



**P4: LICENCE
RELEASE**



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THE MARKETS**



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AHEAD – MARCH**



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THE FIELD**

POSITIVE OGR FORECAST FOR GROWERS

FEBRUARY 2023/24 FINANCIAL FORECAST

The Board approved the February forecast for the 2023/24 season, the final forecast for the season with the actuals published in May.

The final forecast for the 2023/24 season has seen expected grower returns further improve from November 2023, with all categories other than Organic SunGold Kiwifruit now expected to deliver record per-tray returns.

CEO Dan Mathieson says the significant effort undertaken by the industry to lift fruit quality and reduce quality costs had been a key factor in the improved returns, along with strong consumer demand for Zespri Kiwifruit.

“The lift we’ve seen in all of our per-tray returns is a real credit to the hard work that’s taken place across the industry and throughout our global supply chain to improve quality.

“It’s really helped our markets to maintain strong run rates and maximise value while closing out the season” says Dan.

“While we’re always looking to increase the value we’re returning across all of our varieties, it’s pleasing to see a real lift in our Green returns - driven by the increased value our teams have secured from lower volumes, especially in Europe, as well as strong market performance in Japan and North America.

“We’ve also seen strong demand for SunGold, and RubyRed has continued to perform well, which we expect to see continue as RubyRed becomes the first of this year’s crop to hit stores soon.”

With a crop of around 193 million trays expected to be shipped in 2024/25, Dan says this forecast is an indicator of the sort of value that could be achieved by providing consistently high quality fruit.

“We know that when we get good fruit to market it sells and sells well, so providing our customers and consumers with great kiwifruit throughout the season will again be our focus.

“As well as the focus on per tray returns, we’re also looking forward to seeing improved per hectare returns for growers, with our February crop estimate showing a strong improvement in expected yields.”

The Total Fruit and Service Payment, across all pools and excluding the loyalty premium is forecast to be \$2.229 billion.

Forecast Corporate Profit and Dividend Range

The forecast range of corporate net profit after tax for the year ending 31 March 2024 is \$171 million to \$176 million, including

February 2023/24 forecast OGR per tray and per hectare returns for each category compared to the previous November forecast

Pools (fruit Categories)	2023/24 February Forecast (Per Tray)	2023/24 November Forecast (Per Tray)	2023/24 November Indicative Range Forecast Per Tray	2022/23 March Final (Per Tray)	2023/24 February Forecast (Per Ha)	2023/24 November Forecast (Per Ha)	2023/24 November Indicative Range Forecast (Per Ha)	2022/23 March Final (Per Ha)
Zespri Green Kiwifruit	\$9.44	\$9.00	\$8.75 to \$9.25	\$5.78	\$64,930	\$61,916	\$60,000 to \$64,000	\$57,636
Zespri Organic Green Kiwifruit	\$12.18	\$12.00	\$11.75 to \$12.25	\$8.68	\$54,516	\$53,708	\$53,000 to \$55,000	\$60,912
Zespri SunGold Kiwifruit	\$12.62	\$12.35	\$12.10 to \$12.60	\$9.97	\$143,537	\$140,451	\$138,000 to \$143,000	\$137,524
Zespri Organic SunGold Kiwifruit	\$14.21	\$14.15	\$13.90 to \$14.40	\$12.28	\$109,640	\$109,154	\$107,000 to \$111,000	\$133,548
Zespri Green14 Kiwifruit	\$10.31	\$10.25	\$10.00 to \$10.50	\$6.87	\$48,326	\$48,057	\$47,000 to \$49,000	\$41,761
Zespri RubyRed Kiwifruit*	\$26.54	\$26.10	\$25.60 to \$26.60	\$22.27	\$41,057	\$40,371	\$40,000 to \$41,000	\$42,063

*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 below:

Vine age	Productive hectares	Gross submitted volume	Yield	2023/24 Per Hectare February E4	2022/23 Per Hectare March Final
< 2 years	149	206,673	1,385	\$36,753	\$26,996
> 2 years	4	20,684	5,263	\$139,709	\$134,253
Mixed	6	18,833	3,155	\$83,737	-
Total	159	246,190	1,547	\$41,057	\$42,063

licence income. This is at the upper end of the November 2023 profit guidance range of \$165 - \$175 million.

The forecast net dividend per share range for the year ending 31 March 2024 is \$0.84 to \$0.86 per share (with a gross dividend per share of \$1.07-\$1.10). 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.

SOME GREAT OPPORTUNITIES AHEAD

Outgoing Zespri Chairman, Bruce Cameron says it's been great to see the positivity within the industry as we prepare for what's going to be one of our largest ever harvests.

“The latest forecast is an indicator of the sort of value we’re able to return when we get our quality right and that must again be our focus in the coming season and beyond, particularly with significantly more volume to manage,” says Bruce.

“I joined the Board when PSA was devastating our industry and while that was an incredibly tough time, it was an important illustration of our industry’s ability to handle tough times.

“We’ve faced further challenges since then, particularly in recent years as we’ve negotiated COVID-19, rising fruit quality costs and weather events, but I have huge pride in the way our industry works together to respond, and to maximise value through a world-leading global brand.

“There’s some great opportunities ahead of us and I know that with the talent we have within the industry that more success lies in the years ahead.”



HARVEST UNDERWAY ON RECORD CROP

New Zealand’s 2024 kiwifruit harvest has kicked off with the first crop picked in Auckland, and more kiwifruit to be picked around the country over the coming months.

Growers are cautiously optimistic the 2024 season will be fruitful in comparison to recent years, with a significantly higher volume of 193 million trays expected to be shipped, up from the 133 million trays exported last year.

CEO Dan Mathieson says growing conditions have been largely favourable in recent weeks, helping support the industry’s efforts to deliver an outstanding and much larger crop this season.

“Our focus in 2024 must again be on continuing the progress we’ve made in lifting our fruit quality and delivering consistently high-quality fruit throughout the season.”

NZKGI CEO Colin Bond says the impact of cyclones Gabrielle and Hale on orchards affected many growers’ welfare and financial viability.

“It was reassuring to see the industry rally around those requiring support last season, and this support continues with the long-term facilitation of alleviating pressures on those impacted,” says Colin.

Dan notes strong returns are important given the challenges of the last two years and the industry needs to hold as much of the value achieved this season, even with more fruit available.

“We’ve had really positive discussions in meeting with many of our key customers in market who are excited for the season ahead and expecting higher volumes,” says Dan.

“There’s been extensive season planning taking place and as an industry we want to

make sure we’re doing everything we can to start the season strongly.

“Our market teams have also been developing more exciting sales and marketing campaigns to help get our fruit moving quickly so we can have a positive start and secure good value.”



Growers Bruce and Shirley Farley had their Red19 orchard harvested by operators, Punchbowl in February.



SEE YOU
AT OUR
REGIONAL
ROADSHOWS

Check out the
schedule on page 14.





DAN'S VIEW

Hi everyone,

It's been great seeing many of you at our recent Roadshows and to hear you're well set up for what is shaping up to be a really successful season.

The discussions I've had here in recent weeks have been really positive. That's been helped by the good news from the latest forecast which included record per tray returns for Green, Organic Green, SunGold and RubyRed, on top of the outstanding looking crop for the year ahead.

These results are a real credit to everyone in the industry.

They reflect the huge effort that's been put in following a really tough couple of growing seasons to address our fruit quality challenge, and that's gone a long way in helping restore the faith our customers have in us to produce consistently good quality fruit.

Decisive action like this adds so much value to our industry. We now have a great opportunity to capitalise on our response and on the strong market demand.

With the first of RubyRed already harvested and starting to appear in the domestic market, I know there's a lot of excitement about getting this season's Green and SunGold harvest underway over the coming months.

And with a much larger crop expected in 2024, it's going to be important that we move fruit quickly through to our customers.

That's especially important given the 2023/24 season's earlier finish driven by lower volumes and the constrained ZGS supply prevented us from providing continuity to our retail partners. This also means we're having to reinvest more heavily than we'd like ahead of the New Zealand season.

Managing a larger crop, maintaining our commitment to quality, and how we can best maximise value for growers and the industry have been key considerations in the season planning we've undertaken in partnership with NZKGI, post-harvest, and the IAC.

It's a plan that's built on easy-to-understand best practice harvest standards, packing the majority of our fruit at optimal maturity, getting underway early and then having a consistent flow of fruit through the season, as well as encouraging growers to utilise select picking to optimise our early SunGold volumes.

As noted in Jason Te Brake's last update, we've also adapted to what we're seeing this season, moving to lower this season's SunGold dry matter threshold so that we can deliver a good amount of early season fruit and start the year with real momentum and mitigate late season quality issues.

Ensuring we're working well collectively to capitalise on the opportunities we have is critical to our success this season and beyond.

It's also the principle underpinning the work that's underway as part of our Industry Alignment Framework.

We've had some really important feedback from industry through this already, and we're starting to see progress on some of the key issues you've identified like share alignment. The move to offering growers the opportunity from 2025 to receive their June loyalty payment as shares, and reinvest their dividend payment as shares, is a direct result of your feedback that you want to avoid mandatory initiatives.

We're going to continue to make sure that every grower is able to have a strong say on what our industry priorities should be, and how we can both address the challenges we're facing and the opportunities we have. That will include a future discussion around ZGS, where we are continuing to see demand exceed our current ZGS supply including in our shoulder season, meaning we're facing greater competition for shelf space.

I look forward to continuing these discussions in the months ahead.

All the best for the upcoming harvest.

Dan



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



Industry Alignment

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.



SHARE ALIGNMENT UPDATE

Following strong support at the latest Industry Advisory Council (IAC) meeting, Zespri is proceeding with two initiatives designed to strengthen its grower shareholding.

This includes offering growers the opportunity from 2025 to receive their June loyalty payment (relating to the 2024 harvest season) as shares, and offering shareholders the ability to reinvest dividend payment as shares.

Both of these initiatives will be provided on an opt-in basis, with the January loyalty payment remaining a cash payment. The initiatives reflect a strong desire from the industry to make share trading easier as we look to get greater grower shareholder alignment and lift the number of growers who are Zespri shareholders.

Discussion at the IAC covered the changes in the cashflow direction associated with these initiatives. Under the revised structure, Zespri will pay loyalty direct to growers, an adjustment from the traditional approach of this payment being pooled and then paid by Supply Entities. The change will not be initiated until the January 2025 loyalty payment is made. The IAC approved the changes required to the 2024 Loyalty Agreement to support our ability to provide loyalty payments as shares.

Zespri Chairman Nathan Flowerday says: "This is a positive step for the industry as we look to lift the numbers of growers who are Zespri shareholders, with the initiatives reflecting the feedback we've had that growers want to avoid initiatives that are mandatory or require large one-off payments."

We'll continue to share further updates on these initiatives over the coming months as we prepare to make them available from 2025.



CHINA UNAUTHORISED G3 PLANTINGS: LEGAL UPDATE

Chinese authorities have executed a series of operations targeting the fraudulent use of Zespri's IP.

Zespri has also filed further legal action to recover damages from those involved in the propagation of Gold3 plantings as part of our commitment to protecting the industry's investment and intellectual property rights.

In recent weeks, we have been working with the Shanghai Public Security Bureau (Police) to take enforcement action against a small number of people involved in extensive counterfeit operations.

Information gathered through Zespri's investigations allowed the local police to successfully conduct a number of raids against those sellers. During these raids, it was discovered that the counterfeiting operation also affected fellow fruit marketer Dole, and Zespri customer GoodFarmer, which have since joined our enforcement action.

The Public Prosecutor's Office has confirmed it will be prosecuting these crimes, with the enforcement action already having a significant deterrent effect on counterfeit sales on the e-commerce platform.

The work reflects our strategy of taking targeted action to keep unauthorised fruit or counterfeit branding out of our key channels to help defend our premium brand, to deter counterfeit activity, and ensure food safety for our consumers. It also reflects the commitment from local authorities to enforce IP rights. The work in this space is increasingly important with similar cases of counterfeit expected to rise as the availability of locally grown unauthorised G3 increases in future years.

Zespri has also filed a petition in a Chinese court to recognise and enforce the judgement of the New Zealand Court of Appeal against those found to have taken the original budwood out of New Zealand to China. This is in order to recover remaining damages from the \$12 million awarded to Zespri after Haoyu Gao and his associates were found guilty of fraudulently offering to license Zespri varieties

to parties in China and facilitated the planting of these varieties on Chinese orchards.

Our civil litigation case in the Intellectual Property Court in Nanjing against two defendants linked to the unauthorised production, sale, and marketing of illegally grown G3 is also continuing. We have been encouraged by the recent success of T&G's plant variety rights infringement civil case in China, related to the illegal growing of its Envy apple variety. T&G was awarded its full claim for damages in the case, with the case demonstrating the increased protection for PVRs made possible by changes to China's Seed Law in 2022. Late last year, T&G celebrated the first sales of its locally grown Envy Apples in China, following an agreement reached in 2018 that granted Joy Wing Mau a licence to grow and sell managed volumes of Envy apples to the local China market.

We are seeing some promising progress from these legal actions, however a legal pathway alone will not be enough to protect and enhance grower value. It's important that, as an industry, we consider our response beyond the current legal activity, commercial focus, and political discussions underway as we look to find a constructive solution to the challenge unauthorised Gold3 plantings in China present. This is an issue we will continue to discuss through our future Industry Alignment work.



COMING UP NEXT MONTH:

Stay tuned for next month's *Kiwiflier* where we'll have an update on the industry decision-making process, one of our Industry Alignment Workstreams.

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.





2024 SEASON PLANNING

We're forecasting that this year will be our biggest kiwifruit crop, with 197 million trays to pack, and around 193 million trays expected to be shipped.

That's a significant increase on the 135 million trays packed in the 2023/24 season, with our largest SunGold crop to be packed this season, estimated to be around 127 million trays.

Additionally, there has been a positive rebound in Green volumes this season, with more than 60 million trays to be packed, compared to around 41 million trays packed last season.

FEBRUARY OFFICIAL SUPPLY ESTIMATE (OSE)

VARIETY	PACKED	SHIPPED
Green	61,823,689	60,520,000
Green Organic	3,387,088	3,320,000
SunGold	127,354,320	124,380,000
SunGold Organic	3,565,745	3,510,000
Sweet Green	113,315	113,000
RubyRed	1,163,618	1,159,000
TOTAL	197,407,775	193,002,000

This season's Taste, KiwiStart, and Time payments have also been adjusted to ensure we have the right incentives in place to be able to deliver consistently high-quality fruit throughout the season.

"For a successful season and to deliver the best possible returns to growers, it's important we focus on providing good quality fruit first and foremost," says Zespri Chief Operating Officer, Jason Te Brake.

A procurement plan has been launched, designed to capture the value of early sales opportunities while ensuring we harvest and pack the majority crop at optimal maturity.

You can find the Procurement Plan on Canopy: [Supply & operations > Packing, storing & exporting > Clearance, submit & shipped info](#)

UPDATE ON CHANGES TO 2024/25 KIWISTART SUNGOLD DRY MATTER THRESHOLD

The SunGold dry matter threshold will be reduced from 16.4% to 16.1% for the 2024 harvest. The change will apply to both Conventional and Organic fruit groups. Dry matter is one of several interlinked indicators of fruit maturity within our Maturity Clearance System for SunGold.

"Our 2024 season planning, developed in partnership with the Industry Advisory Council, NZKGI, and our post-harvest partners, has been built around making sure that we're delivering consistently high quality fruit throughout the season and starting the season strongly with a consistent flow of fruit through harvest to capitalise on early season sales opportunities and maximise onshore capacity," says Jason.

"The decision to reduce this season's threshold has considered both these key principles which are critical in being able to maximise the value we return to growers from a large crop this season."

Note, there is no change to the SunGold Minimum Taste Standard (MTS) of 16.1%.

The mechanism to review and adjust the KiwiStart dry matter threshold based on seasonal maturity factors was initially established as part of the 2022 season preparation, with Zespri working with NZKGI and post-harvest to ensure our fruit meets

market and consumer expectations while taking account of seasonal factors.

"We recognise the reduction in the dry matter threshold poses a potential impact to fruit quality, but believe we have appropriate mitigations in place to manage this and will work closely with industry to reduce this risk.

"This has also been balanced against a delayed harvest which would compromise our early season sales rates and have a negative impact on our late season fruit quality results," says Jason.

KEY PILLARS FOR SUCCESS

- 1. Best practice harvest standards**
- 2. Majority of crop packed at optimal maturity**
- 3. Early start to get markets underway and consistent flow of fruit (Green and Gold)**
- 4. Select picking utilised to optimise early SunGold volume**
- 5. Optimal capacity utilisation to minimise late SunGold packing.**

CEO SEARCH UNDERWAY



The search for our new CEO has kicked off with the appointment of Seqel Partners as our global search partner and confirmation of the core skills we are seeking for the role.

Chairman Nathan Flowerday notes that while we are executing a global search to find the best candidate, our preference is for the CEO to be based in New Zealand.

"This reflects their need to be strongly embedded in the industry as we focus on tackling the supply side challenges in New Zealand and resetting to take the industry forward," says Nathan.

However, as a sales and marketing company the successful candidate will need to balance their time between New Zealand and offshore in order to provide leadership to our teams in market and to ensure strong engagement with our partners and customers.

"We ask a lot of our CEO at Zespri and there are clear skills the new candidate will need to possess - that includes the ability to develop and execute the right strategy to ensure we deliver the value you expect as well as outstanding stakeholder management skills given our industry structure and our global footprint.

"They will need to have demonstrated excellence in sales and marketing and operational expertise as we focus on delivering our core business well, on maximising returns to growers and on the significant growth opportunities ahead of us," says Nathan.

The intention is to have the new CEO appointed by May or June, with their start date to be confirmed based on the successful candidate and their existing commitments, recognising both the need to ensure we get the process and the candidate right and giving the industry clarity as soon as possible.

Dan will remain with Zespri through the process before he takes up his position with Driscoll's.

HI-CANE UPDATE

As *Kiwiflier* goes to print, the EPA's reassessment hearings for hydrogen cyanamide (known by the brand name Hi-Cane) will be drawing to a close with the last of the 30+ submitters presenting their arguments to the Decision Making Committee (DMC) in Mount Maunganui.

The EPA started the hearings by outlining its position to the DMC from December 2022 which did not account for most of the new information provided in 2023 – i.e. the research presented by Zespri and NZKGI over the past year, including reports on ecotoxicology, bird ecology and soil organisms.

Chief Operating Officer Jason Te Brake led Zespri's presentation on the first day, giving the DMC an overview of the kiwifruit industry and why Hi-Cane is vital for our continued success. Other Zespri presenters spoke to our position and why we disagree with the EPA's risk assessment of risk that cannot be mitigated to soil organisms, birds and non-target arthropods (insects which live above ground).

On expert advice, our view is that risk to soil organisms is at worst low, and risk to birds is negligible to low. The EPA changed its position on non-target arthropods in the week before the hearing so we have not had the opportunity to seek advice on this.

Our presentation also covered work underway to develop alternative budbreak enhancers and varieties, our legal argument and the strong compliance systems we have in the industry and the regulatory framework under which we work.

A wide range of industry groups presented throughout the week to argue against the proposed ban including NZKGI, Māori Kiwifruit Growers, the Kiwifruit Breeding Centre, Plant & Food Research, as well as manufacturer Alzchem and distributor Nufarm. Several dozen growers presented their experiences working with Hi-Cane over decades and the devastating impact a ban would have on them, their workers and communities.

Zespri is grateful to all those who've contributed to their time and experience to this reassessment to present a balanced and comprehensive position to the DMC on this significant issue.

Of the 30+ submitters, three presented (or were set to present) in favour of the ban – that is, against the use of Hi-Cane.

The panel of three people on the DMC have expertise in environmental science, resource management, and entomology and are required to publish their decision within 30 working days of the hearings closing – 24 April. Keep an eye on Canopy for updates.





2024 LICENCE RELEASE UPDATE

The application process for pre-approval to bid for the 2024 licence release closes at 11:59pm on 1 March.

Cooney Lees Morgan will be checking the details on the submitted application forms for accuracy of bids. Some growers may get a call from Cooney Lees Morgan if the information submitted needs clarification.

Note that the pre-populated information on the application forms should alleviate some of the common errors submitted.

PRACTICE AUCTIONS KICK OFF IN APRIL

The Zespri Licence team will be running practice auctions for all bidders who have submitted their applications and have received notification to bid from Cooney Lees Morgan.

If you are new to this process, we strongly recommend you attend the practice auction sessions to familiarise yourself with the software. The practice auctions will be run on the actual software being used for the real auctions. Every approved bidder will receive information about their practice auction times and how to log into the practice auctions.

For information and videos about the key concepts relating to the auctions, refer to previous *Kiwiflier* articles, or the 'Buying a licence' page on canopy: [Canopy > Supply & operations > Your orchard business > Licences > Buying a licence](#).

LICENCE RELEASE TIMELINE

12 FEB -
28 MAR

Evaluation Panel rules on validity of all pre-approvals.

APR
8

Cooney Lees Morgan notifies successful applicants of Approval to Bid.

MID
APR

From mid-April, we will be running practice auctions for growers to get familiar with the auction software.

APR
29

Pre-set bids can be submitted up until the start of the relevant auction.

MAY
6

RESTRICTED SUNGOLD AUCTION

Starts at 9 am on Monday 6 May.

MAY
8

UNRESTRICTED SUNGOLD AUCTION

Starts at 9 am on Wednesday 8 May. Evaluation Panel confirms the results of the auction process.

MAY
9

Successful auction participants notified by email as soon as possible (ETA Thursday 9 May onwards). Deposit monies are due for payment by EFT five working days after email notification.



FAQS

What happens now the pre-approval window has closed?

Cooney Lees Morgan will validate your application and ensure your bidding intentions meet all the rules of the relevant auction. Once they have completed this, from 8 April onwards you will receive a confirmation email acknowledging your bidding status, including the hectares that 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 should you not want to bid live during the auction.

Will I be able to do a practice auction so I can familiarise myself with the auction website?

We will be running practice or "mock" auctions from mid-April. Those who have been approved to bid will be notified by Zespri of the dates and times of the mock auctions, along with unique login details for these mock auctions.

Where can I find instructional videos and more information on practice auctions?

On the 'Buying a Licence' page on Canopy, there are instructional videos and a practical tips document. The videos and the practical tips document are designed to be a 'bundle' to familiarise bidders with everything they need to know to confidently participate in the auctions. Practice auctions will be run to allow bidders a chance to use the software before the real auctions.

Should I pre-set bid or live bid? Is it an either/or decision?

One of the limitations of the software is that selecting a pre-set or live bid is an 'either/or' decision. Pre-set bidders cannot re-join the auction as a live bidder if their pre-set bid maximums are exceeded. Pre-set bids can be made by submitting a pre-set bid in the software yourself (option available right up to 9 am on the morning of the relevant auction).

Can Zespri see pre-set bids?

Pre-set bids will not be visible to Zespri staff or directors before the auctions. This is because pre-set bids in aggregate can give a view of market demand before and during the auction. Visibility of aggregated pre-set bid information will be limited to NERA and Optimal Auctions staff (our auction manager and software provider) and evaluation panel members making pricing decisions during the auction. This is to avoid any potential conflicts of interest and to eliminate the risk of accidentally disclosing market demand information to other bidders.

Do bidders need special software?

No. Bidders do not need to install software. The auction software runs on a standard web browser. It is strongly recommended that bidders update their browser to the latest version before the

auctions start to ensure the software runs optimally and so you can join a practice auction.

I live rurally and my internet can drop out while I am using my computer. I'm worried that this might happen while the auctions are taking place. What can I do?

We strongly recommend that if you live in an area with sub-optimal internet then either before the start of the auction submit a pre-set bid, or on the day of the auction relocate to an area that has reliable internet for the auction. The LAOR states that it is a bidder's responsibility to ensure their hardware (computer/device) and internet coverage is sufficient, and Zespri will not consider any appeals due to failure to participate in the auction for these reasons.

How much time should I allow to participate in each auction?

Each auction will be completed within a day. The number of rounds will depend on how oversubscribed the auction is and the size of the price increments. The first round will be 30 minutes (for bidding), and then 30 minutes combined for the calculating and reporting phase. Subsequent rounds will be slightly shorter. The reason for quite long early rounds is to address any issues bidders may have with the technology when the auction begins and to provide support so growers can enter their bids before a round finishes.

How will the price increments between rounds be decided?

Price increments will not be published prior to the auctions starting. The price changes between rounds will be driven by the amount of oversubscription in each round. If a round is highly oversubscribed, the price increment will be more than rounds where the oversubscription is less. Typically, you should expect the price changes to get smaller and smaller as the auction progresses. NERA, our auction manager, will make recommendations on the price increments during the auction, the evaluation panel will make pricing decisions.

Do you wish to purchase Zespri Licence privately?

There is a platform on Canopy called "Licence Trading Board" that brings buyers and sellers of privately traded licence together. Check it out here: [Canopy > Supply & operations > Your orchard business > Licences > Licence trading](#). This is a trading board for growers who wish to sell and buy licence.

CAUTION FOR BIDDERS WHO HAVE REGISTERED FOR BOTH ZESPRI SUNGOLD KIWI FRUIT AUCTIONS:

Some bidders have registered for both SunGold auctions for the same hectares in case they don't succeed in the restricted auction, which happens first on Monday 6 May.

It's each bidder's responsibility to ensure they don't succeed for more area than intended by winning licenses in both auctions.

If you use pre-set bids for both auctions, your pre-set bid will remain in the system, regardless of what happens in the first Restricted SunGold auction. If you succeeded in that auction, you will need to remove or amend your pre-set bid in the Unrestricted SunGold auction taking place on Wednesday 8 May. There is no automatic netting off of bids between the auctions.

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.

2024 opening [reserve] price for the Ascending-Price Open Auction	Excluding GST	Hectares released in each auction
Restricted Zespri SunGold Kiwifruit (Hayward/Green14 cutover)	\$393,000	150 hectares
Unrestricted Zespri SunGold Kiwifruit	\$406,000	100 hectares



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.



For more FAQs, head over to the 'Buying a Licence' page on Canopy:

[Canopy > Supply & operations > Your orchard business > Licences > Buying a licence](#)



FROM THE MARKETS

MARKET INSIGHTS: EUROPE-NORTH AMERICA

More than 51 million trays of fruit were sold across Europe and North America in the 2023 season, generating more than \$1.1 billion dollars in sales.

CONSUMER DEMAND

The European market has performed strongly this season, with the market poised for significant growth under the leadership of Zespri's new President of Europe & North America Steven Martina.

Steven started with us in September 2023 and recently joined our Grower Roadshows to discuss the team's strategy for ongoing value growth in Europe with a focus on outstanding customer relationships and sales and marketing campaigns built off quality fruit and supply chain performance.

"While we had a lower volume of fruit last season, we saw strong global demand and sold almost 42 million trays in markets across Europe and 9.3 million trays in North America. Our total sales in Europe were almost \$930 million," says Steven.

"It's been fantastic to see the focus on fruit quality by the industry and our teams have supported that through redesigning our supply chain approach to ensure we build off the hard work of growers.

"We'll further adapt this as we go into the 2024 season with an even bigger crop to ensure we're maximising the value we can return."

MARKET TRENDS

Notably there's increasing competition in the fruit category in Europe, with a surge in fruit brands offering a premium product. There has also been a noticeable rise in kiwifruit brands, particularly in Europe.

This means there's also greater competition for shelf space. With the 2023 season's earlier finish driven by lower volumes and demand also continuing to exceed our Northern Hemisphere supply, we were prevented from providing continuity to our retail partners, which sees us

having to reinvest ahead of the 2024 New Zealand season and facing stiffer competition from other kiwifruit brands.

"The supply gap in Zespri Green was picked up across several media outlets in the Netherlands and Belgium towards the later end of the season, proving that demand for green is still very prominent.

In addition, for the first time in a decade, Discount Retailers such as Lidl and Aldi are taking centre stage across Europe as the fastest growing sales channel.

"Discounters are growing faster than E-Commerce, reaching an all-time high of almost 19 percent market share in Western Europe, and we are continuing to look at how we meet our consumers' differing demands through different pack sizes and consumer deals.

Other trends include the move to fewer but bigger retailers as a result of mergers and acquisitions, and stores expanding to cover multiple sales channels, with this giving us the chance to seize new opportunities.

"We know we must continue to deliver great value to our customers through the quality of our product, particularly with more volume this season, through our strong brand and through fostering partnerships with our distributors, retailers and wholesalers.

"We also want to make sure we understand our consumers by being where they are, offering what they need, and remaining relevant.

"We plan to keep making progress with our sustainable packaging and use a range of efficient marketing options to ensure we're extremely visible and driving value."

THINKING FORWARD

With more fruit destined for our Europe and North America markets in 2024, our Zespri teams are focused on increasing weekly run rates while making sure we focus on the value too.

Steven notes there's a lot of room for growth in Europe including in our core markets of Spain, France, Belgium, the Netherlands, Germany and Italy.

"At the same time we are developing our presence in the UK, Portugal, Austria, Switzerland and the Nordics - we want to make sure we stay ahead of our competitors," he says.

"We're looking forward to ramping up the volumes we sell, including the uplift in green this year, in order to increase the value of the fruit and the return to our growers."

In North America, Zespri ended the 2023 season as the #1 selling kiwi brand for the fourth straight year.

This year, the team is focusing on its expansion into markets in the US, with planning underway on its new consumer marketing campaign to support a strong start the 2024/25 season.

"The US has huge potential and we're really excited for another great year there," says Steven.

"With more fruit expected for the market we're already working with retailers on plans ahead of fruit arriving in May."



"We know we must continue to deliver great value to our customers through the quality of our product which with a bigger crop this year must continue to be our focus, through our strong brand and through fostering partnerships with our distributors, retailers and wholesalers." **President of Europe & North America, Steven Martina**

Scan the QR code to see Steven's full presentation on the Europe & North America markets at our recent roadshow with growers in Te Puke:



GOING BIG AT BERLIN FRUIT LOGISTICA

Zespri has had a strong presence in February at Berlin Fruit Logistica – one of our juiciest events of the year, and the heartbeat of the fresh produce business, bringing together trade visitors from 140 countries.

Standing out from the crowd is always a challenge in that context, but something our

colleagues deliver in style year-on-year with a great exhibition stand and space to host our guests.

Our Zespri team was there in force, connecting with customers and partners. Dan Mathieson, Bruce Cameron and Nathan Flowerday were also with the team and in action engaging with our stakeholders on the season ahead.



UPCOMING EVENT

FROM YOUR ORCHARD TO THE WORLD:

Zespri Marketing Showcase



MAR 20

5.30pm-8pm

Zespri HQ Foyer

Growers are invited to join our Global Marketing team to explore the latest market insights and our 2024 marketing plans.

Veronique Parmentier (Zespri Head of Global Market Research), and KokHwee Ng (Zespri General Manager Marketing) will take you through the latest research as we strive to understand consumer trends and the world we operate in, and Zespri's marketing plans for the 2024 season, as part of our efforts to deliver the best returns to our growers. We'll also be joined by Jiunn Shih, Zespri's Chief Marketing, Innovation and Sustainability Officer.

We encourage growers to join us in person or online.

Join online here:

[Canopy > Events > Zespri 2024 Marketing Showcase](#)



FROM THE MARKETS

SALES UPDATE

Zespri Northern Hemisphere SunGold sales programmes are now at 19.3 million trays delivered, or 99 percent complete, with just over 100,000 trays to be delivered by the end of the first week of March before rounding off the 2023 SunGold season.

Green sales are nearing the halfway mark, and are tracking to plan with 3.8 million trays now delivered in Europe, as well as in export markets in Asia and Canada. Sales in Europe will continue until the commencement of the New Zealand season as normal.

On the New Zealand side, market teams are continuing with the next phase of the 2024 season preparation activities following the release of the February Official Supply Estimate, which sees an expected Class 1 crop of 193 million trays planned to ship into our markets this year.

Teams are eagerly watching fruit maturity, with the first shipments of RubyRed currently expected to commence in Week 9 and SunGold in Week 11.



EUROPE: IN-MARKET CAMPAIGNS

SPAIN:

HEALTHY EATING HABITS FOR LITTLE ONES

Our team in Spain have launched a fantastic initiative in schools to help kids adopt healthier eating habits. It's all connected to our brand cause to influence a healthier society – one meal, one person, one family, and a generation at a time.

In Spain's case, it has been 20 schools at a time in a pilot to make learning fun. The Monster Grower programme was developed in partnership with the Spanish Nutrition Foundation and gamifies learning to help the kids develop healthy eating habits.

The team are now identifying opportunities for improvement before scaling up this pilot across more schools in 2024.



GERMANY: STARTING 2024 THE RIGHT WAY

Veganuary is a big trend with German consumers – everyone is motivated to stick to their New Year's resolutions and to live healthier, do more sports, cook more often, or not drink alcohol.

Zespri Germany is right there alongside consumers, leveraging this trend across

many touchpoints including influencer campaigns, out-of-home advertising in gyms, cashback offers, radio ads, and recipe inspiration.

They're aiming for more than 13.4 million impressions – we'll check back in with them when they have the results!



NETHERLANDS: HEALTHY LIVING AMBASSADORSHIP

Over three days, our team in the Netherlands hosted a Zespri tasting and activation event at Westfield - Mall of The Netherlands.

Featuring our world-famous Kiwi Brothers, the event recorded 136,000

visitors, and connected with more than 14,000 customers.

The execution of the event was best-in-class, our consumers' reactions were priceless, and it's great to see how all ages love our Kiwi Brothers.



ZESPRI IN THE COMMUNITY

2024 ZESPRI INDUSTRY GOVERNANCE DEVELOPMENT PROGRAMME CANDIDATES ANNOUNCED

Congratulations to our four outstanding candidates to the 2024 Zespri Industry Governance Development Programme (IGDP).

- **Cam Clayton** is the Technical & Innovation Manager at DMS Progrowers and currently serving as Associate Director on the KVH board.
- **Karl Anderson** is a Partner in the Projects and Real Estate department at Bell Gully and owns an orchard in Te Puke.
- **Liarna White** is a Te Puke-based grower who has been involved in the kiwifruit industry for a number of years. She is currently a Grower Director on the KVH board.
- **Malkit Singh** is the Grower & Industry Relations Manager at Zespri, as well as a grower himself. Malkit is currently a member of the EastPack Entity Trust grower forum.

The programme, which is part-funded by Zespri, will see the candidates complete a number of components designed to further their governance experience and knowledge. This includes completing the Institute of Directors Company Directors Course, receiving public speaking and leadership training, attending business leader forums and participating in networking opportunities. Participants will also be part of a domestic governance tour, which will see them visit organisations across New Zealand and gain access to some of the top leaders within the primary industries.

KELLOGG SCHOLARSHIP: APPLY NOW!

Zespri is proud to sponsor one person from the kiwifruit industry each year to complete this prestigious programme. Applications are now open, closing Thursday 11 April.

The Programme runs for 18 days in-person and is spread over six months, making it easier to fit in around work and family commitments.

Kellogg gives you the strategic, leadership and critical thinking skills to grow as a leader, and the confidence to take the next step in your career.

This year, the scholarship position is available as a part of Kellogg Programme Two, which runs from 18 June – 29 November.



Head to <https://www.zespri.com/en-NZ/our-communities/scholarships> for more information and to download the application form. Otherwise, please email scholarships@zespri.com with any questions.

ZESPRI YOUNG AND HEALTHY VIRTUAL ADVENTURE TAKE FINALIST SPOT

The Zespri Young and Healthy Virtual Adventure was recently recognised as a finalist at the 2023 Waikato Sport and Active Recreation Awards for the Sport & Active Recreation Partnership award.

The award recognises two or more organisations working together to achieve a physical activity outcome goal, in this case it recognised the partnership between The Young & Healthy Trust and Zespri.



L-R: Libby Twiss, Zespri External Relations Advisor; Kim Harvey, Founder of the Young & Healthy Trust; and Pam de Frere, also from the Young & Healthy Trust, at the Awards evening in Hamilton.



Want to find out more about the Zespri Young and Healthy Virtual Adventure? Registrations for 2024 are now open, visit <https://www.youngandhealthy.org.nz/>.



Check out the full news story on Canopy!



ZESPRI GLOBAL SUPPLY UPDATE

HIGHLIGHTS FROM THE FIRST GROWERS DAY IN ITALY

Italian growers from across the country gathered for the first Growers Day, organised by the Industry and Grower Liaison Team. Unlike our typical June Roadshow, where we present season results and financial information, this winter event provided a more relaxed atmosphere, putting growers front and centre of the conversation.

Over three days in mid-February, about 300 growers took part in the Italian Growers Day. The purpose of the Growers Day is to enhance collaboration opportunities, strengthen relationships between growers and Zespri, and provide an opportunity for listening to growers' feedback. This complements our usual Roadshow, offering more opportunities for interaction between Zespri and growers.

The focus of this first edition was on sharing insights from the 'Your Opinion Counts' survey, distributed to Italian SunGold growers at the end of last year. Feedback on topics like maturity testing, quality standards, communication, and relationships with Zespri served as the foundation for discussions.

The event's setup was designed to encourage active participation. After an introductory session on the 2023/2024 season's outlook, attendees split into three working groups led by ZGS Technical, Quality, and Grower Liaison teams. Sessions were held in Calabria, Lazio, and Emilia Romagna, ensuring accessibility for growers from different regions.

Throughout the event, valuable insights emerged, reflecting growers' needs and experience. The new format was well-received for its effectiveness, allowing for direct engagement and meaningful discussions in smaller groups.

Growers emphasised the need for more personalised communications, especially tailored to their regions, and for direct channels with Zespri.

Furthermore, there was notable interest in quality management topics beyond the usual technical and commercial discussions, with growers deeply engaged in

exploring operational aspects such as the different quality operations conducted by Zespri and packhouses, alongside quality parameters.

The event provided a valuable opportunity to connect with new growers, especially in regions like Calabria and Lazio. Sharing insights directly with them demonstrated Zespri's commitment to supporting their growth.

Flavia Succi, ZGS Industry Liaison Manager, remarked: "It's crucial to maintain and strengthen our relationships with growers, to be close to them, listen, and understand their concerns, so we can translate them into actionable steps."

In summary, the first Growers Day in Italy was a successful gathering, fostering collaboration and strengthening relationships within our community. We look forward to building on this in future events.



The Technical table led by Mariarosaria Mazzeo and Matteo Zonghetti in Calabria.



Matteo Lorenti presenting the 2023/2024 season update to growers in Lazio.



Growers Day in Emilia Romagna.

ZGS VISIT TO CHINA AND TAIWAN

For the first time since the COVID-19 pandemic, our ZGS Europe Supply Chain and Quality teams visited China and Taiwan, joined by representatives from Italian post-harvest suppliers. The joint visit reinforced our commitment to continually improving the way we are working together to improve our offering to our customers.

Despite the condensed schedule, the team had the chance to explore various sales channels in both countries, getting a real feel for their evolving needs. The group had the opportunity to tour the new hub in Shanghai – a modern facility equipped with advanced technology, including an automated storage system and end-to-end traceability. Seeing it in action gave us some great insight into where things are headed in the China supply chain and the importance of continued investment in infrastructure.

During our visit, we were warmly welcomed for meals by key clients in Taiwan, such as United and WLH, and in China by Pagoda, JWM, and Goodfarmer. These interactions weren't just about good food; they laid the groundwork for strong future relationships. We're already planning to return the favour, inviting

our key customers to Italy next season to continue to build the market-grower connection.

We extend our gratitude to our colleagues who supported us locally: Sean Chou in Taiwan and Kevin Dong in Shanghai. Their assistance was invaluable in navigating these markets and fostering meaningful connections.

As ZGS continues to expand these experiences will help shape how we continue to deliver premium-quality kiwifruit to consumers worldwide.



A visit to a market in Taiwan where Zespri Kiwifruit are sold.

CREATING VALUE THROUGH ZGS

Zespri Executive Officer Northern Hemisphere Supply Nick Kirton has recently been in New Zealand and joined Grower Roadshows in Katikati and Te Puke where he highlighted the strong demand for kiwifruit in an increasingly competitive environment.

Nick and his team manage production across Northern Hemisphere supply regions – Italy, France, Greece, Japan, and Korea.

"We had a really strong Northern Hemisphere harvest with around 28 million trays to sell, up from 24 million the season prior which was pleasing for our customers and helps support improved returns for growers.

"While this harvest has been our biggest yet, we would love to say we've still got a couple of months left of Northern Hemisphere SunGold supply and can carry that through until the New Zealand season starts, allowing us to maintain brand presence and hold onto valuable shelf space, however we're wrapping up our sales now," says Nick.

"We have a massive opportunity to fill the gap between the end of the New Zealand season and the start of our smaller, but growing Northern Hemisphere season – and if we don't our competitors will. We've seen an increase in competitors in Europe – they've seen our success, the value that can be achieved with gold kiwifruit in market and they're looking for opportunities."

The gap following the earlier 2023 New Zealand season finish as a result of lower volumes and demand exceeding our limited Northern Hemisphere supply has meant we've been unable to provide continuity to our retail partners and seen us having to reinvest ahead of the 2024 New Zealand season.

Nick says ZGS is an important part of Zespri's strategy and ability to add value for growers through a 12-month supply strategy.

"It also needs to create opportunities for our international partners to expand their businesses alongside ours and I'm looking forward to a further discussion on the ability to do that when the industry is ready."

RED19 PAYMENTS AND REPORTING

The first crop of Red19 has been recently picked, marking the start of the 2024 harvest. With Red19 harvested and sold earlier than our other varieties, some growers have enquired about the payment schedule and the opportunity to receive payments sooner.

Zespri administers all grower payment pools aligned to the pool rules outlined in the Pricing and Payment manual of the Supply Agreement. The biggest portion of grower payments are the progress payments which are determined by Zespri based on forecast returns and take into consideration sales progress, cash received and any future costs or risks to the pool.

Through 2023/24, Zespri accelerated payments paid to Red19 growers, reflecting the earlier sales reaching 85 percent by October, and 94 percent by December compared to 82 percent in December 2022, as illustrated in the cashflow table on this page.

Although the sales programmes are generally completed by June and payments have been accelerated, the pool is not fully finalised until year end in May for some aspects, such as foreign

exchange hedging. There are benefits for all pools in managing this collectively rather than specifically for Red19. Cost reconciliation processes and auditing are also managed across the pools, so they happen later in the season, as do final label usage counts across pools.

The Red19 pool has also been relatively small, which makes it highly susceptible to changes in return per tray as costs are reconciled. For instance, in 2023, a cost of \$40,000 to the pool would represent approximately 15 cents in per tray return but it is only fraction of a cent in the larger pools. This volatility decreases as the pool's volume grows and growers can expect payment stability within the season, which is an important consideration for Zespri.

Following a review of the submit rates, the submit rate for Red19 has been increased to \$4.10 per tray, an increase of \$0.50 per tray on 2023.

The review of the submit payment rates ensures that the value paid in submit remains relevant to Growers with regards to harvest and packing costs, as a proportion of the Total Fruit and Service Payments that Zespri pays each season, and as part of efforts to assist grower cashflow.

2022 SEASON

ZESPRI RED 19		
ISO month	Total payment / TE Supplied	% of Pool Paid YTD
Apr-22	\$3.30	15%
May-22	\$3.30	15%
Jun-22	\$3.30	15%
Jul-22	\$9.96	44%
Aug-22	\$12.40	55%
Sep-22	\$13.42	60%
Oct-22	\$15.41	69%
Nov-22	\$17.44	78%
Dec-22	\$18.50	82%
Jan-23	\$18.60	83%
Feb-23	\$19.42	86%
Mar-23	\$20.78	92%
Apr-23	\$20.88	93%
May-23	\$20.88	93%
Jun-23	\$22.48	100%
Paid YTD	\$20.88	
Balance to pay	\$1.60	
	\$22.48	

2023 SEASON

ZESPRI RED 19		
ISO month	Total payment / TE Supplied	% of Pool Paid YTD
Apr-23	\$3.60	16%
May-23	\$3.60	16%
Jun-23	\$3.60	16%
Jul-23	\$11.72	52%
Aug-23	\$14.11	63%
Sep-23	\$16.91	75%
Oct-23	\$19.04	85%
Nov-23	\$19.48	87%
Dec-23	\$20.96	94%
Jan-24	\$21.06	94%
Feb-24	\$21.61	96%
Mar-24	•	98%
Apr-24	•	•
May-24	•	•
Jun-24	•	100%
Paid YTD	\$21.61	
Balance to pay	\$0.79	
	\$22.40	

Total Fruit Service Payments: 2022 versus 2023

*April – June are submit payments

*July – onwards are progress payments

NON-STANDARD SUPPLY (NSS) PAYMENTS

Zespri makes payments to suppliers for non-standard supply (NSS), which in 2023 included Red19 Size 46s in September, November, February, and June. In 2023, Red19 NSS payments were accelerated compared to the other pools, targeting 75 percent of payments in September. It is worth noting that Red19 NSS represented 28 percent of the crop, which was a disproportionately high amount.

For the 2024 season, Size 46s will be included as standard supply, with Zespri procuring a small amount of Size 49s as NSS for a trial.

RED19 FORECAST REPORTING IMPLICATION OF SIZE 46S MOVE TO STANDARD SUPPLY

Growers should be aware that the move of Size 46s to standard supply in 2024 will make the OGR per tray returns appear lower, though there will be no change at a per hectare level.

In 2022 and 2023, the total dollar returns from NSS were divided by the Class one standard supply volume and added to the Class 1 standard supply OGR per tray. Since NSS accounted for 28 percent of the volume, this added about \$7.00 per tray to the Red19 OGR. The yields per hectare did not include Size 46 volume.

For 2024, with Class 1 standard supply volume including Size 46s, the NSS volume will be minimal. If Size 46s were standard supply in the 2023/24 forecast, the OGR per tray for the pool would decrease to close to \$19.00 per tray from \$26.54, but it would be paid over more trays. The orchard yield per hectare (Class 1 standard supply volume) would increase with the additional Class 1 standard supply trays. This increase in yield will compensate for the reduced OGR per tray, resulting in per-hectare returns at similar levels.

KIWIBERRY GROWERS WANTED FOR KIWIBERRY NEW VARIETY GROWER TRIALS

New variety grower trials will begin this winter as part of the Zespri MBIE KiwiBerry new variety programme. New Zealand KiwiBerry Growers Inc. (NZKBG) is working with Zespri in the trial set up and the selection of trial sites. From 11 March 2024, NZKBG will be calling for expressions of interest from KiwiBerry growers who want to participate in the trials.

The KiwiBerry varieties included in these trials are from the Kiwifruit Breeding Centre, our joint venture partner with Plant and Food Research, who have evaluated the new varieties of KiwiBerry on research vines. These varieties will now go through the next phase of development, which includes grower trials. Multiple varieties will enter the trial, including some new male pollinisers.

These trials are looking to understand the new varieties' performance when managed by commercial growers, which could eventually support growth of the New Zealand KiwiBerry industry. Zespri aims to have a small number of grower trial sites spread throughout New Zealand. These will be small-scale trials, with limited vines per variety and multiple trial varieties per site.

While experienced KiwiBerry growers are preferred, applications from growers with experience in berry growing will also be considered. The target data collected in the trial would be information on budbreak, fruit size, yield and quality, harvest timing, and pest and disease tolerance when varieties are under commercial management conditions.

KiwiBerry trialists will receive an annual payment for participating in the trial.

Please note that no commercial kiwifruit licence is being offered for participating in the trial.

REGISTRATIONS OPEN 11 MARCH 2024

Interested growers can submit expressions of interest via the NZ KiwiBerry Growers Inc website from 11 March 2024: https://www.nzkiwiberry.com/articles_kiwiberry.html

2024 KIWIFRUIT NEW VARIETY EVALUATIONS UNDERWAY

Leading kiwifruit cultivars from the Kiwifruit Breeding Centre are currently being evaluated, for consideration of promotion to the next phase of trials - pre-commercial trials.

With exciting Green and Red cultivars already entering pre-commercial trials in 2022 and 2023 respectively, the bar for a cultivar to make it to the pre-commercial stage of testing this year is high.

Any new trials commencing depends on the cultivars meeting our evaluation standards, and how many the Zespri Board agrees to put in the programme in 2024. Should any cultivars be approved and any new trialist be required, Zespri will advise growers in subsequent editions of *Kiwiflier*.





SHARES UPDATE: FEBRUARY

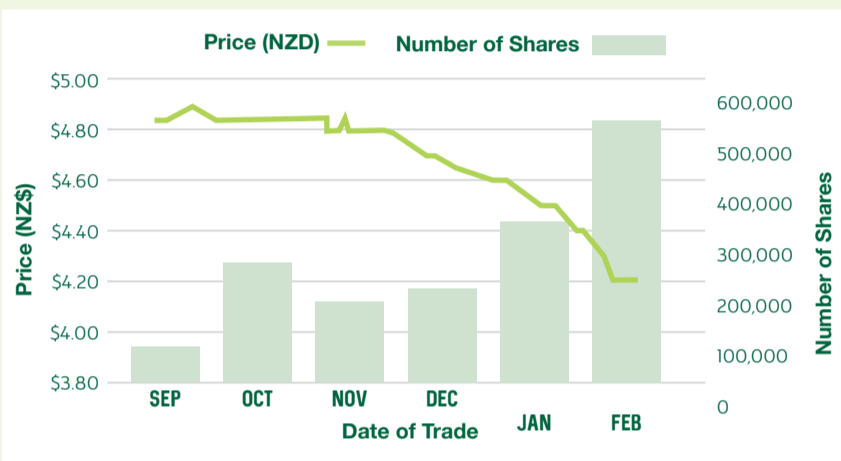
WHAT'S HAPPENING IN THE MARKET

BIDS (BUYERS)		
Orders	Quantity	Price (\$)
1	2,000	\$4.10
1	2,000	\$4.00

OFFERS (SELLERS)		
Orders	Quantity	Price (\$)
1	2,000	\$4.30
1	2,000	\$4.40
1	4,500	\$4.50
1	19,000	\$4.85
1	20,000	\$4.85

LAST 10 TRADES			
Date	Quantity	Price (\$)	Value (\$)
20/02/2024	24,906	\$4.20	\$104,605.20
20/02/2024	25,094	\$4.20	\$105,394.80
16/02/2024	144,906	\$4.20	\$608,605.20
16/02/2024	26,025	\$4.20	\$109,305.00
16/02/2024	9,119	\$4.20	\$38,299.80
16/02/2024	30,985	\$4.20	\$130,137.00
13/02/2024	2,000	\$4.20	\$8,400.00
12/02/2024	30,000	\$4.20	\$126,000.00
12/02/2024	20,000	\$4.20	\$84,000.00
09/02/2024	29,186	\$4.30	\$125,499.80

ZESPRI GROUP LIMITED SHARE TRADES: 22 SEPTEMBER 2023 TO 22 FEBRUARY 2024



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

Note, prior versions of Kiwiflier contained an error in the above graph for the number of shares traded for December and January. This has now been corrected.

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.

SHARES AT A GLANCE AS AT 22 FEBRUARY 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 22 FEBRUARY 2024

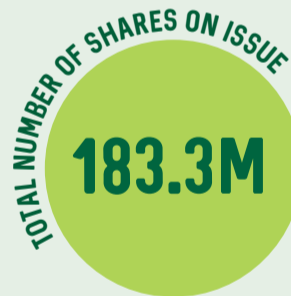


*Shares traded by entities associated with Zespri Directors.

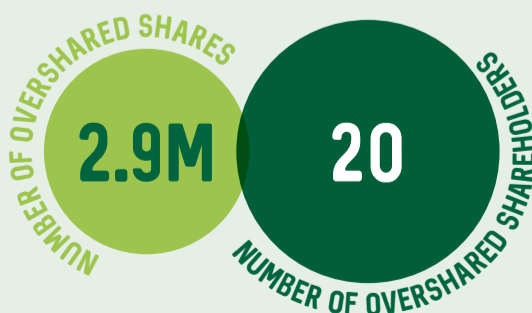
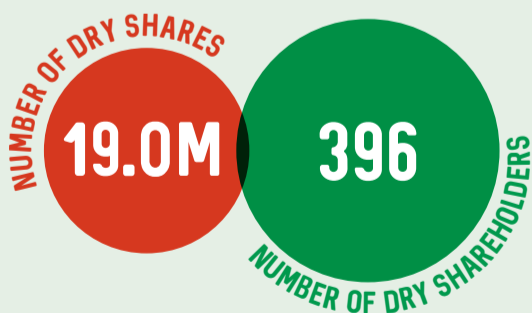


OUR SHAREHOLDERS

Shareholder Producers
Non-shareholder Producers



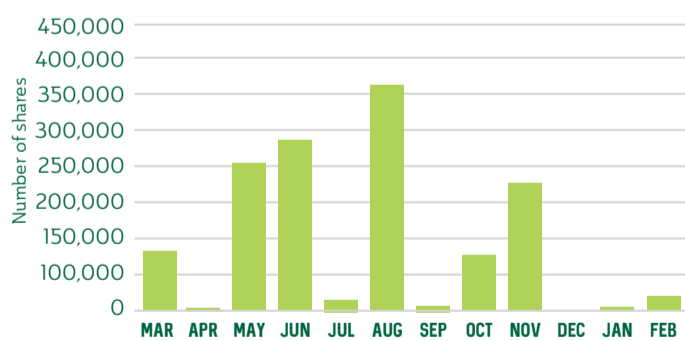
DRY AND OVERSHARED SHARES



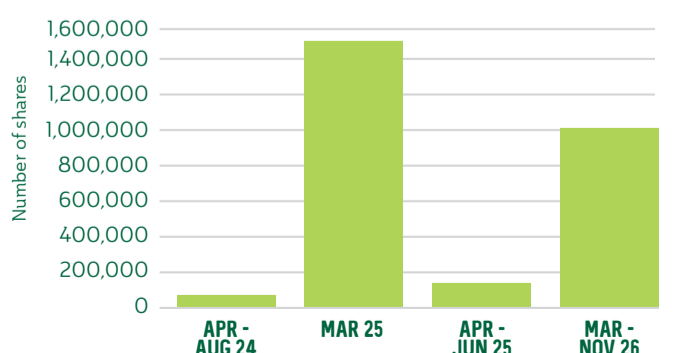
DISCLAIMER: The above figures are a snapshot in time and are subject to change at any time due to shares being traded.

DRY SHARES CONVERTING TO B CLASS BY MONTH

B CLASS SHARES ARE NOT ELIGIBLE FOR DIVIDENDS



OVERSHARED SHARES REQUIRED TO BE SOLD



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











MATURITY CLEARANCE REPORT: CHECK OUT OUR GA SOFT RISK INDICATOR

The soft risk indicator is a new visual that will be displayed alongside GA clearance reports this season to help growers visualise the decline in fruit firmness and the quality risks associated with harvesting at any given point.

The dial moves from 5 kgf (green) on the soft fruit indicator index (mid-point between soft fracture and average firmness), to 2.5 kgf (red). The risk of in-market rots and softs increases as the dial may move away from the green to the red zone. Growers should aim to be harvesting fruit before it reaches orange or red to minimise the risk of in-market storage defects.

An example of how the soft risk indicator may progress is shown here:

Sample # Req. Col. Date	Status Criteria	Brix UF [Brix LF]	Brix Avg [-.5.7]	Dry Matter [TZG]	Colour	Seeds	Avg Weight [Avg Size]	Avg Pressure [Soft Fractile]		
24-May-2023	Cleared Mainpack	16.6 [11.4]	14.4 [0]	16-30 [0.45]	101.3		145.8 24.3	3.7 [1.2]		...
22-May-2023	Cleared Mainpack	16.3 [10.7]	13.8 [0]	16-30 [0.39]	101.7		132.4 26.9	4.2 [1.7]		...
19-May-2023	Cleared Mainpack	15.8 [9.6]	12.7 [0]	16-30 [0.40]	101.9		133.2 26.4	4.8 [1.8]		...
16-May-2023	Cleared Mainpack	14.8 [9.1]	12.0 [0]	16-30 [0.36]	102.5		132.2 26.3	5.0 [3.0]		...
13-May-2023	Cleared Mainpack	15.8 [8.0]	11.3 [0]	16-30 [0.32]	100.7		136.5 25.9	5.4 [2.5]		...
8-May-2023	Cleared Mainpack	14.5 [7.8]	10.8 [0]	16-30 [0.29]	103.0		141.0 25.3	5.4 [4.3]		...
7-May-2023	Cleared Mainpack	14.4 [7.6]	10.6 [0]	16-30 [0.45]	101.8		154.2 23.1	5.8 [4.3]		...
2-May-2023	Cleared Mainpack	14.0 [6.9]	9.7 [0]	16-30 [0.34]	103.6		131.9 27.0	5.8 [3.8]		...

2023/24 PROGRESS PAYMENTS FOR MARCH AND APRIL

CLASS 1 - APPROVED PROGRESS PAYMENT 15 MARCH 2024	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.57	\$0.55	\$0.55	\$0.60	\$0.55	\$0.55	\$0.50
Zespri Organic Green	\$0.33	\$0.48	\$0.35	\$0.26	\$0.40	\$0.40	\$0.27
Zespri Gold3	\$0.43	\$0.33	\$0.41	\$0.61	\$0.68	No supply	No supply
Zespri Organic Gold3	\$0.18	\$0.15	\$0.06	\$0.38	\$0.36	No supply	No supply
Zespri Red19	\$0.29	\$0.20	\$0.10	\$0.24	\$0.29	\$0.29	\$0.29
Zespri Green14	\$0.23	\$0.38	\$0.11	\$0.15	\$0.25	\$0.25	\$0.50

CLASS 1 - INDICATIVE PROGRESS PAYMENT 15 APRIL 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	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10
Zespri Green14	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10

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

FINANCIAL COMMENTARY

Progress payments

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

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

March 2024 approved progress payments on Net Submit trays

Approved per tray progress payments for 15 March 2024:

Class 1	
Zespri Green	\$0.57
Zespri Organic Green	\$0.33
Zespri Gold3	\$0.43
Zespri Organic Gold3	\$0.18
Zespri Red19	\$0.29
Zespri Green14	\$0.23

April 2024 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 15 April 2024:

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

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 February Forecast trays and actual payments to date.
- YTD amounts for Pack and Time may move from previous *Kiwifliers* due to SLAs being paid late in a month.

ZESPRI GOLD3 MARCH								
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	\$0.12					\$3.72	20%
May-23		\$0.08					\$3.80	21%
Jun-23		\$0.13					\$3.93	22%
Jul-23		\$0.08	\$0.00	\$0.92	\$2.36		\$7.29	40%
Aug-23		\$0.37	\$0.54	\$1.29	\$0.14		\$9.63	53%
Sep-23		\$0.52	\$0.00	\$1.54	\$0.40		\$12.09	67%
Oct-23		\$0.52	\$0.56	\$0.25	\$0.29		\$13.71	76%
Nov-23		\$0.01	\$0.00	\$1.01	\$0.79		\$15.52	86%
Dec-23		\$0.02	\$0.00		\$1.10		\$16.65	92%
Jan-24						\$0.10	\$16.75	92%
Feb-24			\$0.00		\$0.57		\$17.32	95%
Mar-24					\$0.43			98%
Apr-24					\$0.10			
May-24								
Jun-24						\$0.20		100%
Paid YTD	\$3.60	\$1.85	\$1.11	\$5.01	\$5.66	\$0.10	\$17.32	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.63	\$0.20	\$0.84	

Total fruit and service payments - 2023/24 Forecast \$18.16

ZESPRI ORGANIC GOLD3 MARCH								
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	\$2.84		\$8.35	43%
Aug-23		\$0.30	\$0.52	\$1.68	\$0.15		\$10.99	57%
Sep-23		\$0.32	\$0.00	\$1.82	\$0.54		\$13.66	70%
Oct-23		\$0.04	\$0.56	\$0.02	\$0.96		\$15.25	78%
Nov-23		\$0.04	\$0.00	\$1.22	\$0.53		\$17.03	88%
Dec-23		\$0.07	\$0.00		\$1.02		\$18.11	93%
Jan-24						\$0.10	\$18.21	94%
Feb-24			\$0.00		\$0.58		\$18.80	97%
Mar-24					\$0.18			98%
Apr-24					\$0.10			
May-24								
Jun-24						\$0.20		100%
Paid YTD	\$3.60	\$1.41	\$1.07	\$6.00	\$6.61	\$0.10	\$18.80	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.44	\$0.20	\$0.64	

Total fruit and service payments - 2023/24 Forecast \$19.43

ZESPRI RED19 MARCH								
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			-\$0.20		\$2.39		\$14.11	63%
Sep-23					\$3.00		\$16.91	75%
Oct-23					\$2.13		\$19.04	85%
Nov-23					\$0.44		\$19.48	87%
Dec-23					\$1.47		\$20.96	94%
Jan-24						\$0.10	\$21.06	94%
Feb-24					\$0.55		\$21.61	96%
Mar-24					\$0.29			98%
Apr-24					\$0.10			
May-24								
Jun-24						\$0.20		100%
Paid YTD	\$3.60	-\$0.09	-\$0.20	\$0.00	\$18.20	\$0.10	\$21.61	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.59	\$0.20	\$0.79	

Total fruit and service payments - 2023/24 Forecast \$22.40

ZESPRI GREEN MARCH								
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	22%
Jun-23		\$0.08					\$3.00	23%
Jul-23		\$0.05	\$0.00	\$0.56	\$0.98		\$4.59	35%
Aug-23		\$0.21	\$0.43	\$0.95	\$0.30		\$6.49	49%
Sep-23		\$0.28	\$0.00	\$1.67	\$0.05		\$8.48	64%
Oct-23		\$0.25	\$0.57	\$0.21	\$0.05		\$9.56	72%
Nov-23		\$0.01	\$0.00	\$0.86	\$0.58		\$11.01	83%
Dec-23		\$0.04	\$0.00		\$0.85		\$11.90	90%
Jan-24					\$0.00	\$0.10	\$12.00	91%
Feb-24			\$0.00		\$0.28		\$12.28	93%
Mar-24					\$0.57			97%
Apr-24					\$0.10			
May-24								
Jun-24						\$0.20		100%
Paid YTD	\$2.75	\$1.09	\$1.01	\$4.24	\$3.09	\$0.10	\$12.28	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.77	\$0.20	\$0.97	

Total fruit and service payments - 2023/24 Forecast \$13.25

ZESPRI ORGANIC GREEN MARCH								
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	17%
May-23		\$0.04					\$2.79	18%
Jun-23		\$0.04					\$2.84	18%
Jul-23		\$0.14	\$0.00	\$0.57	\$2.22		\$5.76	37%
Aug-23		\$0.23	\$0.24	\$1.18	\$0.30		\$7.72	49%
Sep-23		\$0.40	\$0.00	\$1.70	\$0.21		\$10.02	64%
Oct-23		\$0.46	\$0.26	\$0.38	\$0.05		\$11.16	71%
Nov-23		\$0.02	\$0.00	\$0.98	\$0.91		\$13.06	83%
Dec-23		\$0.19	\$0.00		\$1.08		\$14.33	91%
Jan-24						\$0.10	\$14.43	92%
Feb-24			\$0.00		\$0.52		\$14.95	95%
Mar-24					\$0.33			97%
Apr-24					\$0.10			
May-24								
Jun-24						\$0.20		100%
Paid YTD	\$2.75	\$1.52	\$0.48	\$4.81	\$5.29	\$0.10	\$14.95	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.59	\$0.20	\$0.79	

Total fruit and service payments - 2023/24 Forecast \$15.73

ZESPRI GREEN14 MARCH								
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		\$0.00		\$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		\$11.99	82%
Nov-23				\$0.74	\$0.22		\$12.94	89%
Dec-23					\$0.63		\$13.58	93%
Jan-24						\$0.10	\$13.68	94%
Feb-24					\$0.19		\$13.87	95%
Mar-24					\$0.23			97%
Apr-24					\$0.10			
May-24								
Jun-24						\$0.20		100%
Paid YTD	\$2.95	\$0.00	\$0.38	\$3.71	\$6.73	\$0.10	\$13.87	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.54	\$0.20	\$0.74	

Total fruit and service payments - 2023/24 Forecast \$14.60

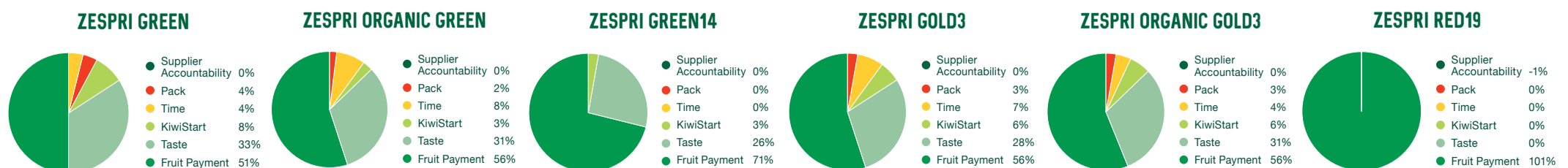
Note 1: The submit and progress payments detailed in the tables are based on net submit trays.

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

Note 2: Rates per TE of \$0.00 have values of less than \$0.005.

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

2023/24 FEBRUARY FORECAST



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

Full-Year Return	2023/24 - February 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
Total Forecast:														
Total trays supplied (m)	39.4	2.0	89.2	2.3	0.2	0.1	137.1	58.6	3.1	97.3	3.0	0.1	0.2	165.9
Kilograms supplied (m)	137.8	7.1	310.2	8.0	0.8	0.4	477.5	204.9	10.7	340.0	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)	260.0	17.5	882.5	24.4	5.5	1.1	1,234.5	243.4	18.5	719.8	24.5	2.5	1.7	1,043.5
Fruit incentives (\$m)	206.8	10.7	546.1	16.2	(0.1)	0.4	780.2	246.1	16.0	637.6	23.2	0.0	0.6	923.4
Service costs (\$m)	43.1	3.1	164.7	3.2	(0.0)	(0.0)	214.6	82.9	3.2	135.9	3.4	0.0	-0.0	226.5
Fruit and service payments excl. loyalty premium (\$m)	509.9	31.3	1,593.2	43.8	5.4	1.5	2,229.3	572.4	37.6	1,493.3	51.1	2.5	2.2	2,193.4
Total Forecast per tray (\$):														
Submit payment ¹	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	3.86	5.87	6.29	7.05	18.80	7.27		1.71	3.54	4.10	4.86	18.68	5.25	
Total fruit payments per net submit trays	6.60	8.62	9.89	10.65	22.40	10.22		4.16	5.99	7.40	8.16	21.98	8.05	
KiwiStart ²	1.00	0.50	1.10	1.08	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 ³	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	0.01	-0.03	0.01	-0.01	-0.20	0.00		0.05	-0.03	0.01	0.00	-0.06	-0.19	
Fruit incentives	5.25	5.28	6.12	7.07	-0.20	4.09		4.20	5.18	6.55	7.73	0.19	2.78	
Pack type	0.57	0.35	0.54	0.60	-0.09	0.00		0.45	0.19	0.39	0.45	0.00	0.00	
Time payment	0.53	1.17	1.30	0.81	0.00	0.00		0.97	0.84	1.01	0.68	0.00	0.00	
Service costs	1.09	1.52	1.85	1.41	-0.09	0.00		1.42	1.03	1.40	1.14	0.00	0.00	
Class 1 fruit and service payments per net submit trays	12.95	15.43	17.86	19.13	22.10	14.30		9.77	12.20	15.35	17.02	22.18	10.82	
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	
Class 1 fruit and service payments with loyalty per net submit trays	13.25	15.73	18.16	19.43	22.40	14.60		10.07	12.50	15.65	17.32	22.48	11.12	
Less: onshore fruit loss	-0.08	-0.18	-0.28	-0.14	-0.08	-0.07		-0.50	-0.74	-0.90	-0.56	-0.09	-0.10	
Fruit loss percentage ⁴	0.60%	1.14%	1.55%	0.70%	0.34%	0.46%		4.97%	5.93%	5.74%	3.25%	0.38%	0.92%	
Class 1 fruit and service payments per gross submit trays	13.17	15.55	17.87	19.30	22.33	14.54		9.57	11.76	14.75	16.76	22.39	11.02	
Plus Class 2 Return ⁵	0.39	0.54	0.18	0.21	1.72	0.00		0.22	0.44	0.10	0.21	0.00	0.06	
Plus Non-Standard Supply (NSS) ⁵	0.01	0.05	0.04	0.08	7.07	0.00		0.01	0.09	0.08	0.18	4.15	0.00	
Plus Other Income (Non dividend) ⁶	0.01	0.01	0.01	0.02	0.03	0.00		0.01	0.00	0.02	0.01	0.00	0.01	
Average revenue per gross submit trays	13.58	16.15	18.10	19.60	31.14	14.54		9.81	12.29	14.94	17.16	26.54	11.09	
LESS: Post-harvest costs deducted⁷														
Base packing and packaging	-1.95	-1.95	-3.14	-3.31	-3.39	-3.00		-1.79	-1.83	-2.83	-2.95	-3.08	-3.01	
Pack differential	-0.56	-0.35	-0.54	-0.60	0.09	0.00		-0.43	-0.18	-0.37	-0.44	0.00	0.00	
Base cool storage	-1.08	-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	-0.20	-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	-0.37	-0.40	-0.54	-0.24	0.00	0.00		-0.65	-0.45	-0.62	-0.34	0.00	0.00	
Total post-harvest costs per gross submit trays	-4.14	-3.97	-5.48	-5.39	-4.60	-4.23		-4.03	-3.61	-4.97	-4.87	-4.27	-4.23	
OGR per gross submit trays	9.44	12.18	12.62	14.21	26.54	10.31		5.78	8.68	9.97	12.28	22.27	6.87	
Average industry yield per productive hectare⁸	6,879	4,476	11,374	7,715	1,547	4,688		9,976	7,017	13,789	10,871	1,889	6,081	
Number of productive hectares⁹	5,757	458	7,968	299	159	23		6,180	467	7,486	285	59	34	
OGR per hectare	\$64,930	\$54,516	\$143,537	\$109,640	\$41,057	\$48,326		\$57,636	\$60,912	\$137,524	\$133,548	\$42,063	\$41,761	
Average kilogram per tray¹⁰	3.50	3.49	3.48	3.48	3.28	3.50		3.50	3.48	3.49	3.50	3.33	3.48	
OGR per kilogram	2.70	3.49	3.63	4.09	8.09	2.94		1.65	2.49	2.85	3.51	6.68	1.97	

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.
- 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.

7. Post-harvest cost data was compiled by Ingham Mora Limited in December 2023.

8. 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.

9. Productive hectare information is sourced from the Grower Services database and includes all hectares described by growers as producing vines.

10. Average kilograms per tray are derived using the latest Pack Conversion rates.

Note: Amounts above are not rounded to 2 decimal places, therefore rounding differences may apply.



UPDATES FROM OUR PRE-HARVEST TEAM



ZESPRI GAP CAV AND ORCHARD SERVICE AGREEMENTS

With an increase in contractors on-orchard during harvest, it's important to keep food safety front of mind.

Contractors and subcontractors that carry out the following orchard activities need to hold a Compliance Assessment Verification (CAV) and have an Orchard Service Agreement (OSA) with you:

- Harvest (picking)
- Spray application (including weed spraying under the vine)
- Fertiliser application (including compost)
- Vine work (including all kinds of pruning and thinning).

Before engaging the contractor's services, make sure you have a signed OSA, including a privacy clause. Check the scope, activities, and expiry of CAVs and ensure to ask contractors if subcontractors are used, as a copy of their CAV will also be needed.

For non-CAV contractors, an OSA needs to be in place and their Biosecurity and Health and Safety Plan needs to be sighted. These requirements for non-CAV contractors were introduced in the new GLOBALG.A.P. v6 requirements. It's important that growers control suppliers and services for their orchard as they may pose food safety risks. This also helps to support the implementation of the Kiwifruit Industry Biosecurity Pathway Plan. This plan ensures the kiwifruit industry is meeting legal requirements under the New Zealand Biosecurity Act.

To help control any potential food safety risks that may be introduced by contractors/sub contractors, the orchard food safety procedures must be conveyed to everybody entering the orchard, and necessary steps must be put in place to ensure they are followed. This includes having handwashing stations available for anyone who may encounter the fruit, ensuring clean toilets are in the vicinity of work, and that smoking, eating, and drinking are happening away from the fruit.

Taking these steps will help ensure food safety, biosecurity, and health and safety standards are upheld consistently, protecting our orchards, our people, and our industry reputation.



Reach out to the extension team for more details. Email extension@zespri.com.



You can find the OSA template on the NZKGI website <https://www.nzkgi.org.nz/orchard-services-agreement/>

The OSA was always intended to be a template for growers and contractors to tailor to suit their business situation.

USDA STRENGTHENING ORGANIC ENFORCEMENT: CHANGES TO COME INTO EFFECT 19 MARCH 2024 – MAKE SURE YOU COMPLY

Important updates have been made to the United States Department of Agriculture's (USDA) National Organic Program (NOP) which our organic growers need to be aware of to ensure market access to the US.

These changes were first communicated in BioGro's February newsletter, and organic growers are advised to log into their licensee portal to find out more.

In summary, the changes include:

1. Producers and processors (grower and packhouse) are to have fraud prevention procedures in their organic management plan (OMP).

From 19 March, the question and guidance on including a fraud prevention plan and procedures for auditing traceability will be available on the BioGro portal for you to complete.

Please look for the question and link to the guidance document (in the Primary OMP in section P.1.5, and/or Non-primary OMP in section NP.1.2 - below the 'risk mitigation' question). You'll need to describe the process

and procedures in place for your Fraud Prevention Plan, including product traceability.

2. Make sure all the transporters you use are listed in your organic management plan, and that they have completed a declaration or contract to manage the transport of your organic products, if they are not certified organic as a transporter themselves.

This is particularly important if there are bulk organic products in bins, or not enclosed in secure packaging.

A Transporter Declaration is available on the BioGro website in the member's login area. When completed a copy of the signed transporter declaration should be held by both packhouse and grower for audit and traceability purposes.

Note: The Transport Consignment Docket should include the description of the product as being 'BioGro certified organic'.

3. During BioGro audits, there will be more focus on inventory (mass-balance) and traceability – they have started doing this already as other countries are also requiring this now.

For NOP-eligible products, you will need to have systems in place to be able to demonstrate this at your audits. This applies to primary producers (growers), where BioGro carry out a reconciliation of the production and compare it to the expected production capacity of the certified organic area.

KOREA AUDIT 2024

Thank you to everyone involved in Organic Certification Korea's recent visit and annual audit of our organic grower and facilities.

The audit went extremely well and we are grateful to all who gave up their time to accommodate us and the auditor. We couldn't do it without you!

VINE SCORING SYSTEM SOLUTION TO KVDS

A solution has been found to the Kiwifruit Vine Decline Syndrome problem which has affected thousands of hectares of vines in Italy.

As part of the Italian KVDS research, which has been led by Zespri in partnership with the University of Basilicata, a scoring system has been developed to allow a quick assessment of vine health and to create a plan for dealing with stressed vines.

The primary cause of damage in KVDS is anoxia, the depletion of oxygen in the soil effectively from waterlogging, suffocating the roots. Anoxia is created by water replacing air in the soil or often compounded by poor soil structure restricting the ability of the soil to drain. Soil compaction and water logging have been found as the primary factors in KVDS and exacerbated by poor soil structure, loss of soil fertility and poor irrigation management.

Zespri's Innovation Leader Orchard Productivity Marco Mastroleo says: "The scoring is easy to do and management guidelines enable growers to focus on practices to help vines recover.

"Although some of the associated issues that compound anoxia in New Zealand may be different to those in Italy, the results (anoxia and root death) are the same, so similar solutions to those being used in Italy could also be applied to New Zealand orchards."



VINE SCORING SYSTEM

The kiwifruit vine scoring system sees vines scored in two parts: canopy, and roots. Each part is then scored ranging from zero: healthy, one: mild, two: severe, through to three: extreme. Management is then determined based on the highest score.



CANOPY ASSESSMENT

Scoring focuses on the common indicators of vine health including emergence rates/strength of replacement canes, leaf colour and leaf size.



ROOT ASSESSMENT

Roots are categorised into three types: primary roots are thick, brown structural roots that start at the base of the trunk and tend to grow downwards; secondary roots are brown and branch off the primary roots, and root hairs are fine white roots that absorb water and nutrients from the soil. Each of these is checked for number, condition, colour, and the presence of rots or fungal infections.



VINE MANAGEMENT FOR EACH OF THE SCORING LEVELS

The research found that the assessment of the roots is more critical to the long-term outcome of the vine than the canopy, so if leaves have a score of one and the roots have a score of two, then growers should use the root score to guide their management plan.

Marco notes that scoring your vines will create a more proactive approach to vine management and allow the management of the vine guided by root health.

"The simple scoring system and using the management suggestions provide some pragmatic guidelines to start the vine's road to recovery, or if decline is in the early stages, the possibility to avoid it getting worse."

The ZGS Innovation team has been working hard over the last three years to implement carefully designed research to provide robust scientific data behind these recommendations.



More information on the scoring system and management for each of the scoring levels can be found by contacting the Zespri GET team.

GLOBAL EXTENSION TEAM UPDATES

THE MONTH AHEAD: MARCH

PRE-HARVEST
PREPARATIONHARVEST
GUIDESFRUIT
QUALITYPEST
WATCH

PRE-HARVEST: PREPARATION

Red is out the gate and the 2024 harvest adventure begins in earnest. You'll have a bunch of things to consider when making your harvest decisions. Here are a few tools and resources to help make the decision more informed and hopefully, a bit easier:

- The fruit size profile calculator for Gold 3, Hayward and Red19 is available on Canopy. The calculator estimates the percentage of fruit an average orchard will have in each of the fruit weight bands at harvest, based on the fruit weight sample data entered.
- Maturity clearance criteria: Check out clearance criteria for the maturity parameters your fruit need to meet for each cultivar before crops can be harvested. The criteria help ensure crops are harvested when they have the qualities required for a great consumer eating experience after shipping and any storage.
- Orchard gate return calculator: The Orchard Gate Return calculator estimates your orchard gate returns for up to three target harvest dates and accounts for KiwiStart and storage payments. You need to have several pieces of information from the Maturity Clearance System, including key dates, crop load and maturity area, and you're good to go.



MORE INFORMATION

You'll find all this information and more on Canopy under the 'Fruit Production' or 'Tools' tab:

- [Harvesting > When to harvest > Maturity clearance criteria](#)
- [Tools > Calculators > Orchard gate return > calculator](#)
- [Fruit Production > Protecting Your Fruit > Pests](#)
- [Fruit Production > Harvesting > Good harvest practice for growers](#)



HARVEST GUIDES

We are all working hard across the entire value chain to ensure our fruit is the best possible quality it can be when it reaches our customers.

To help facilitate the harvest portion of this team effort, and in conjunction with growers, post-harvest and other industry stakeholders, we have a range of new resources on Canopy (see [Fruit production > Harvesting > Good harvest practice for growers](#)).

First is the *Kiwifruit Harvesting Guide* which you should have also received a print copy of in the mail.

There is a grower and contractor version of each guide and it's a solid overview of good practice and harvest considerations that's well worth a look.

Fruit quality

Remember too that there are plenty of resources to encourage good picking practices. Check them out on Canopy so they're top of mind, and so you can have conversations with your contractor about your fruit quality mitigation expectations.

KiwiChat: Payment methods for picking teams

In the latest episode of *KiwiChat* we discuss payment methods of picking teams. We look at hourly versus contract/bin rates and look to understand how selecting the right method can incentivise good practice, create a focus on quality, and rewards those that do the job well.



PEST WATCH

The run of hot/dry weather will likely contribute to an increase in pest presence.

A reminder too that for China, a 'Pest of Concern' intercepted in China will trigger a traceback investigation by Zespri and/orASUREQuality, and may result in the disqualification of KPINs and packhouses to continue to export to China for the rest of the season. Given the risks, here are some important things to keep top of mind as you approach harvest:

- **Leafroller:** If your pest monitoring has indicated high leafroller populations, spray as soon as possible. These sprays are either Proclaim Opti, Announce, Velocity 50 SC, BioBit DF (organic) and Delfin WG (organic). If your monitoring was done a while ago, have a wander around your blocks to ensure pest populations remain managed.
- If you see an increase in populations, you can apply for a JA for an additional spray - email spraydiary@zespri.com. There are reports of some leafroller burrowing into the bottom of fruit, so be sure to check there as well. If you think populations are much higher than they should be, it may be worthwhile chatting to your neighbouring orchard and letting them know so they can also look at management too.
- If your monitoring has not yet taken place, you're also encouraged to have a look through your blocks, if you're finding signs of leafroller damage you can apply for a JA to ensure management takes place while waiting or formal pest monitoring and to prevent population build up.
- The above image of orange fruit borer (OFB) on Red19, can show how tricky some of these leafroller can be to spot.
- **Thrips:** Keep an eye out for thrips on edge rows. If you had thrip problems last year, they are well managed through pyrethrum sprays but this needs to be done as soon as possible prior to infestations on orchard. Neighbouring avocados and cryptomeria shelter are also factors likely to increase your thrip populations.
- **Wheatbug:** Ensure your loadout area is free of weeds. This can be done either through herbicide spraying or manual removal, however spraying should take place at least 20 days before harvest to ensure weeds have died in time. Any action must be recorded in Spray Diary to release market restrictions.
- **Scale:** If your monitoring has shown high scale populations, Plant and Food Research work has shown you are able to spray an oil up until the start of March for Hayward.

SPRAY DIARY REQUIREMENTS

Orchards that have blocks with solid cover or hail netting may be eligible for a reduction under the Zespri 2024 Pool Distribution Policy for Hail Damage.

The Distribution Deduction for all trays produced in covered blocks will be 20 percent of the Distribution Deduction applied to trays produced in uncovered blocks.

Growers with covered canopies and who receive the reduction are still covered by the Pool Distribution Policy for Hail Damage.

To be eligible for the Zespri Pool Distribution Policy for Hail Damage Covered Canopy Reduction, growers must ensure their covered canopy status (of waterproof or hail netting) is communicated to their packhouse or Zespri and entered in their Spray Diary by **31 March 2024**.

To be eligible for the rebate, growers with covered canopies must:

- Have had covered canopy erected by 1 October 2023.
- Have a minimum of 0.20 hectares covered or an entire variety on orchard covered.
- Have volume from the area with hail netting or waterproof cover submitted into Zespri inventory in 2024 harvest season.
- Have indicated in spray diary, blocks with hail netting or waterproof cover before **31 March 2024**.
- Zespri will review and audit cover status before paying the reduction.
- The Covered Canopy Reduction amount must be more than \$100 at KPIN variety level for the reduction to be processed.



For more information, contact the Zespri Grower Support Services Team on 0800 155 355.



LARGE VOLUME OF KIWIFRUIT FORECAST A BOOST FOR LOCAL EMPLOYMENT

The large volume of kiwifruit forecast this year is positive for local employment across regions where kiwifruit is grown. Well over 20,000 people will be required to pick and pack this year's harvest. Early indicators are showing that while there will be plenty of jobs available for seasonal workers, employers have indicated that a severe shortage of labour is not foreseen at this time.

People interested in participating in harvest can visit the NZKGI website www.NZKGI.org.nz which has information on working in the industry, including a list of employers.

"Harvest is one of the peak periods for work in the kiwifruit industry and there are roles to suit everyone, says NZKGI CEO Colin Bond.

"A large workforce of pickers are required from around March to June to harvest the fruit from the vines once it is ready.

When harvested, the kiwifruit crop must be packed at one of the industry's many packhouses. Roles within the packhouses suit a variety of people and involve working shifts. They include sorting and grading, packing the fruit into trays, forklift operation and machinery operation.

"While some of these roles are skilled roles, others do not require a particular skill, so there is something for everyone - it's rewarding, flexible, and the pay rates are competitive," says Colin.

In 2023, the average payrate for picking both gold and green kiwifruit was around \$29. Rates varied from minimum wage to around \$40 an hour. Similarly for packing, in 2023, the average payrate for an unskilled worker in a packhouse was \$23.70 and for a skilled worker it was \$27.01. Rates varied from minimum wage to around \$50 an hour.

"We'd love to see more people join our industry, as well as retirees, parents and students - particularly if they're located close to the orchards and packhouses," says Colin.

"Picking is a great opportunity for those who like to be outdoors, while the packhouse is suited to those who like to have fun in larger teams indoors.

The kiwifruit industry operates year-round, and after harvest there could be further opportunities for motivated individuals to continue working in the industry. There are a range of scientific, commercial and technical roles that people can progress with from science careers to orchard management positions.



First kiwifruit harvest of 2024.

NEW ONLINE REPORTING FORM



You can now report unusual symptoms or pests to KVH online.

Our new digital form <https://kvh.org.nz/growers/reportit> provides an alternative to our existing 0800 phone line and means you can report the unusual in the way that suits you best.

The form is on our website, and you're guided through the quick and easy process, including submitting photos and location. Reports are processed by the KVH team, and you immediately receive an email copy for your records.

If you're unsure about making a report and whether it is urgent, you can also contact the KVH office at info@kvh.org.nz or 0800 665 825 for advice. The Biosecurity New Zealand hotline also operates 24/7 on 0800 80 99 66.

The most important thing, regardless of how you choose to make a report, is to do so as soon as you suspect you've found something of concern. All reports are valuable and the earlier they are, the more action can be taken to limit impacts.

SPOTTED THIS EGG MASS?



We've had two reports in two weeks of grey eggs on fruit, from growers who have done exactly the right thing and sent great photos through as soon as they've noticed them.

With the help of Plant & Food Research expertise we were able to ID the finds as eggs of the New Zealand cutworm, (<https://inaturalist.nz/taxa/389922-Graphania-mutans>) a moth that is endemic and found throughout the country. Fortunately, it is not of concern to kiwifruit so no further action is required in either report.

Interestingly, adult moths are on the wing all year round and can vary greatly in appearance – the cutworm is also adept at existing in a variety of native and modified habitats.

These recent reports are a great reminder of the importance of reporting anything unusual, including egg rafts or insects, which you can now also do online at <https://kvh.org.nz/growers/reportit> as well as contacting KVH at 0800 665 825.



Left - New Zealand cutworm egg mass as reported to KVH. Right - Moth form.

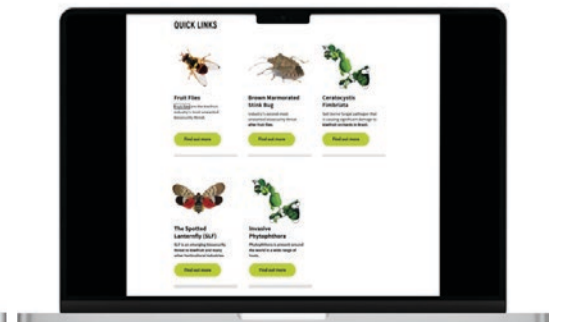
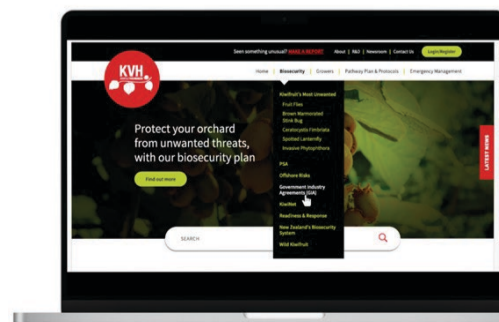
SOMETHING NEW IS COMING



We're making changes to our website to update the look and ensure it is easy for you to navigate.

The content and resources will all still be accessible, but we'll be simplifying them and using a lot more images to help you find the things you need.

Keep an eye out over the coming weeks for these exciting enhancements.



Q&A

FROM THE FIELD

KEY CONTACTS:

Grower & Industry Relations Manager
Malkit Singh: 027 665 0121

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

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

Jemma Pryor – Te Puke:
027 283 6192

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

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

Robin Barker Gilbert – Katikati,
Nelson: 027 779 5910

Teresa Whitehead - Organics:
027 257 7135

Why won't my Spray Diary accept my Growsafe Number?

The latest Growsafe Certificate numbers are issued in the format S-XXX-XXX. The Spray Diary system cannot recognise characters (such as dashes) or spaces. When entering your Growsafe number, enter it in the format SXXXXXX (For example, Growsafe Number S-123-456 should be entered in as S123456).

If you are getting an error message saying that your Growsafe Certificate has expired, contact our Grower Support Services Team on 0800 155 355 to update your details.

Please note, the Grower Support Services Team will also require a copy of your Growsafe Certificate.

I have received my 2024 Supply Agreement. What is the process from here?

The Grower Support Services Team are working on opening Grower Numbers and will continue to do so throughout the season. We must ensure the Grower Legal Name on the Supply Agreement matches either the legal landowner or the lessee. In instances where an orchard will require multiple Grower numbers, please ensure a new Supply Agreement has been completed and signed, and returned to Zespri for processing.

I have a sample in for collection. What health and safety requirements do I need to consider?

To ensure your samples can be collected without delay, please ensure the orchard is safe for Samplers to enter. When an orchard is deemed unsafe to enter, the sample will be cancelled, or a 'Stop Sample' placed on the orchard until the issue is resolved.

Please refer to the 'Stop Sampling Standard' document on Canopy for a refresh on unacceptable risks that would prevent sample collection.

Examples include, but are not limited to:

- Spraying immediately before or during sampling
- Loose or aggressive dogs
- Aggressive people
- Long grass

When will the final dividend for the 23/24 financial year be announced?

The forecast net dividend per share range was announced as \$0.84 to \$0.86 per share. This range includes the \$0.66 cents per share interim dividend paid in August 2023.

We expect to announce the confirmed dividend amount and payment dates towards the end of July/start of August.

EXPRESSIONS OF INTEREST: GROWER TOURS

2024 JUL-AUG KOREA & JAPAN

An opportunity to learn more about our consumers and customers in these two valuable and sizable markets for our organic portfolio.

Highlights include tours of ZGS orchards in Fukuoka, visits to Hiroshima, Osaka, Tokyo and Korea markets, customer visits, and a port tour.

Keen to attend? Contact Teresa Whitehead for further details:
teresa.whitehead@zespri.com or 027 257 7135.

SEP 2024 NORTH AMERICA AND CHILE

An opportunity to travel through the east coast of North America, including 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.

Grower tours are an opportunity to connect with other growers by traveling to Zespri's key markets, seeing competitor fruits, repacking facilities, and the Zespri system from orchard to plate. You'll engage with retailers and customers, and hear firsthand about the sale and marketing of Zespri Kiwifruit.

If you're interested in taking part, contact Erin Herbert: erin.herbert@zespri.com or 027 232 5533.

UPCOMING EVENTS

MAR
4-7



REGIONAL ROADSHOWS

Our roadshows have kicked off! Join Dan Mathieson, Jason Te Brake, Directors, and members of the team as we discuss the latest financial forecast and 2024 season planning and answer your questions. We'll also have updated by NZKGI and KVH leadership.

DATE	TIME	VENUE
4 March	9am - 11am	Hawke's Bay The Crown Hotel, 22A Waghorne Street, Ahuriri, Napier
	4pm - 6pm	Gisborne Bushmere Arms, 673 Matawai Road, Waereangaahika
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
6 March	11am - 1pm	Nelson Top 10 Holiday Park, 10 Fearon Street, Motueka
7 March	9am - 11am	Pongakawa Pongakawa Hall, 952 Old Coach Road, Pongakawa

Register here: <https://events.zespri.com/february-march-2024-grower-roadshows/registration/Site/Register>

Got questions? Contact Erin Herbert: erin.herbert@zespri.com.

MAR
5-7

PRE-HARVEST FORUMS

We're still in the midst of our Pre-Harvest Forums. Join us to discuss all things harvesting, including the latest information on picking, and common picking issues such as 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
5 March	Kerikeri The Turner Centre, 43 Cobham Drive, Kerikeri
6 March	Waikato Mighty River Domain, 601 Maungatautari Road, Cambridge
7 March	Whangārei Semenoff Stadium, 51 Okara Drive, Whangārei
7 March	Auckland Franklin Club -7 East Street, Pukekohe, Auckland

Register here:
<https://events.zespri.com/pre-harvest-forums-2024/registration/Site/Register>

MAR
8

INTERNATIONAL WOMEN'S DAY



4:30pm, Zespri Head Office, Mount Maunganui

Celebrate International Women's Day with the Women in Kiwifruit team.

SPEAKER LINE-UP

Sydney Hines (MC)

Bay of Plenty Young Grower of the Year 2023 and an orchard manager at Sybton Horticulture.

Kirsten Holmes

2023 Kellogg Scholar who will share her research report; Women in governance. Food and fibre have a way to go.

Linda Mills

Acting Head of Global Integrated Business Planning at Zespri, Linda has had a variety of roles across Zespri and the Kiwifruit industry.

Nicola Nielson

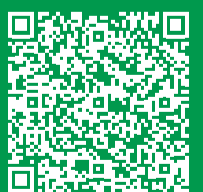
Chief Financial Officer of Seeka and leads the sustainability drive across the company.

Follow Women in Kiwifruit social media to find out more:

@womeninkiwifruit

Search for the page 'Women in Kiwifruit'

Register by scanning the QR code:



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

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