fruit throughout the harvesting period, the alternative earning potential a grower has if they choose to pick outside of the KiwiStart period, as well as the costs and benefits (reduction of risk) to a grower. The rates have also been set at a level to minimise in-season changes.

Time

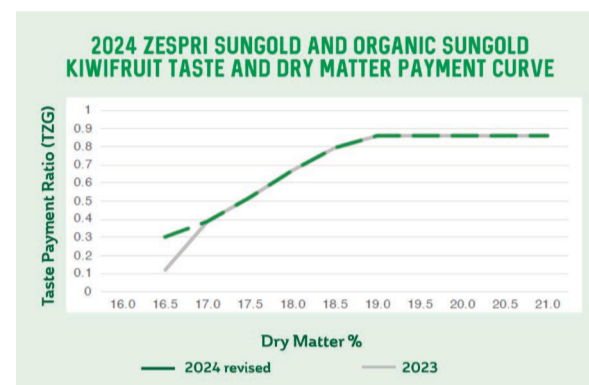
The intention of Time rates is to compensate for the additional costs associated with storing and supplying kiwifruit throughout the season (coolstorage, condition checking, repacking, fruit loss, and foregone taste). The rates also include a premium (storage incentive) to incentivise for risk and effort taken by growers in producing good-quality, long-storing fruit.

The 2023 Time rates were increased significantly compared to previous years to provide additional incentive and reward for growers who are able to provide fruit with the utility to store well late into the season.

For the 2024 season, the Time rates have further increased to reiterate the importance of this fruit to the industry, and therefore incentivise growers who provide good quality, long-storing fruit.

Taste

The SunGold Conventional Maximum Taste Payment (MTP) is reduced from 60% to 45%, and aims to get taste and quality working together, avoiding the impact on fruit quality as a result of growers waiting to harvest fruit that has reached optimal maturity. Reverting to the 2022 Taste Zespri payment curve for both Conventional and Organic SunGold also aims to reduce harvest delays.



The rates will be reviewed leading into the season to ensure that all relevant seasonal impacts are being considered.

Illustrative average 2024 indicative Time and KiwiStart per tray rates are summarised in the tables below. They are based on draft 2024 volumes to illustrate the impact the 2024 indicative Time and KiwiStart rates may have, noting that volumes will change, along with the resulting average rates presented.

ILLUSTRATIVE 2024 INDICATIVE KIWISTART AVERAGE PER TRAY RATES

	Average Rate per TOTAL POOL*			Average Rate per KIWISTART POOL*		
	2023	2024	Variance	2023	2024	Variance
Hayward Conventional	\$0.78	\$0.69	-\$0.09	\$2.02	\$1.79	-\$0.23
Hayward Organic	\$0.76	\$0.71	-\$0.05	\$2.45	\$2.28	-\$0.17
SunGold Conventional	\$1.41	\$1.19	-\$0.21	\$3.14	\$2.66	-\$0.48
SunGold Organic	\$1.48	\$1.18	-\$0.29	\$3.40	\$2.72	-\$0.68

*Based on illustrative 2024 volumes and draft procurement plan - subject to change

ILLUSTRATIVE 2024 INDICATIVE TIME AVERAGE PER TRAY RATES

	Average Rate per TOTAL POOL*			Average Rate per MAINPACK POOL*		
	2023	2024	Variance	2023	2024	Variance
Hayward Conventional	\$1.27	\$1.43	+\$0.16	\$2.07	\$2.33	+\$0.26
Hayward Organic	\$1.65	\$1.80	+\$0.15	\$2.39	\$2.61	+\$0.22
SunGold Conventional	\$1.30	\$1.44	+\$0.14	\$2.36	\$2.62	+\$0.26
SunGold Organic	\$1.05	\$1.14	+\$0.09	\$1.85	\$2.02	+\$0.16

*Based on illustrative 2024 volumes and draft departure/shipping plan - subject to change



FRUIT QUALITY UPDATE

KIWIFRUIT HARVESTING GUIDES NOW AVAILABLE

Requests in 2023 from growers and harvest contractors for a resource to support good practice in the harvesting of kiwifruit prompted the creation of the Kiwifruit Harvesting Guide. Jointly developed by Zespri and NZKGI, two versions are now available - one for growers and the other for harvest contractors - reflecting the different roles and responsibilities each have around the harvest.

The guides focus on the orchard harvest practices that will result in an efficient, safe harvest and provide high quality fruit to post-harvest facilities throughout the harvest season.

In development since June 2023 and a first for the industry, the guides draw on a wide range of knowledge, wisdom and tips from growers, harvest contractors and post-harvest entities. A big thank you to the many growers, harvest contractors and industry experts who contributed their time and knowledge to this purpose.

The guides take a straightforward, actionable approach to the activities needed to prepare for and carry out harvesting, such as setting up the harvest agreement (between contractor and grower); preparing the site and loadout pad; structuring the harvest team; understanding tricky picks; choosing equipment and machinery and much more. The guides also contain links to other resources such as posters, videos and podcasts that can be used as training resources or for supporting information. QR codes embedded in the guides make it easy to use the printed copy in the field.

Guides are available in printed copy or online – see the 'Good harvest practice for growers' page on Canopy or the Training Resources - Zespri Industry Site.

Growers and harvest contractors will start receiving printed copies in February as part of their annual harvest preparation pack.





SHARES UPDATE: JANUARY

WHAT'S HAPPENING IN THE MARKET

BIDS (BUYERS)		
Orders	Quantity	Price (\$)
1	5,000	\$4.50
1	5,000	\$4.45
1	5,000	\$4.40

OFFERS (SELLERS)		
Orders	Quantity	Price (\$)
1	10,000	\$4.70
1	50,000	\$4.70
1	40,305	\$4.75
1	5,000	\$4.80
1	20,000	\$4.85
1	19,000	\$4.85
1	5,000	\$4.85

LAST 10 TRADES			
Date	Quantity	Price (\$)	Value (\$)
19/01/2024	153,561	\$4.50	\$691,025
08/01/2024	59,530	\$4.60	\$273,838
03/01/2024	500	\$4.60	\$2,300
22/12/2023	5,000	\$4.65	\$23,250
15/12/2023	60,000	\$4.70	\$282,000
12/12/2023	5,000	\$4.70	\$23,500
06/12/2023	21,000	\$4.75	\$99,750
06/12/2023	75,000	\$4.75	\$356,250
06/12/2023	5,000	\$4.75	\$23,750
01/12/2023	15,000	\$4.79	\$74,245

SHARES AT A GLANCE AS AT 24 JANUARY 2024

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



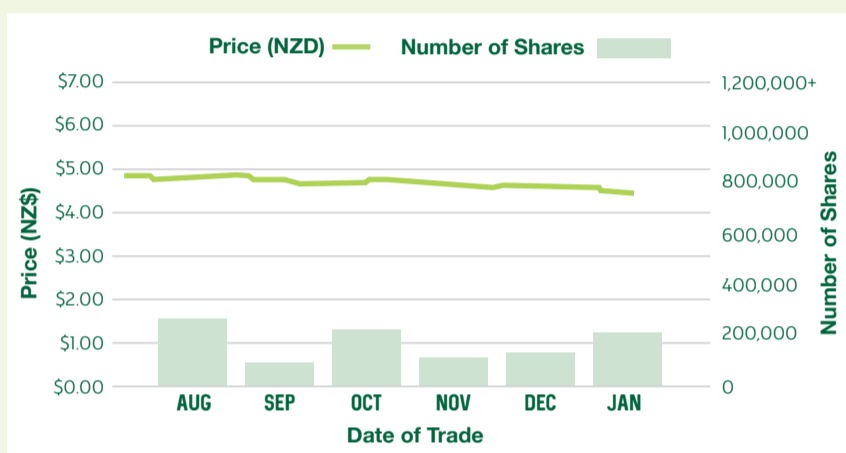
The Constitution states that Dry Shareholders (growers who no longer supply Fruit to Zespri) will cease to receive dividend payments three years after becoming Dry and will be converted to B class shares.

DIRECTOR SHARE TRADING AS AT 24 JANUARY 2024



*Shares traded by entities associated with Zespri Directors.

ZESPRI GROUP LIMITED SHARE TRADES: 24 AUGUST 2023 TO 24 JANUARY 2024



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

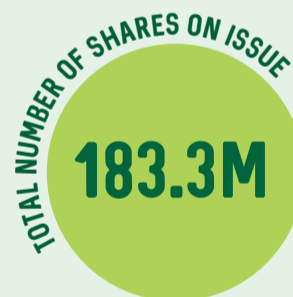
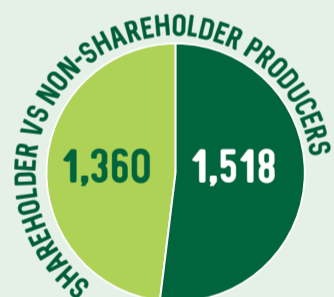
Go to www.reapapp.io to download the app.

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.

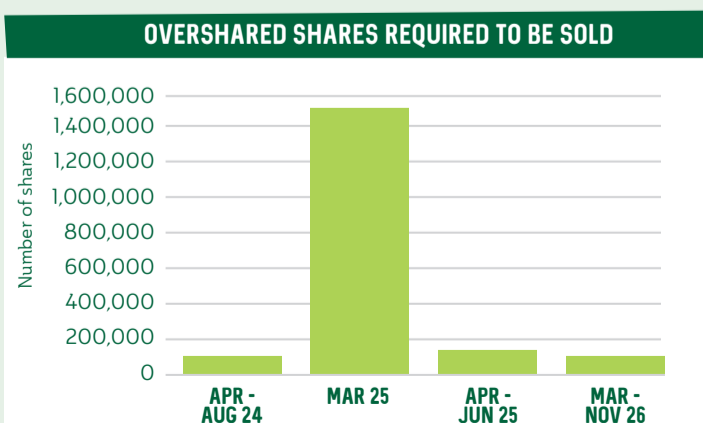
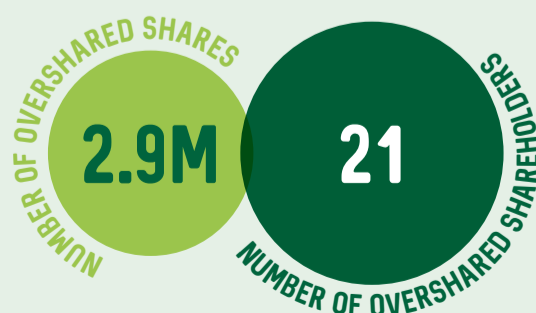
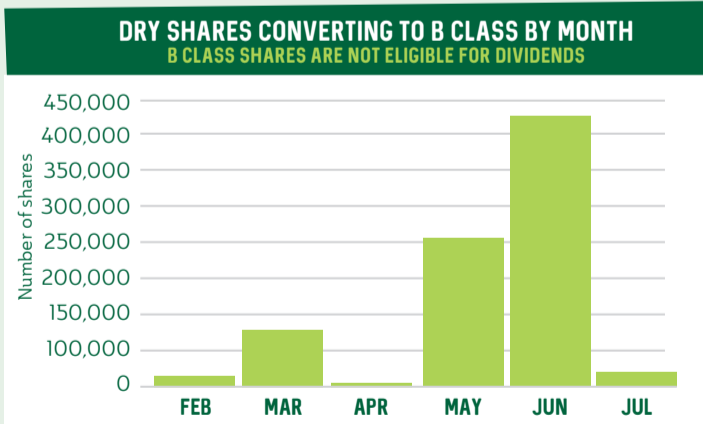
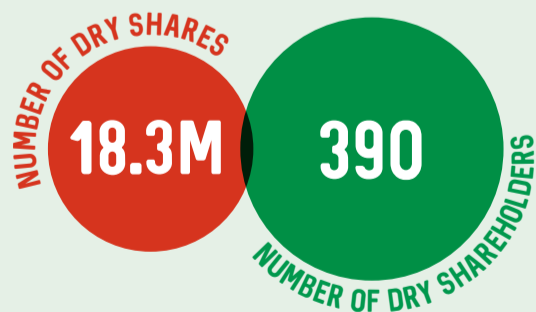


OUR SHAREHOLDERS

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 FEBRUARY AND MARCH

CLASS 1 - APPROVED 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

CLASS 1 - INDICATIVE PROGRESS PAYMENT 15 MARCH 2024	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
Zespri Organic Green	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
Zespri Gold3	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	No supply	No supply
Zespri Organic Gold3	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	No supply	No supply
Zespri Red19	\$0.20	\$0.20	\$0.20	\$0.20	\$0.20	\$0.20	\$0.20
Zespri Green14	\$0.20	\$0.20	\$0.20	\$0.20	\$0.20	\$0.20	\$0.20

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

CLASS 2 - APPROVED PROGRESS PAYMENT 15 FEBRUARY 2024	AVERAGE ON NET SUBMIT	16/18/22	27	30	33	36	39	42
Class 2 Zespri Green	\$0.98	\$1.25	\$1.10	\$1.00	\$0.80	\$0.60	\$0.50	\$0.55
Class 2 Zespri Organic Green	\$0.84	\$1.35	\$0.50	\$0.40	\$1.05	\$1.55	\$1.10	\$0.05
Class 2 Zespri Gold3	\$1.21	\$1.25	\$1.20	\$1.20	\$1.15	\$1.00	\$0.75	No supply

NON-STANDARD SUPPLY - APPROVED PROGRESS PAYMENT 15 FEBRUARY 2024	14	39	46
Zespri Green	No supply	No supply	\$0.77
Zespri Organic Green	No supply	No supply	\$3.10
Zespri Gold3	\$2.26	\$1.45	No supply
Zespri Organic Gold3	No supply	\$1.60	No supply
Zespri Red19	No supply	No supply	\$0.85

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

FINANCIAL COMMENTARY

Progress payments

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

February 2024 approved progress payments on Net Submit trays

Approved 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

March 2024 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 15 March 2024:

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



ZESPRI WEEK 7 GA MONITORING

Zespri has planned to conduct a Week 7 monitoring round to generate an early season 2024 maturity data set, from approximately 1,000 Zespri SunGold Kiwifruit Maturity Areas across production regions.

Orchards that meet the eligibility requirements on or before Monday 5 February, will be considered for random selection of MAs for Week 7 monitoring. The selected orchards will receive a sampling notification from the MCS (as per the standard sampling process).

Eligibility requirements to be selected for Week 7 monitoring:

On or before 5 February, within the MCS an orchard must have:

- An active map
- An active Maturity Area (MA)
- Verified orchard contact, site requirements and hazards

To assess all clearance parameters, a maturity clearance sample (90+60 fruit) will be collected for each Maturity Area.

There is no charge to growers who will be selected by Zespri for Week 7 clearance monitoring samples. For the avoidance of doubt, as per standard clearance samples there is no compensation for the fruit pieces sampled.

Week 7 monitoring results will be analysed by Zespri to make season projections and recommendations to ISG on **Thursday 22 February**. Please note that the individual MA Week 7 monitoring results will be released to growers the day after the ISG meeting.



UPDATES FROM OUR PRE-HARVEST TEAM



ZESPRI GAP HEALTH AND SAFETY ON ORCHARD

We hope you have enjoyed the sunny summer weather and managed to stay on top of your canopy management! For some, especially RubyRed growers, harvest is now not too far away so it's timely to start your pre-harvest preparations.

With the influx of activity and personnel on your orchard, it's a great time to review your health and safety risk assessment, along with your Health and Safety policies and procedures. It's all about being proactive in identifying and managing risks so everyone stays safe and healthy while working on orchard.

A few things to remember when reviewing your health and safety documentation:

- ✓ Log all incidents and accidents in the Orchard Accident/ Incident Register Form, or on your own form: [Home > Tools > Manuals > Grower Manual > Health and Safety](#)
- ✓ Procedures and signs should be in the most common language spoken by your workers and/ or pictorial display
- ✓ One person needs to be assigned the responsibility of maintaining orchard health and safety. Everyone working on orchard should know who this is and how to contact them.
- ✓ Correct PPE gear should be readily available for all workers, be in good repair, and used correctly when required.
- ✓ First Aid certificates expire after two years. Check the expiry dates, and if needed, book in a refresher.

It's also a good idea to take stock of your first aid kits, checking that they are well stocked and items are within their expiry date. Check that your signage is up-to-date and clearly shows where any first aid kits are located.

There are some great resources and support available on the Worksafe NZ website (<https://www.worksafe.govt.nz/>) and guidance from NZKGI. More links and resources on Zespri GAP Health and Safety requirements can be found on Canopy under section 8 of the Grower Manual, Health and Safety section: [Home > Tools > Manuals > Grower Manual > Health and Safety](#).

If you have any further questions, please reach out to us at extension@zespri.com.



EVERYONE SHOULD BE ABLE TO RETURN HOME FROM WORK HEALTHY AND SAFE.

FRESHWATER FARM PLAN UPDATES

We've heard the words Freshwater Farm Plan (FWFP), but what does it mean for growers?

Freshwater farm plans are government regulations that are being switched on region by region across New Zealand. They are a practical way for you to identify, manage and reduce the impact of your orchard operations on the freshwater environment. We all want to protect and enjoy our local lakes, rivers and streams for years to come.

Latest updates

- The new Government has announced its intention to replace the National Policy Statement for Freshwater 2020, with the process expected to take 18-24 months. This does not impact Freshwater Farm Plan regulations and the roll out to the regions is to continue.
- The FWFP regulations have turned on for regions of the Waikato (Waipa catchment turned on from 1 August 2023, Middle and Upper Waikato catchments turned on from 1 January 2024) . Regulations will continue to turn on across the country until the end of 2025.
- Once your region turns on, farm and orchard operators with more than five hectares of land in horticulture, or more than 20 hectares of combined land uses (farming and horticulture), will have 18 months to develop a FWFP and get it certified.

How we're supporting growers with their FWFP

We've created an intuitive FWFP digital tool tailored to kiwifruit to help growers create practical and meaningful plans based on the good practice knowledge our industry has.

In October, we started a pilot with around 20 Waikato growers to test the tool and level of support required to use it.

We held an on-orchard event to connect what growers saw on an orchard with what they would be asked to input into the FWFP tool, and we discussed the possible risks to freshwater and potential actions to manage them. Much of the risk for kiwifruit orchards revolves around preventing the loss of soil and nutrients to the environment. Waikato Regional Council were also present to answer questions about the regulations and provide insights on what they would want to see growers include in their plans.

Growers also attended either two half-day workshops or one full day workshop to learn how to use the tool and make a start on their FWFP. Everyone walked away with a good chunk of their plan completed. Feedback on the tool and workshop was positive and highlighted areas we can improve on.

Based on feedback, we are taking what we've learned and using it to help inform and shape future work.

For more information about FWFP check out the Ministry for the Environment website: <https://environment.govt.nz/acts-and-regulations/freshwater-implementation-guidance/freshwater-farm-plans/>

If you have any questions about FWFP, email extension@zespri.com.

RED19 MATURITY REVIEW: CHANGES FOR 2024

Following a review of Red19 maturity criteria, the following changes will apply in the 2024 season:

- A new Maturity Clearance Dispensation option will be available for Maturity Areas with an average Brix of $\geq 8.5^\circ$, firmness of ≥ 6.2 kgf and Dry Matter Threshold (DMT) ≥ 17.2 percent in the latest sample results. In these instances, delayed clearance will be granted **four days** from the date of sample collection. The Maturity Clearance Dispensation request is to be made via email to maturity.support@zespri.com.
- Packhouse firmness assessment and China PPQI inspection are required if fruit is loaded out after 14 days of the submit date within the relevant ship by requirement.
- A harvest dispensation will be available for local market even if the latest sample has soft fractile ≥ 4 kgf, and if the fruit meets local market criteria (≤ 4 fruit below 1kgf, average Brix ≥ 8.0 , and DMT ≥ 16.1 fruit). Previously, there has been no harvest dispensation for the local market until the latest sample results reach a soft fractile ≤ 4 kgf.

MCS 2023-24 ENHANCEMENT UPDATE

A Zespri Project Team has been working with internal stakeholders and the Qrious development partners to roll out a number of enhancements to the system in time for the 2024 season. These include (but are not limited to):

Enhancements completed:

- Set up of Size 14s in the system should they be required again in future
- Firmness by size indicated on the sample report
- Pressure indicator included on the Gold sample report and Maturity Clearance System (MCS) user interface
- TZG band reverting to 2022 season
- Colour reporting will now utilise threshold (vs. green fractile).

Enhancements in progress:

- Grower number is being added to Maturity Area block association download (vs KPIN only)
- Hayward profile will be indicated by size on sample report (similar to Gold).

In addition, significant work has been undertaken to improve system performance and stability. Please remember through the season that daily sample requests have a hard cut off of 4pm. Sample results will be released by midday daily.

For any questions relating to the MCS, please continue to contact the team on 0800 874 515 or by email on maturity.support@zespri.com.



GLOBAL EXTENSION TEAM UPDATES

THE MONTH AHEAD: FEBRUARY

SELECT
PICKINGDRY MATTER
GIRDLES

SCALE

EFFICIENT
IRRIGATION

IS SELECT PICKING AN OPTION?

How's it looking? Smart monitoring

It's that time again and Zespri Smart Monitoring has kicked off. This is your chance to garner seasonal trends in fruit development from selected orchards, and compare them to years past to help inform your harvest decisions. While the data collected is not necessarily specific to your orchard and situation, this information can still prove useful. You can find fruit maturity monitoring on Canopy under [Fruit production > Harvesting > Fruit maturity monitoring](#).

When to harvest

Your decision about when to harvest can make a difference to the taste experienced by consumers, how well your fruit stores and travels to market, and ultimately your returns. To decide when to harvest you'll need to work with your post-harvest facility representative to arrange for fruit sampling, and get an estimate of your fruit size profile. Together, you'll want to choose a harvest time that optimises Class 1 trays with good returns. The [Orchard Gate Returns Calculator](#) has now been updated on Canopy. This handy tool allows you to estimate your orchard gate returns for up to three harvest dates, taking into account KiwiStart and storage payments.

Is select picking an option?

Most orchards will strip pick. However, there are times where select picking could be an option. Select picking, has commonly been used to make the most of KiwiStart incentives, but can also be used to harvest fruit at optimal maturity. In this situation, larger fruit are harvested when ready, leaving the smaller fruit more time to mature. This can reduce the number of softs that may occur if you waited to strip pick.

Select picking is a big decision and it is advisable to work with your post-harvest representative and harvest contractor to make the decision. Our new select picking resources can be found on our [When to Harvest](#) page on Canopy and will be available after Waitangi Day.



DRY MATTER GIRDLES

Girdling

For Gold3, you're likely considering your second dry matter girdle around the middle of the month, for Hayward, you'll be contemplating your first of the season. While this summer has so far been more favourable than last (touch wood), that does not mean two girdles is necessarily a forgone conclusion. Remember to avoid girdling stressed vines and ensure these vines are clearly marked. Make it super obvious, so crews don't accidentally girdle and exacerbate vine stress. Some other quick reminders:

- If you girdle to the wrong depth, either too deep or too shallow, it slows or prevents the girdle from healing, leading to stressed vines.
- Use good hygiene practices. Sterilise tools before and after each girdle and spray copper on the wound to prevent diseases like Psa
- Consider re-opening a girdle rather than a second girdle, it enables the vine to heal faster than after a new girdle.
- Remember to girdle only in fine weather
- Your girdles will typically heal within four weeks but under cooler conditions, it may take up to eight weeks.

Canopy management

Finish required pruning as soon as possible; you want your fruit to soak up as much of those available carbohydrates as possible. More long term, next seasons fruiting canes will also benefit from the additional light so it's a win/win.

Maintain an open canopy that allows some light to filter through and encourages grass growth under the vines.

Remove tangles and late season, non-fruiting shoots from heavily shaded areas of the canopy. If you spot low hanging fruit in the process, be sure to tie it up to avoid physical damage as harvest approaches. It's probably as good a time as any to check out your males too – get any summer pruning out of the way prior to harvest.



IS SCALE GOING TO BE AN ISSUE?

Scale

Some key markets won't accept fruit with scale – it's as simple as that. Taking action against scale above the four percent threshold is not a requirement, but is good practice.

Oil sprays will control scale when fruit are on vines, but when to apply these is critical and varies for each cultivar. The second or third week of February for Gold3 is appropriate – one application is sufficient. For Hayward, typically late January to late March, two sprays if needed. For Red19, research is underway to identify a safe summer oil application window.

Wheatbug

Wheat bugs are a passenger pest that live in weeds in open and sunny spots such as loadout areas. They are carried on kiwifruit, causing quarantine issues for fruit. While they don't damage your fruit, they cause damage to other crops and that's why they're a part of the pest monitoring programme. Now is a great time to begin controlling any weeds in your loadout pads, especially the key host plants for wheat bug which include wireweed, allseed, cudweed, and sandspurry.

PVH

You can apply pyrethrum sprays to areas where you had PVH over the threshold numbers. You probably don't need to spray the whole block. You may need more than one application during the season to control this pest. If you want to use products other than pyrethrum they may result in unwanted residues on fruit at harvest. Check with our crop protection team.

Stressed Vines

Stressed vines are being reported on orchards around the country. If you have been following our KiwiTips newsletters it should not surprise you that hot weather and crop load will test the vines root system. There is little you can do at this part of the season except to reduce stress on the vine through fruit removal and careful irrigation to not under or over irrigate vines.

To catch up on back issues of [KiwiTips](#), or to register to receive them, search 'KiwiTips' on Canopy.

MORE INFORMATION

You'll find everything you need on Canopy under the [Fruit Production](#) or [Tools](#) tab:

- [Harvesting > Fruit maturity monitoring](#)
- [Tools > Calculators > Orchard gate return calculator](#)

- [Harvesting > When to harvest](#)
- [Growing fruit > increase fruit size and dry matter > Girdling](#)
- [Protecting Your Fruit > Pests](#).

EFFICIENT IRRIGATION

It's still important to keep a close eye on soil moisture throughout the root zone and get started on irrigation before your soil dries out too much.

- If your vines are showing signs of stress such as wilted leaves, fruit growth may have already been compromised and will not be made up later in the season.
- Use properly installed and interpreted soil moisture sensors. At a minimum, dig several holes with a spade and assess soil moisture based on the look and feel of your soil.

Avoid water waste, production loss and vine health problems by continuing to keep a close eye on weather, leaf condition and soil moisture levels throughout the season - adjust your irrigation settings

as things change. Do regular orchard walk throughs while your irrigation is on, so you can find and fix system faults quickly.

Irrigation trials to date have found that the best vine growth, yield, fruit size and water efficiency results for mature vines are achieved when water is supplied based on the seven-day average evapotranspiration (ET) rate minus rainfall received, with an adjustment for canopy extent.

In the absence of orchard-specific data, you could use ET data from a nearby Zespri Smart Monitoring orchard (see [Harvest.com > live data](#), choose Zespri in the Sub-region, then select site from Units), use another well-maintained nearby weather station such as from the [Zespri weather and disease portal](#) or the old fashioned way, with rainfall measurements from your own on-site rain gauge.

If your orchard has stressed vines that have suffered root dieback, consider whether you can and should adjust your usual irrigation volume, frequency and/or emitter set up accordingly. This applies where you've replaced mature vines with young ones also.

Vines with a reduced root zone have a smaller area of soil to draw water from. Soils that have suffered structural damage e.g., from compaction or silt deposits, may not absorb, hold or drain water as well as they used to.



Leaf showing signs of water stress. Photo credit: Murray Judd.

NEW STUDY ADVANCES GREEN SHIPPING PROGRAMME TO HELP FUTURE-PROOF INDUSTRY

While we all look forward every season to the sight of ships full of kiwifruit setting sail for our global markets, shipping emissions remain one of the key challenges to decarbonising our industry and meeting our climate commitments.

Our carbon footprint is made up of a range of factors yet shipping (classed as a Scope 3 emission as it's out of Zespri's direct control) is by far the largest contributor, making up 43 percent.

There is increasing pressure on industries like ours to meet changing regulatory requirements and increasing consumer preferences for more sustainable practices across global supply chains, including decarbonisation. The shipping industry is now starting to invest in alternative fuels and vessels, so we're working to understand how we can best respond to these changes. Shipping emissions will be included in the EU Emissions Trading Scheme (ETS) from this season and with these costs expected to rise over time, we need to work out how to reduce our industry exposure.

A global challenge

We're not alone in facing this challenge.

Shipping plays a critical part in New Zealand's export-driven economy, carrying 99% of the country's trade by volume and around 80 percent by value. Globally, the sector is responsible for around 80% of world-wide trade volumes and 70 percent of worldwide trade value.

While international shipping accounts for about three percent of global greenhouse gas (GHG) emissions, if it were a country, the sector would rank sixth when compared to countries with the highest GHG emissions, behind China, USA, India, Russia, and Japan.

The International Maritime Organisation (IMO) has a decarbonisation target of net zero by 2050.

Our approach

With Zespri having limited ability to directly reduce shipping emissions ourselves, our focus is on working with our shipping and distribution partners to increase efficiency and make the transition to low emissions fuels as we work towards being carbon positive to our retailers by 2030.

This includes continuing to advocate for new port infrastructure and supporting the development of more sustainable shipping vessels, fuels and technology – all of which are critical and which require significant investment.

To help progress this work, Zespri commissioned a feasibility study on a Green Shipping Corridor, looking at how we can establish a roadmap for the decarbonisation of the shipping route between Tauranga and Zeebrugge, Belgium via the Panama Canal.

The report confirms how varied and significant the change required is, with key findings including:

- European ports are already making large investments to accept alternative fuel ships and some are already running on 100 percent renewable energy
- Collaboration with other NZ exporters and across the supply chain is critical to show demand, reduce cost and speed up investment. Shipping providers have started offering solutions to find the most cost-effective ways to transition to lower-emissions fuels.
- Governments have an important part to play, with new policies and regulations needed to transition fuels and infrastructure.
- Fuel storage requirements for low-emissions fuels will create new challenges, with lower-emissions fuels being less energy dense and requiring a lot more space. This means larger vessels which require larger, deeper berths.
- The outlook for alternative fuels is complex – there is no clear preferred low-emissions fuel so an adaptive and multi-fuel approach is needed.

The report collates information from four different research phases:

1. **Stakeholder mapping** along the value chain to understand each stakeholder's role, decarbonisation commitments, and maturity. This includes shipping companies and ports.
2. **Quantitative analysis** of the shipping route, including ship movements, product types, and bunkering patterns and volumes
3. **Policy scan** to identify the regulatory framework along the corridor, priority stakeholders, and policy options to be leveraged. This includes government bodies in both New Zealand and Europe.
4. Developing the **fuel option pathways** by building on existing shipping fuel research, including assessing demand forecasts, emissions pathways, and cost implications.

Zespri is working with our shipping providers, ports and regulatory bodies and we'll provide further updates in coming months.

What is a Green Shipping Corridor?

A green shipping corridor is defined as "a route between two or more ports where zero-emission shipping solutions are demonstrated and reported".

It is supported by the 2021 Clydebank Declaration – an agreement signed by 22 countries including New Zealand, Australia, Belgium, and the USA to explore and develop partnerships amongst ports, operators, and other key partners along the value chain. The aim is to accelerate the decarbonisation of the shipping sector and its fuel supply through the implementation of green shipping corridor projects, aligning with the global effort to combat climate change and transition towards a more sustainable future for the industry.

UNUSUAL PEST REPORT HELPS GROWER



Demonstrating continued value in reporting the unusual, we received information early January about significant leaf skeletonisation.

Initially seen on a pear tree adjacent to kiwifruit, the concern was that the insect might move across to the adjacent kiwifruit crop. With help from experts at Plant & Food Research we were able to confirm the damage was not a new association and caused by a pest called "pear slug", or pear saw fly larvae, known to be more prevalent during hot summers.

The pest is quite easy to control, by spraying with water or dusting the affected tree with wood ash or lime, and we were able to pass this on to the grower and allay any fears of a biosecurity risk.

Reporting unusual symptoms and pests like this is a good thing – it shows that as an industry we are all on the lookout and aware of the need to report potential biosecurity threats that could be significant risks to the industry.

The information we then gain and can share with other growers helps identify similar symptoms they may be seeing on their own properties and assists with on-orchard management and plant health.



Pear slug causing skeletonisation on leaves and reported to KVH.

NEW YEAR, NEW BIOSECURITY PLAN



Your biosecurity plan outlines how you manage risk on your orchard and how you will respond to a pest or disease outbreak.

It's a GAP and Pathway Plan requirement to have an on-orchard biosecurity plan – we've created a template to make it easy and you can complete your plan on the KVH website at kvh.org.nz, or if you prefer you can use one of our printed booklets (available to download from our website or we can send you one).

Contractors are required to have biosecurity plans too. Those who are part of the CAV scheme have a biosecurity

plan included as part of CAV requirements, and this will be audited. You can see a template CAV biosecurity plan on the KVH website.

If you're a contractor not currently part of the CAV scheme, you need to create and complete a biosecurity plan that you can present to growers when you visit their orchards. We also have a template for this too on the KVH website, which you can type into or print and hand write. We've made this template editable so you can adapt it to your needs and include other requirements, such as health and safety or sign-in protocols for example.

In addition to templates that help you develop a biosecurity plan, we have a great video demonstrating how to put your plan in place.

Check out the video here: <https://www.youtube.com/watch?v=UvStOLBNKR&list=PLQvs1Ii48657kJI5PREbN9sOXPT7smRNs&index=5>

NEW KVH ASSOCIATE DIRECTOR



We're delighted to announce the appointment of Cam Clayton to the Associate Director position on the KVH Board for a two-year term.

Cam, currently Technical and Innovation Manager at DMS, brings to the role a wealth of experience working alongside growers and orchard managers to ensure orchard productivity, and has a rich history in helping manage harvest operations. Having been a key point of contact and advice for growers and wider industry on biosecurity topics for several years, Cam is looking forward to expanding on this in his Board role, especially in relation to communicating complex and technical pest and disease matters to orchardists.

The Associate Director role is a development opportunity for a kiwifruit industry future leader to join the KVH Board and gain experience in governance, leadership and strategy while bringing his/her own industry knowledge and experience to the Board table.

The Associate Director also has the opportunity to be mentored by an industry leader and a contribution towards their governance training.



Cam Clayton.

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

What do I need to do in preparation for the 2024 harvest?

Each year you will be asked to log in to the Maturity Clearance System (MCS) to check that your contact information is accurate, as well as verify your site requirements and upload/verify your hazards. This will help ensure on-orchard safety. Please note, all dogs need to be viewed as a hazard and aggressive dogs should also be listed under site requirements.

If you have any questions, please reach out to the MCS support team on maturity.support@zespri.com or phone 0800 874 515.

Can I sell my Class 3 reject fruit at my orchard gate or at a market?

Yes, you have the opportunity to sell your SunGold Class 3 (reject) fruit at the orchard gate, roadside stalls or at a farmers' market.

You must complete a gate sales agreement form and include proof of the label for traceability. Email this to new.cultivars@zespri.com for approval.

Further requirements for Gate Sales can be found on Canopy here: <https://canopy.zespri.com/full/dashboard/supply-and-operations/your-orchard-business/licences/managing-your-licence#accordion-4330d62413-item-d6036754db>.

When do we expect the 2024 Supply Agreements?

Schedule 5 of the 2024 Supply Agreement will be posted out to growers 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 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.

How do I get access to the new Canopy website?

Go to <https://canopy.zespri.com/>. This is the public home page, but you'll need to login to access all the juicy information.

To do so, click the "Sign in or Register" button on the top right corner of the page.

If you know what your username and password are, enter these and you're in. They haven't changed from the old site, but if you've forgotten any details, don't worry! Just select either of the options below:

- **Forgotten your password?** You can request to reset your password on the log in page.
- **Don't know your user name?** Give our Grower Support Services team a call on 0800 155 355 and they can help you.

If you've never had access to Canopy, there's a link to a simple registration form on the log in page. Our team will review the details and get back to you as soon as they can.

UPCOMING EVENT

2024
FEB-MAR

PRE-HARVEST FORUMS

With the 2024 harvest season just around the corner, Zespri invites you to get together to discuss all things harvesting. Let's get the best quality fruit off the orchard, into a box, and off to market.

Come along to discuss what happens to fruit characteristics as it matures and what harvesting at optimal maturity could mean for you.

We invite you to hear about the latest information on picking, and discuss and debate common picking issues including select picking, softs, using bibs (aprons), picking audits, and more.

The forums are open to all growers, as well as picking and post-harvest staff, and anyone associated with harvest.

DATE	VENUE
Tuesday 20 February	Hawke's Bay The Crown Hotel, 22A Waghorne Street, Napier
Wednesday 21 February	Edgecumbe Awakeri Events Centre, SH 30, Whakatāne
Thursday 22 February	Gisborne Bushmere Arms, 673 Matawai Road, Gisborne
Thursday 22 February	Ōpōtiki Ōpōtiki Golf Club, 14 Fromow Road, Ōpōtiki
Wednesday 28 February	Katikati Fairview Golf Club, 34 Sharp Road, Aongatete
Thursday 29 February	Te Puke The Orchard Church, 20 MacLoughlin Drive, Te Puke
Tuesday 5 March	Kerikeri The Turner Centre, 43 Cobham Drive, Kerikeri
Wednesday 6 March	Waikato Mighty River Domain, 601 Maungatautari Road, Cambridge
Thursday 7 March	Whangārei Semenoff Stadium, 51 Okara Drive, Whangārei
Thursday 7 March	Auckland Franklin Club -7 East Street, Pukekohe

For catering purposes, register here: <https://events.zespri.com/pre-harvest-forums-2024/registration/Site/Register>

EXPRESSIONS OF INTEREST

2024
JUL-AUG

ORGANIC GROWER TOUR TO JAPAN

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.

Highlights include tours of Zespri Global Supply orchards in Fukuoka, visits to Hiroshima, Osaka, Tokyo and Korea markets, customer visits, and a Port tour.

For more information regarding the tour, or if you wish to attend, please contact Teresa Whitehead: 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 highlights to include:

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

Zespri Grower tours are an opportunity to connect with other growers by traveling 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 or 027 232 5533.

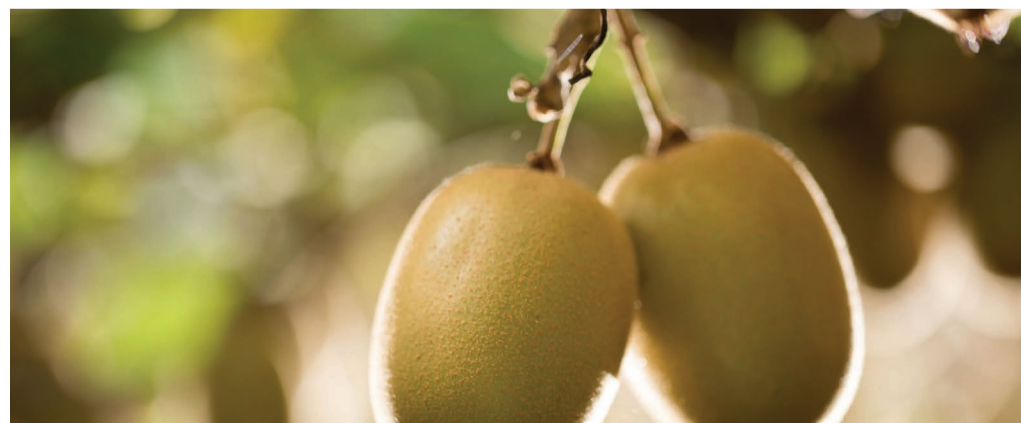
2024 EXPRESSIONS OF INTEREST FOR REGISTERED SUPPLIERS

Zespri is seeking Expressions of Interest from parties who wish to be contracted Registered Suppliers with Zespri for the supply of Kiwifruit and/or services in respect of Kiwifruit to be supplied by Grower numbers, for the 2024 season.

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

Expressions of Interest are to be advised in writing by close of business on Friday 9 February 2024 to:

Susan King at Zespri International Ltd
Email: susan.king@zespri.com
P.O. Box 4043, Mount Maunganui South, 3149



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FOR FURTHER INFORMATION OR FEEDBACK PLEASE CONTACT: THE ZESPRI GROWER SUPPORT CENTRE (0800 155 355) P.O. BOX 4043, MOUNT MAUNGANUI. TEL: 07-572 7600, FAX 07-572 7646 www.zespri.com [canopy.zespri.com](mailto:contact.canopy@zespri.com) EMAIL: contact.canopy@zespri.com

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