



## SEE YOU AT THE ZESPRI ANNUAL MEETING!

AUG  
23

We're looking forward to seeing you at the Zespri Annual Meeting at Mercury Baypark, at 1pm on Wednesday 23 August.

The Annual Meeting is a good opportunity for us to come together to get further insight into the past year's results, reflect on our challenges and the significant opportunities in front of the industry, ask questions, as well as participate in the voting process for director appointments and resolutions. If you can't attend in person, we encourage you to tune in online, where you'll still be able to ask questions, and vote remotely. Visit the Zespri Canopy website for information on how to attend online. Registration will take place from 12pm, with the Annual Meeting starting at 1pm. The KVH and NZKGI AGMs will be held in the morning at the same venue.

Formal notice of the Company's Annual Meeting, the Annual Report 2022/23, as well as Proxy Forms and information relating to the appointment of Directors, were made available to shareholders in July. Shareholders may vote at the meeting in person, appoint a proxy to attend and vote on their behalf, or vote in advance. Advance voting (online or by post) and proxy appointments close at 1pm on 21 August. Companies and other incorporated entities must appoint a representative as a proxy if they plan to attend the Annual Meeting.

## ANNUAL REPORT AVAILABLE ONLINE NOW



Based around the theme of 'building back stronger', our Annual Report provides more detail on our 2022/23 financial results.

Read the Report online here:  
<https://www.zespri.com/en-NZ/annualreports>

## ZESPRI GAP SIMPLIFIED

GLOBALG.A.P. has been simplified and incorporated into Zespri GAP. Find out more about what this means on page 3.

## SOLID PRICING AND SALES RATES CONTINUE



Our Kiwi Brothers are grabbing attention on tram stops in the Netherlands, as part of our Benelux team's latest marketing initiative to showcase Zespri Kiwifruit.

This season's market performance continues to track well with in-market teams achieving consistently strong pricing, while also supporting strong weekly run rates to minimise fruit quality costs through the back-end of the season.

Sales across all fruit groups are now over the halfway mark with 53 percent or 72.3 million trays delivered as at the end of Week 29, compared to 78.5 million trays last year, or 48 percent.

Across Class 1 conventional Zespri SunGold Kiwifruit, teams continue to focus on driving sales of larger sizes and as at the end of Week 29, 50.6 million trays have been delivered or 56 percent of the crop, similar to the percentage sold this time last year. Class 1 Organic Zespri SunGold Kiwifruit is well advanced compared to last season with 1.4 million trays delivered, or 60 percent compared to 48 percent last season.

Green run rates are progressing well across most markets in terms of value and run rates. Class 1 conventional

Zespri Green Kiwifruit is over 18 million trays delivered, or 47 percent compared to just over 20 million trays, or 35 percent, last year, with 21 million trays remaining to deliver for the 2023 season versus 38 million trays in 2022.

Despite the delayed start to the Class 1 Organic Zespri Green Kiwifruit sales programme, this variety is now 26 percent sold through with sales programmes having been underway across all markets now for over a month. Sales were 24 percent through at this same point last year.

Europe demand is particularly strong for Zespri SunGold Kiwifruit and Zespri Green Kiwifruit, reinforced with the exit of competitive Northern Hemisphere fruit and stock levels are tight.

China's performance has also been strong, notably with Zespri SunGold Kiwifruit. We're in the period when there's the most competition from summer fruits, such as stone fruit, strawberries, melons, durian and mangos, which all compete for consumer attention and in-store positioning.

Japan is having a more challenging season with pricing and inflationary pressures being felt alongside competition from earlier summer fruit.

With the reduced volumes, all fruit groups have less fruit to sell compared to this time last year and particularly with Zespri Green Kiwifruit and Zespri Organic Green Kiwifruit.

In spite of inflationary pressures, the shorter crop does support pricing and strong per tray returns to growers, though this is in the context of low yields and the significant cost increases growers are facing. We remain focused on maximising the value we can return in response to those pressures.

We're also continuing to review market allocations to optimise returns and manage risk with some volumes that would have usually been sold later in the season being moved forward.

Zespri RubyRed Kiwifruit sales were successfully completed in May and markets are working on their reviews to shape plans for next season.

### SEASON DELIVERY STATISTICS TO WEEK 29



\*Includes Conventional and Organic Zespri Kiwifruit.

28 AUG  
- 8 SEP

## COMING UP: Grower Roadshows

Check out the schedule and how to register on page 2.



## DAN'S VIEW

### Update from the CEO

Hi everyone,

We're now over halfway through our sales season and despite really tough growing conditions, I'm pleased to confirm the work the industry has put in to improve fruit quality has allowed us to continue to rebuild confidence with our customers and achieve solid pricing and sales rates that are better than last season so far in most markets.

Demand for our fruit remains steady as we move further into the European summer-fruit season where we traditionally see more competition, and our focus is on keeping our Zespri Kiwifruit visible for consumers on a more crowded supermarket shelf and maintaining our sales rates so that we can finish the season as early as possible and as forecast. This includes regularly reviewing our supply of fruit in market against demand levels and adjusting our allocation plans so that we can move fruit to where it is selling well and reduce our end of season storage and quality costs. Achieving this is critical in being able to lift grower returns, and we'll share an update on our latest view of this season's OGRs when the Board releases our August forecast later this month.

As we move towards completing this season, we're also ramping up our planning to ensure that we can keep taking positive steps critical in managing fruit quality for next season and beyond. We still have a way to go to get back to where we should be.

This will be particularly important given we're expecting to see our Zespri Green, SunGold and RubyRed Kiwifruit crops increase from this season's lower volumes. The warmer winter we're currently experiencing is something we're monitoring closely, and we hope the next few weeks brings the consistent winter chill conditions that will assist in delivering increased yields next season.

Planning for our 2024 growing season has again been led by the Industry Advisory Council, made up of the senior leadership of NZKGI, post-harvest and Zespri, with a particular focus on preserving fruit quality, starting the season well, maintaining consistent fruit flows throughout harvest to maximise our onshore capacity and take advantage of early season sales opportunities, reducing complexity throughout the supply chain and working collaboratively from growing locations, through the post-harvest and into our markets. This will be one of the key topics we cover at our Grower Roadshows later this month, but in the meantime you can read more about 2024 season planning in the article found on this page.

We're also looking forward to continuing the conversations we've had with growers over recent months about how we can best address the challenges we're facing as an industry at ongoing grower meetings, Shed Talks, and at our Annual Meeting later this month. These are important engagement opportunities in which we can not only reflect on the lessons we can take from how we've responded to challenges like better managing fruit quality this season, but also how we want to move forward as an industry, and respond to significant challenges. The opportunities in front of us are incredibly positive and there is a significant amount of value to bring back to the industry if we continue to make positive decisions.

We look forward to connecting with you in the months ahead.

Best regards,

Dan



## 2024 SEASON PLANNING UPDATE

**The New Zealand kiwifruit industry is proactively preparing for a larger crop next year as increases in planted area expand the industry's production base.**

This process is being led by the Industry Advisory Council (IAC), and discussions are underway between Zespri, NZKGI and post-harvest around potential changes to ensure the industry is set up for success for the 2024 season and beyond. These changes are centred around four key principles (outlined below), which have been proposed to help achieve an efficient and resilient end-to-end supply chain from harvest and packing, through to maximising sales run rates and orchard returns.

Chief Operating Officer Jason Te Brake says the focus is on building back stronger, retaining the support of our customers and consumers, protecting our brand, and returning better value to the industry and communities.

"Early indications are that we'll have a good level of growth for both Zespri Green and SunGold Kiwifruit in 2024 as we bounce back from the challenges of the last two seasons," says Jason.

"However, we realise that our industry continues to face challenges, including the ongoing impact from climate-related events such as frosts, floods, warmer winters and rainfall levels which may continue to affect our fruit volumes."



### 1. Preserve high standard of fruit quality being delivered to customers and consumers in-market

We're committed to producing consistent high-quality, great-tasting kiwifruit for our customers and consumers around the world. The 2023 season has seen a positive improvement in quality from the 2022 season, however we need to continue to lift fruit quality through best-practice kiwifruit growing and harvesting, the post harvest role in ensuring fruit quality is maintained for fruit supplied, and Zespri's role in managing and protecting fruit quality through our global supply chain. We need to make sure any decisions are centred around preserving a high standard of fruit quality first and foremost, particularly fruit which stores well and will give versatility throughout the later parts of the season.



### 2. Successful early start and smooth, consistent flow of fruit through harvest to maximise early season sales run rates and onshore capacity.

A successful season relies on an early and smooth start to harvest. Zespri has good market opportunity early in the season when we traditionally see more opportunity to sell fruit quickly with less competition in the market. Being able to get fruit to market allows a more positive start to the season with better run rates and will also assist with the utilisation of available packing capacity. The plan for procurement of early fruit is being worked through at the moment, as well as reviewing the commercial levers such as Taste and KiwiStart incentives aimed at achieving this. The focus is on ensuring the supply of high quality early fruit to meet initial market opportunity and then maintaining

a smooth and consistent flow of fruit across the entire harvest period. This planning process is progressing, with further updates expected to be shared over the coming months on key outcomes.



### 3. Reduce unnecessary complexity throughout our supply chain

Potential options that will reduce complexity throughout our supply chain are being reviewed. This includes operational levers aimed at optimising efficiencies for packing fruit and loading out to ships, such as SKU rationalisation, to ensure we are removing unnecessary complexity to simplify our supply chain as much as possible.



### 4. Industry collaboration and communication

Zespri, post harvest, and NZKGI are working together through IAC, and are motivated to ensure the 2024 season is as successful as possible. Ensuring we have open and transparent communication will allow for the most appropriate informed decisions to be made throughout the supply chain. We look forward to engaging with growers and industry on these four principles and any outcomes over the coming months.

### GOT FEEDBACK?

Send through your comments or questions through to the Grower Support Services team at [contact.canopy@zespri.com](mailto:contact.canopy@zespri.com).

## COME ALONG TO OUR GROWER ROADSHOWS

Please join our Chairman Bruce Cameron, Chief Operating Officer Jason Te Brake, and the team from Zespri for updates on our August financial forecast, 2023 market performance, and 2024 season planning, along with an update from NZKGI.

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

Please register for your preferred location here: <https://events.zespri.com/august-and-september-grower-roadshows/registration/Site/Register>

If you have any questions, please email Rachel Knowlson: [rachel.knowlson@zespri.com](mailto:rachel.knowlson@zespri.com).

DATE	TIME	LOCATION
<b>Monday 28 August</b>	9am - 11am	<b>Waikato</b>   Mighty River Domain, 601 Maungatautari Road, Lake Karapiro
	2pm - 4pm	<b>Auckland</b>   Navigation Homes Stadium, Franklin Road, Pukekohe
<b>Tuesday 29 August</b>	9am - 11am	<b>Kerikeri</b>   The Turner Centre, 43 Cobham Drive
	1.30pm - 3.30pm	<b>Whangārei</b>   Barge Showgrounds, 474 Maunu Road, Whangārei
<b>Wednesday 30 August</b>	10am - 12pm	<b>Awakeri</b>   Awakeri Events Centre, State Highway 30, Awakeri, Whakatāne
	4pm - 6pm	<b>Gisborne</b>   Bushmere Arms Hotel, 673 Matawai Road, Waerengahika
<b>Thursday 31 August</b>	10am - 12pm	<b>Ōpōtiki</b>   Ōpōtiki Golf Club, 14 Fromow Road
	2pm - 4pm	<b>Paengaroa</b>   Paengaroa Hall, 4 Old Coach Road, Paengaroa
<b>Friday 1 September</b>	9am - 11am	<b>Te Puke (Online option to join also available)</b> The Orchard Church, 20 MacLoughlin Drive, Te Puke
<b>Monday 4 September</b>	9am - 11am	<b>Katikati</b> Fairview Golf Club, 34 Sharp Road, Aongate
<b>Tuesday 5 September</b>	5pm - 7pm	<b>Tauranga</b> Tauranga Race Course Event Centre, 1383 Cameron Rd, Tauranga
<b>Wednesday 6 September</b>	11am - 1pm	<b>Nelson</b> Top 10 Holiday Park, 10 Fearon Street, Motueka
<b>Friday 8 September</b>	2pm - 4pm	<b>Hawke's Bay</b> The Crowne Hotel, 22A Waghorne Street, Ahuriri, Napier



## Updates from our Pre-harvest Team



# ZESPRI GAP Simplified

This year, Zespri is required to become certified to the latest version of GLOBALG.A.P, version 6.0 – an internationally-recognised primary industries production standard to meet our customers' expectations and requirements, along with various regulatory requirements. Zespri needs to be GLOBALG.A.P. certified to maintain access to multiple major retailers and markets.

To streamline compliance as much as possible, Zespri consolidates the specific requirements into the Zespri GAP system. This is a set of standards that meet international requirements and are tailored for our growers and our

industry, rather than implementing a range of customer-specific programmes. It is designed to be as easy and pragmatic as possible for growers while fulfilling all of our customer requirements.

We know the changes to meet GLOBALG.A.P. v6 can feel difficult, especially after a challenging season, and the team have worked hard to consolidate and attempt to limit the scale of change for growers. We are continuing to use the style of the Zespri Grower Manual, templates, and relevant tools that growers are used to, while providing training sessions and support to make the necessary changes.

Below is a recap of some of the key things the Zespri GAP team have done and continue to do to support our growers.



### WHAT'S CHANGED?

GLOBALG.A.P. has been simplified and incorporated into Zespri GAP. This has included:

- Refining and consolidating 32 sections down to eight sections
- Removing all questions that don't relate to growing kiwifruit
- Adapting the criteria so that it makes sense for the kiwifruit industry, including adding reference to kiwifruit industry good practice from our innovation research, grower trials and shared industry experience
- Ensuring the New Zealand context, including New Zealand legislation and regulations is reflected.

This has also involved managing many aspects at an industry level, rather than asking growers to do it themselves such as:

- Food Act registration
- Biosecurity (Kvh)
- Plant protection requirements (Crop Protection Standard)
- Integrated pest management (KiwiGreen)
- Internal audit requirements (MSO GAP inspections)
- Industry traceability and product recall standards
- Contractor approval process (CAVs).

#### Feedback helping inform change

We've sought feedback from growers and Management Systems Owner (MSOs) about how to move forward with Zespri GAP. Zespri met with more than 150 growers, MSOs and others in the industry to get input on some of the proposed changes. We asked growers how they manage Zespri GAP (paper based or online), and we've designed this year's support resources to accommodate for the range of preferences noted.

- MSOs can now choose between a printed or USB version of the updated Zespri Grower Manual or download it from Canopy. Note, we're working on a first registered, first served basis for obtaining either the paper or USB version of the Zespri Grower Manual; when registering for the training, you can select your preference.
- There were some aspects where we had flexibility as to how the requirements would look in the checklist, so we asked growers to provide feedback on what is or isn't combined and the level associated with it. For example, for 'Soil Management', grower feedback resulted in the erosion and compaction requirement being left as separate minors rather than incorporated into the 'Soil Management Plan' as a major.



To become more confident with the process and be inspection-ready, register for in-person or online workshops by following the link here: [Canopy > Growing Kiwifruit > Global Extension Team > GET Events & Webinars > Zespri GAP Update Training](#)

#### Supporting the move to Zespri GAP

From MSO interviews, it was clear there was no one-size-fits-all support solution. So, based on suggestions from growers and industry we are offering:

1. Face-to-face workshops in all North Island growing regions. In the Western Bay of Plenty these are hosted by each post-harvest facility.
2. Online workshops
3. Self-serve resources (including videos of the sessions)
4. Drop in Q&A sessions later in the year
5. A frequently asked questions sheet that will be available on Canopy, and updated regularly as workshops and Zespri GAP inspection preparations progress.

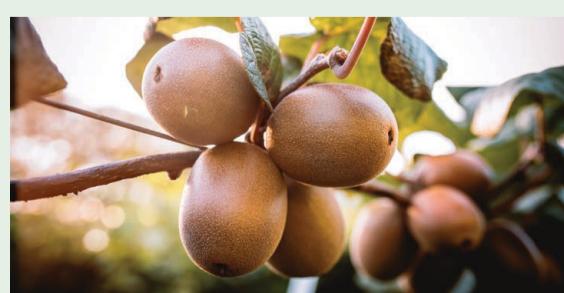
The face-to-face and online workshops will cover the most significant GLOBALG.A.P. v6 changes, followed by a session on GRASP v2 changes. Less significant changes are covered off in a set of short videos (one for each Zespri GAP section) and a cheat sheet handout.

### i ADDITIONAL SUPPORT MATERIALS

We've created additional tools and handouts which MSOs noted would be useful. These support materials can be accessed under the training and support tile on the Zespri GAP page of Canopy: [Canopy > Growing Kiwifruit > Zespri GAP > Training & Support for Zespri GAP 2023/2024](#).

Many of these support materials will be available in Punjabi to support our large Indian grower community.

Zespri Grower Manual templates have also been updated to make them more user friendly, including extra columns to make multiple KPIN completion easier, links added to good practice references in some templates (for those who want to learn more), and additional instructions added where necessary.



### TOOLS AND GUIDES

### WHAT IT IS

Mapping handout	Outlines ways to meet updated mapping requirements, including the use of existing print and electronic maps which, in many instances, will already meet requirements.
'All you need to know about GRASP' booklet	Outlines how to comply with New Zealand legislation, plus tips and links to other resources.
'See Something Say Something' poster	Allows workers to anonymously report complaints that is a publicly available option.
Meeting Record template	Includes GRASP requirements.
NK76 How to use the Zespri Fertiliser Diary	For anyone new to the Zespri Fertiliser Diary (optional), this will step you through how to use it to record fertiliser application and NPK content details.
NK75 Plastic Recycling Options	A 'Need To Know' on plastic recycling options.
NK43 Fertiliser 4Rs - 4 Steps to Smart Fertiliser Use	Information about rational and efficient fertiliser use which may be helpful when working through principle 3.3.4 and your soil and water management plans.
Continuous Improvement Plan handout	An outline on how to fill out your Continuous Improvement Plan.
Emission calculator and reduction plan	Tools to help with the greenhouse gas emissions requirements (recommended only).
Cheat Sheet	To act as a quick reference guide to what's changed and help MSOs track their 'to do' list.



## FRUIT QUALITY UPDATE

This season's fruit quality results shows a positive improvement on 2022, with results more comparable to 2021 for both onshore and in-market fruit inspections.

Packing-related defects are comparable to what we've seen over the last five years. However, the mix of packing defects reflects significantly higher levels of blemish in 2023. Storage-related defect levels are significantly lower than in 2022 and are comparable to other recent similar years.

The year-to-date onshore audit pass rate for Zespri SunGold Kiwifruit is 75.6 percent, up from 67.4 percent at the same time last year. There have been similar improvements in the current onshore audit pass rate for Zespri Green Kiwifruit, which is 74.8 percent, up from 68.0 percent at the same time last year. Both Zespri SunGold and Green Kiwifruit have also had significantly fewer coolstore holds than at the same time last year. In-market fruit has continued to perform well, with the current levels of overall defects at lower levels than at the same time last season.

From our onshore checks, we are starting to see slightly higher levels of physical damage, rots and NPFG for Zespri SunGold Kiwifruit compared to historic weekly averages. For Green we are also starting to see slightly higher levels of rots and softs. We will continue to monitor these trends and we continue to work with suppliers to manage fruit quality challenges.

Excellent feedback on potential fruit quality grower reporting opportunities was received as part of the recent Shed Talk events. New fruit quality related reports are being developed for the Industry Portal, and these are expected to be available in late 2023. More detail on this season's fruit quality performance can also be found on Canopy.

### UPDATE ON 2023 CHANGES TO ZESPRI QUALITY ASSURANCE PROGRAMME

As part of the industry's Quality Action Plan a number of changes have been made to Zespri's Quality Assurance Programme for the 2023 season in order to improve fruit quality.

#### Increased Zespri Quality Assessor (QA) presence

Increased investment by Zespri in resourcing in 2023 has allowed Zespri to put in place additional QAs, helping increase the number of audits and the proportion of fruit checked onshore. At the start of the season, 10 QAs were recruited and trained and approved by Week 26 for product and Grade audits. This allowed us to complete 62 percent more ECPI audits than during the same period in 2022. This year we've also seen a reduction in coolstore holds, indicating the increased ECPI audits have helped ensure product is in grade prior to loadout.

#### Risk-based Quality Audit Programme

A risk-based audit programme was introduced at the start of Week 13 in 2023. The risk rating by loadout facility is based on last year's market performance, current season ECPI results, and market results.

#### Clarity in defect definition

Following the frost event in October 2022, more shape-related defects were expected. On 27 February 2023, Zespri clarified Grade Standard definitions for shape-related defects to industry. There were a few minor tweaks to defect definitions for greater clarity. However, no changes were made to the actual Grade Standards/tolerances apart from adding in Size 14 Zespri SunGold Kiwifruit. The only adjustment was our judgement of acceptable/not-acceptable fruit for inverted ends, shape, and Stem End Blemish (wet/dry stem end blemish) and the ECPI decision criteria for audits for softs that was introduced recently, as outlined further in this article. Prior to the start of the Zespri RubyRed Kiwifruit 2023 season, Zespri also designed a training guide for russet that was

used throughout the supply chain to improve alignment between the industry's and Zespri's interpretation of the Grade Standard for russet.

#### Stem End Blemish (SEB) assessment of wet/damp fruit

SEB levels in 2023 were higher than what the Industry had previously experienced. Although SEB is a packing defect, the blemish tends to be more obvious when fruit is wet. This meant fruit assessed as being in grade during packing could potentially fail a Zespri audit when the fruit was out of the coolstore. Zespri proposed a guideline for assessing wet fruit, in which the acceptance for Class 1 fruit was defined as dark and contrasting and greater than 2 cm<sup>2</sup>. This wet guideline was published in Week 21, and used by Zespri QAs for auditing, and by post-harvest for repacking. This has reduced the misclassification of wet fruit as SEB to 25 to 50 percent.

#### Making Size 14 Non-Standard Supply for Zespri SunGold Kiwifruit

In response to observed larger-sized fruit at the start of the season, Size 14 was introduced as Non-Standard Supply for Zespri SunGold Kiwifruit on 31 March 2023. 113,000 TE of Size 14 Zespri SunGold Kiwifruit fruit was submitted in 2023.

#### ECPI soft criteria

Previous trials have suggested repacking for softs alone does not always lead to lower softs in market. To enable facilities to focus on the quality defects of concern, Zespri increased the 'Fail' ECPI soft criteria from 10 to 17 fruit out of a fruit sample size of 300. This was implemented in Week 24, and by Week 28, approximately 0.5 percent of the fruit shipped to the markets are meeting the new higher ECPI soft criteria, which would otherwise have failed the previous criteria. Following a review of onshore and outturn fruit quality results, Zespri will advise the industry by Week 32 whether the current ECPI soft criteria will be maintained for the rest of the season.

## TRADE MISSION TO CHINA AN OPPORTUNITY TO HIGHLIGHT ZESPRI KIWIFRUIT ON GLOBAL STAGE



Zespri signed a strategic cooperation agreement in Shanghai with our two largest China distributors, Joy Wing Mau and Goodfarmer, targeting a 50 percent increase in sales over the next three seasons.

In late June, New Zealand Prime Minister Chris Hipkins led a trade mission to China with a focus on boosting economic ties. Zespri Chairman Bruce Cameron was invited to join the senior business delegation which travelled with the Prime Minister's party. He also joined the Prime Minister's delegation at the World Economic Forum.

This was the first Prime Ministerial visit following the re-opening of the borders since the COVID-19 pandemic. The purpose of the mission was to support New Zealand businesses in China and to reconnect with customers and consumers in this market. The delegation was also joined by Minister of Trade and Export Growth, Damien O'Connor; Tourism Minister Peeni Henare; and senior officials.

For Zespri, trade delegations like this allow us to work alongside government and other businesses to promote opportunities for exporters, as well as for our growers.

"Taking part in the visit provided an opportunity to connect with key strategic partners, and for Zespri to be represented on a global scale," says Zespri Chairman, Bruce Cameron.

"We were able to demonstrate our ongoing commitment to key markets, and help introduce Zespri to new consumers around China, always with the ultimate aim of growing the Zespri brand to provide greater returns to our growers."

### BEIJING

In Beijing, the Prime Minister met with China's President Xi Jinping, the Premier Li Qiang, and other senior officials. During these meetings the strength of the New Zealand-China relationship was reaffirmed, which in turn supports the trading

relationship. A number of governmental agreements were signed including the new phytosanitary protocol known as the Export Plan, signed by Damien O'Connor as Biosecurity Minister, and his Chinese counterpart.

This agreement will provide greater assurance for Zespri's exports to China. Negotiations on the kiwifruit Export Plan started in late 2019, but were placed on hold after the start of the COVID-19 outbreak. These were finalised in time for the Prime Minister's visit. The Export Plan will become effective from the start of the 2024 New Zealand season, once the production and packhouse site registration process is completed.

During the Sustainability Forum in Beijing, Zespri also signed an agreement with Joy Wing Mau and Goodfarmer, our two largest Tier 1 distributors, as well as retailers Pagoda and Xianfeng, the largest fruit shop chains in China, which will see a transition to Zespri's new fibre eco-packs by 2026, delivering on Zespri's commitment to environmental protection and reducing carbon dioxide emissions. The Prime Minister and Minister O'Connor witnessed the signing of both agreements, underlining the New Zealand government's strong support for Zespri and the industry.

### SHANGHAI

In Shanghai, Zespri signed a strategic cooperation agreement with the Chairmen of Joy Wing Mau and Goodfarmer, targeting a 50 percent increase in sales over the next three seasons. Over the same period, the distributors will also increase the number of cities with high quality servicing coverage from 60 to 90, bringing Zespri within reach of 150 million new consumers.

### TIANJIN

While in Tianjin for the World Economic Forum, the Prime Minister visited Wanjia City supermarket at Meijiang Unipark Shopping Mall where our new sustainable Zespri eco-packs were on display at the high-end Chinese outlet. The delegation also had the opportunity to sample Zespri Kiwifruit.

Zespri received extensive coverage in China's national media following the supermarket visit and sampling, supporting our efforts to build the brand to drive sales.

Zespri Chairman Bruce Cameron took part in a livestreaming show promoting Zespri Kiwifruit, an example of how we're using livestreaming more and more in this market to build awareness of Zespri fruit on online platforms including Douyin, China's version of Tik Tok. Around 40 percent of our sales in China are now through online channels.

In online news platform *China Daily*, Zespri Chairman Bruce Cameron commented on the importance of the Chinese economy to Zespri (read the full *China Daily* article here: <https://tinyurl.com/m4vmea5>).

"We believe that our company and our presence here will take us forward over the foreseeable future with strong growth," says Bruce.



Our new eco-packs on display in Wanjia City Supermarket.



# FROM THE MARKETS

## NZ-EU FREE TRADE AGREEMENT TO HELP BRING MORE VALUE TO GROWERS

The recent signing of the NZ-EU FTA is a significant boost for the kiwifruit industry, taking us one step closer to full tariff removal by midway through next year.

The deal includes the removal of the 8.8 percent tariff on New Zealand kiwifruit exports when the agreement enters into force. Zespri paid around \$46.5 million in tariffs on sales of more than \$1 billion into the EU the season before last. Head of Global Public Affairs Michael Fox says that once signed in both Parliaments, the deal will support stronger returns to growers.

"The deal is hugely positive for the kiwifruit industry," says Michael.

"The EU is one of our largest markets and the removal of tariffs on kiwifruit exports will help to grow the market faster, supply more consumers in Europe with Zespri Kiwifruit and bring more value back to New Zealand."

"The sustainability elements will support the industry's efforts to improve environmental and social outcomes and linking New Zealand with the EU's comprehensive innovation network also creates opportunities to work together to tackle challenges including how we respond to the changing climate."

"Our negotiators have done a great job of securing the deal in such a challenging global trading environment."

Michael noted the outcome was on top of the NZ-UK FTA which recently saw the removal of the 8 percent tariff on kiwifruit imports into the UK and ongoing efforts to remove the 33 percent tariff on exports into India.

"This all supports efforts to build demand for Zespri Kiwifruit, to reach more consumers and to create more value for growers."

It is anticipated the NZ-EU FTA will enter into force in the first half of 2024 once it has been through both Parliaments. Zespri will be advocating for this to happen as soon as possible.

### Taiwan

#### PROMOTING HEALTHY EATING HABITS

Our team in Taiwan brought around 3,000 families together at the Taipei Children's Amusement Park over two days at an event promoting the health benefits of adding one kiwifruit to your breakfast for a healthy start to their day.

Parents and kids got to enjoy a special show with our Kiwi Brothers, an interactive game booth, as well as sampling some delicious Zespri Kiwifruit.



### China

#### 26<sup>TH</sup> ANNIVERSARY CELEBRATION FOR XIANFENG

In July, one of our largest fruit store customers, Xianfeng, held their 26th anniversary celebration.

The event brought together more than 500 guests, including suppliers, franchisees and employees, and Zespri was proud to win the 'Best Strategic Partner' award.



### Japan

#### KIWIFRUIT HELPING PREVENT HEATSTROKE

Zespri Japan held a press seminar about the nutritional benefits of kiwifruit, with more than 50 media outlets including TV stations attending.

The focus was on how kiwifruit can prevent heatstroke in summer. Healthcare professionals shared original recipes with kiwifruit. The media response was positive, with plans for future coverage in national TV and newspapers.



### UK

#### KIDS GIVE THUMBS UP FOR ZESPRI SUNGOLD KIWIFRUIT

Thanks to our customer Booths in the UK who sent some Zespri SunGold Kiwifruit to a local school to get their feedback on this season's fruit.

The fruit went down a treat among the students. What a great opportunity to encourage healthy eating habits among a younger audience (and influence their parents by using 'pester power'!).

Booths also shared the initiative on their social media platforms.



### Netherlands

#### OOOOGHLALALALAAA! KIWI BROTHERS ON TRAMS

After the success of the 3D screens last season, our Benelux team has taken a different approach to our 3D inspiration in the form of a tram stop, with two oversized Kiwi Brothers on the roof and a fully decked-out Zespri tram to match!

This was another highly visible way to promote our kiwifruit in Amsterdam and Rotterdam, as well as our cheerful Kiwi Brothers.





## ZESPRI IN THE COMMUNITY

### Zespri AIMS Games: volunteers needed!

SEP  
4-8

We're really excited to welcome schools back to the Bay of Plenty this year for the 2023 Zespri AIMS Games, and we're working hard behind the scenes to make sure this is best one yet!

As naming rights sponsor, supporting AIMS Games is about us making a positive contribution to our communities, teaching healthy habits, and building personal connections.

From Monday 4 September to Friday 8 September 2023, Zespri will have a site at Blake Park and Gordan Spratt Reserve where we need Zespri volunteers to help run our activations and to connect with athletes and members of the community.



To be part of the volunteer team, click the link here to fill in the registration form: <https://events.zespri.com/2023-zespri-aims-games-volunteer/registration/Site/Register>

If you have any questions, reach out to [devon.bannister@zespri.com](mailto:devon.bannister@zespri.com).

### Kiwi kids set for this year's Zespri Young and Healthy Virtual Adventure

The Zespri Young and Healthy Virtual Adventure is back in action, with 20,000 tamariki embarking on a virtual trip around the world, exploring healthy habits as they go.

The five-week adventure begins on 15 August and inspires and educates kids to make healthy choices like drinking plenty of water, eating fruit and vegetables, caring for their mental health, and looking after our environment. Each healthy habit earns them points and helps them travel virtually to different locations around the world with their classmates, while also hearing helpful tips and tricks from their favourite sports stars and ASICS ambassadors including Ardie Savea, Ameliaranne Ekenasio, Kane Williamson, and Olivia Shannon.

Kim Harvey, founder of the Young and Healthy Charitable Trust and Virtual Adventure, is excited to get started and continue helping our kiwi kids thrive by doing little things every day to improve their health and wellbeing.

"Research shows us the foundations of good health are set in the first 10 years of a child's life, so we've designed the programme as a really fun and engaging way to help them

understand and notice for themselves what it feels like when they make healthy choices," says Kim.

Zespri is proud to be in its fourth year of partnership with the Young and Healthy Trust and supporting another 20,000 kiwi kids through the adventure.



A class from St Mary's School in Rotorua who won Zespri drink bottles for their kiwifruit designs.

### 2023 Zespri horticulture scholarships applications open soon

Applications for the 2023 Zespri Horticultural Scholarships open on Monday 14 August 2023. These scholarships are available to university students who have recently completed, or are currently completing their first year of study.

The scholarships are aimed at students who are passionate about horticulture and plan to start a career in the industry.

Applicants could be studying science, management, marketing or business - but, students from all degrees are encouraged to apply.

Applications close at 5pm on Friday 6 October 2023 and must be submitted by email to [scholarships@zespri.com](mailto:scholarships@zespri.com).

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

### Surf Lifesaving New Zealand partnership

Five young people from Surf Life Saving Clubs in the Eastern Region have recently completed the BP Leaders for Life programme thanks to support from Zespri.

Stella Reid (Pauanui), Stephanie Cavell (Omanu Beach), Tyler Ranger (Whangamatā), Ana Naden (Waikanae) and Jack Sewell (Onemana) took part in the programme, which is Surf Life Saving New Zealand's (SLSNZ) premier leadership development programme for current and emerging club leaders.

The five were supported through Zespri's community partnership with SLSNZ – receiving scholarships that covered their participant fee. Throughout the programme, they attended a number of workshops focusing on their leadership skills and creating positive long-lasting relationships and connections with the wider Surf Lifesaving community.

Stephanie Cavell from the Omanu Beach Surf Life Saving Club says she wanted to take part to upskill and give back to her club.

"It was a great experience and has really helped me learn ways to cope with the workload I face as a volunteer and how to adapt and deal with different situations," says Stephanie.

"It's also given me ideas around how we engage with our members and make our club better."

Zespri's partnership with SLSNZ also supports the delivery of the Intermediate Lifeguard School (ILS), removing the cost of participation for candidates in the Eastern Region. The most recent ILS course was held in Gisborne Tairāwhiti, earlier in the year.

SLSNZ Eastern Region Manager Avan Polo says the Intermediate Lifeguard School is designed for young

lifeguards, mentors, and instructors who come together to hone their lifesaving abilities.

"The mentors and instructors, as young leaders, deliver the course content, and the aim is to upskill our trainees with the abilities and knowledge necessary to perform their duties effectively and safely on our beaches," says Avan.

The training in Gisborne involved 27 candidates, mentors and instructors from across the 19 Bay of Plenty, Coromandel and Gisborne Tairāwhiti clubs.

"This saw them complete a number of practical exercises including advanced rescue techniques, understanding the role and responsibilities of patrol captains and working with external agencies such as Fire and Emergency New Zealand, St John, Police and rescue helicopters," says Avan.

"The Intermediate Lifeguard School and BP Leaders for Life programme are designed to result in stronger clubs and better surf lifeguards across the Eastern Region – Coromandel, Bay of Plenty, East Cape and Gisborne Tairāwhiti, and we're looking forward to the candidates taking their learnings back to their clubs and communities as they become our future leaders."

Zespri External Relations Advisor Libby Twiss says SLSNZ does a fantastic job upskilling and retaining leaders within the Surf Lifesaving community.

"It's amazing to see aspiring future leaders take the time to build on their skills and leadership through the Intermediate Lifeguard School and the BP Leaders for Life programme and that the clubs in the Eastern Region are set to benefit from this," says Libby.

"We're really proud to work so closely with SLSNZ to help keep our beaches and communities safe – as well focusing our support on our future club and community leaders."



We'd love to hear from any of our growers who have any connection to Surf Life Saving New Zealand, such as volunteering for your local club, or if a family member is a Surf Lifeguard, and feature these in future issues of *Kiwiflier*! Please email [nikita.fraser@zespri.com](mailto:nikita.fraser@zespri.com) if you are happy to share your story.



# SHARES UPDATE: JULY

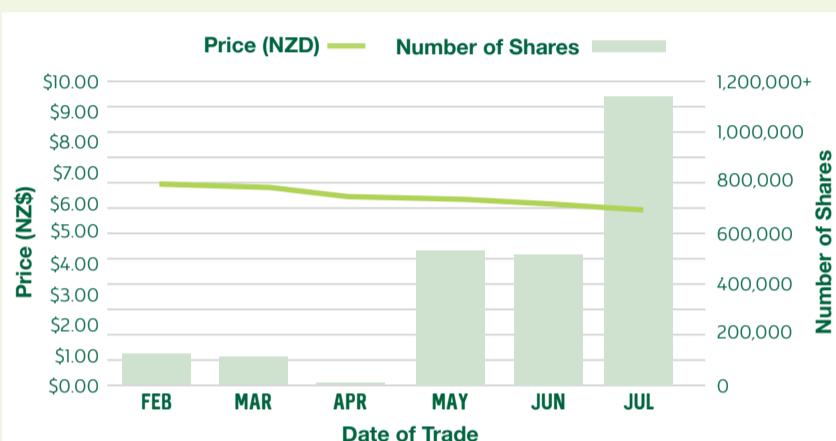
## WHAT'S HAPPENING IN THE MARKET

BIDS (BUYERS)		
Orders	Quantity	Price (\$)
1	5,000	5.60
1	5,000	5.55
1	10,000	5.50

OFFERS (SELLERS)		
Orders	Quantity	Price (\$)
1	11,728	5.72
1	35,750	5.80
1	7,000	5.90
1	10,000	5.95
1	23,000	5.98
1	3,000	6.40
1	3,000	6.45

LAST 10 TRADES			
Date	Quantity	Price (\$)	Value (\$)
24/07/2023	1,096,129	\$5.65	\$6,193,128.85
24/07/2023	5,000	\$5.75	\$28,750.00
21/07/2023	10,000	\$5.80	\$58,000.00
07/07/2023	5,000	\$5.80	\$29,000.00
28/06/2023	118,386	\$5.80	\$686,638.80
27/06/2023	6,100	\$5.80	\$35,380.00
23/06/2023	2,965	\$5.80	\$17,197.00
23/06/2023	15,635	\$5.80	\$90,683.00
22/06/2023	3,000	\$5.85	\$17,550.00
22/06/2023	3,000	\$5.88	\$17,640.00

### ZESPRI GROUP LIMITED SHARE TRADES: 24 FEBRUARY 2023 - 24 JULY 2023



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

### WANT TO DISCOVER MORE?

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

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

## SHARES AT A GLANCE AS AT 24 JULY 2023

### OVERSHARED SHARES REQUIRED TO BE SOLD THIS MONTH



The Constitution requires shareholders who are over their share cap (overshared) to sell their excess shares three years after the date they exceeded their share cap.

### DRY SHARES CONVERTING TO B CLASS THIS MONTH



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

### DIRECTOR SHARE TRADING SINCE LAST ISSUE

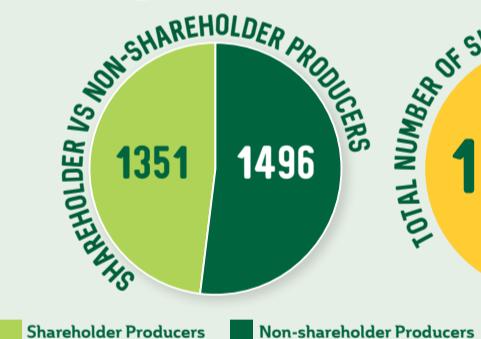


\*Shares traded by entities associated with Zespri Directors.

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



## OUR SHAREHOLDERS



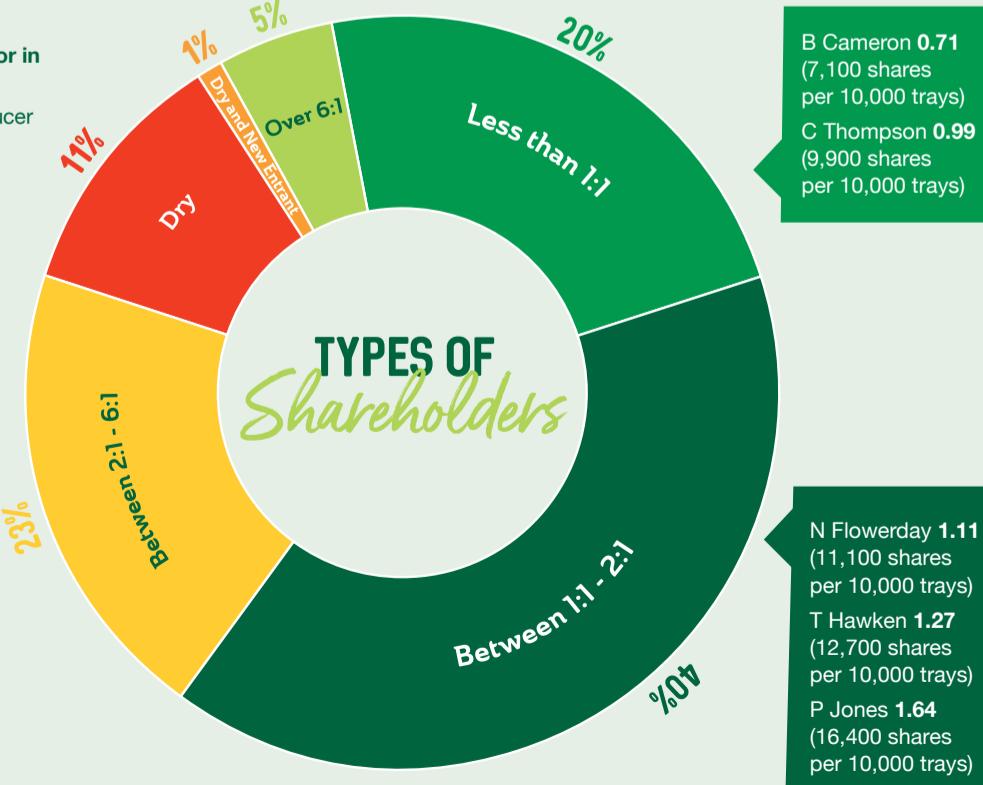
TOTAL NUMBER OF SHARES ON ISSUE  
**183.3M**

NUMBER OF DRY SHAREHOLDERS  
**424**

NUMBER OF OVERSHARED SHAREHOLDERS  
**22**

Shareholder Producers Non-shareholder Producers

### DIRECTOR SHARE RATIOS



The data here shows the ratio of shares held by each grower Director in relation to their production.

The maximum ratio of shares a producer is entitled to hold is 6 shares per 1 tray of average production (being the best two of the last five years of production). The full Director Production and Alignment report will be available on Canopy prior to the Annual Meeting taking place.

The number of shares held by each grower Director in Zespri Group Limited (ZGL) has been calculated taking into account each grower Director's 'relevant interests' in ZGL shares (as defined in the Financial Markets Conduct Act 2013), and includes shares held in ZGL by a company, where the grower Director is a director and/or shareholder of that company (whether or not the interest is a 'relevant interest'). Note, the ratios in this chart are Shareholding:Production.

B Cameron 0.71  
(7,100 shares per 10,000 trays)  
C Thompson 0.99  
(9,900 shares per 10,000 trays)

N Flowerday 1.11  
(11,100 shares per 10,000 trays)  
T Hawken 1.27  
(12,700 shares per 10,000 trays)  
P Jones 1.64  
(16,400 shares per 10,000 trays)



## 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

FORSYTH BARR

CRAIGS INVESTMENT PARTNERS

JARDEN

Hamilton Hindin Greene

JBWere

H Q B S O N W E A L T H P A R T N E R S

Tribe FINANCIAL



# 2023/24 PROGRESS PAYMENTS FOR AUGUST AND SEPTEMBER

CLASS 1 - APPROVED PROGRESS PAYMENT 15 AUGUST 2023	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.30	\$0.30	\$0.30	\$0.30	\$0.30	\$0.30	\$0.45
Zespri Organic Green	\$0.30	\$0.05	\$0.30	\$0.30	\$0.30	\$0.30	\$0.40
Zespri Gold3	\$0.14	\$0.05	\$0.10	\$0.35	\$0.50	No supply	No supply
Zespri Organic Gold3	\$0.14	\$0.05	\$0.05	\$0.35	\$0.65	No supply	No supply
Zespri Red19	\$2.39	\$2.00	\$2.50	\$4.50	\$2.30	\$2.30	\$2.20
Zespri Green14	\$1.00	\$1.30	\$1.00	\$1.00	\$1.00	\$1.00	\$1.00

CLASS 1 - INDICATIVE PROGRESS PAYMENT 15 SEPTEMBER 2023	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42
Zespri Green	\$0.15	\$0.15	\$0.15	\$0.15	\$0.15	\$0.15	\$0.15
Zespri Organic Green	\$0.14	\$0.05	\$0.05	\$0.05	\$0.25	\$0.25	\$0.15
Zespri Gold3	\$0.19	\$0.05	\$0.05	\$0.60	\$0.95	No supply	No supply
Zespri Organic Gold3	\$0.12	\$0.05	\$0.05	\$0.30	\$0.40	No supply	No supply
Zespri Red19	\$2.37	\$7.00	\$3.50	\$3.50	\$2.50	\$2.50	\$2.00
Zespri Green14	\$0.55	\$2.00	\$0.70	\$0.70	\$0.40	\$0.40	\$0.50

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 are based on the June 2023 full forecast and have been set so that the percentage of total fruit and service payments paid out across the sizes are equal where possible. Consideration is given to current season sales, cashflow received, 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 at the time the rates were set. For example, with Zespri RubyRed Kiwifruit where sales programmes execute sooner, we are further through our payment distributions than the other pools. Green grower payments benefit from the review of cashflow and strong early season receipts.

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

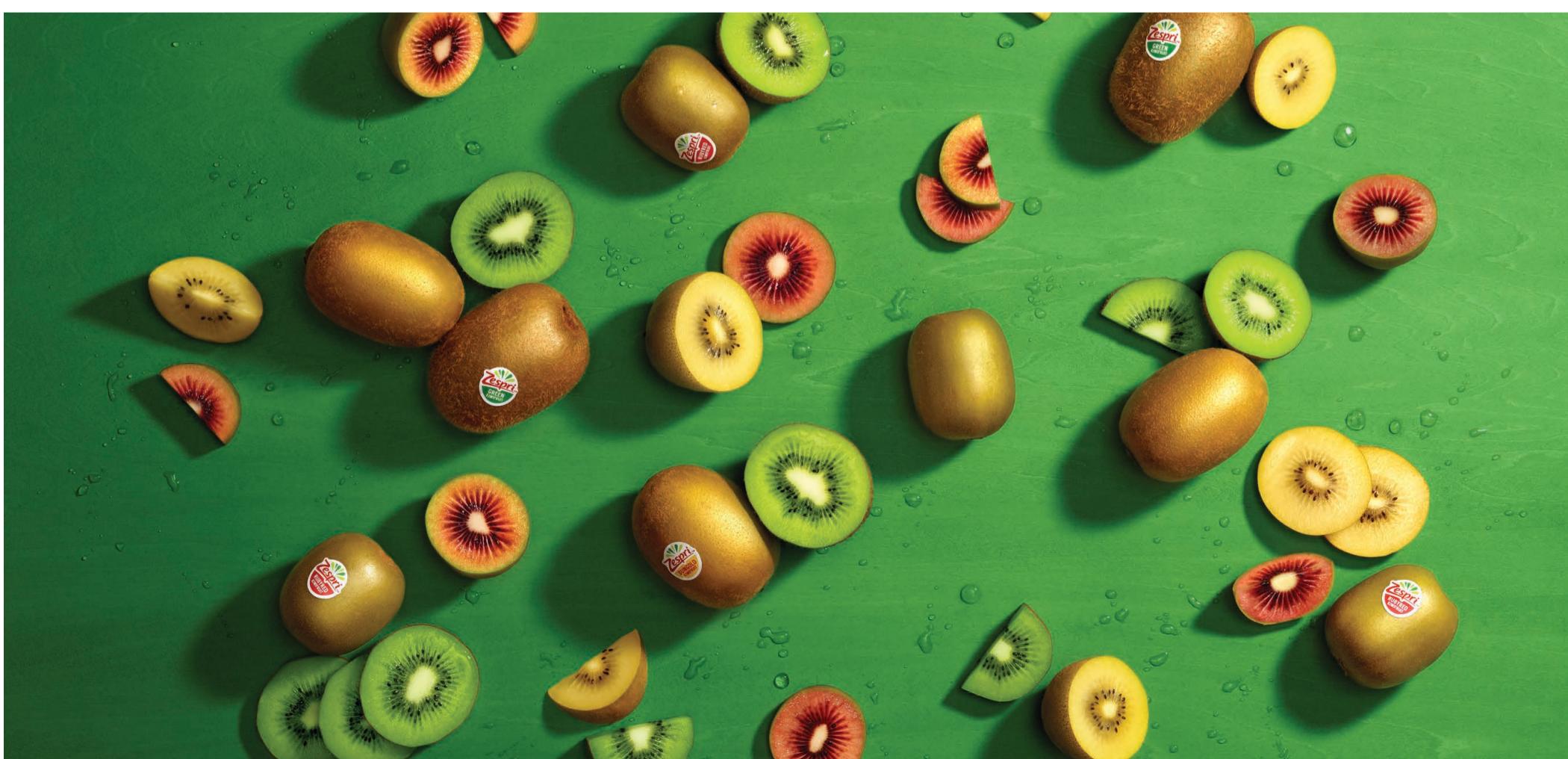
Approved per tray progress payments for 15 August 2023:

Class 1	
Zespri Green	\$0.30
Zespri Organic Green	\$0.30
Zespri Gold3	\$0.14
Zespri Organic Gold3	\$0.14
Zespri Red19	\$2.39
Zespri Green14	\$1.00

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

Indicative per tray progress payments for 15 September 2023:

Class 1	
Zespri Green	\$0.15
Zespri Organic Green	\$0.14
Zespri Gold3	\$0.19
Zespri Organic Gold3	\$0.12
Zespri Red19	\$2.37
Zespri Green14	\$0.55



# INTRODUCING OUR ORCHARD CARBON FOOTPRINT CALCULATOR

Zespri has developed a tool to help growers measure greenhouse gas emissions (i.e. carbon footprint). The tool which was launched at Fieldays in June will also allow growers to compare their carbon footprint to that of others, and to identify areas where they might be able to reduce emissions.

The carbon footprint of a kiwifruit orchard is comprised of emissions resulting from the manufacture and/or use of the following: fertilisers and compost, sprays, energy (fuel and electricity), waste and capital (anything used to support or protect the crop i.e. pergola structure and artificial shelter). The web-based tool enables growers to identify which of these are the biggest sources of emissions for their orchards.

This is the first version of a tailor-made tool for our industry. We encourage all growers to test it and send us feedback so we can improve the tool as we move forward. The next version of GAP will include "recommended" control points related to knowing and managing orchard emissions, and this tool will be useful for that. The tool is accessible via Canopy here: Canopy > Zespri & The Kiwifruit Industry > About Zespri > Sustainability.



For more information about the tool, contact [sustainability@zespri.com](mailto:sustainability@zespri.com).



## GROWER TRIALISTS SHARE THOUGHTS ON HOW TO LOWER EMISSIONS

Increasingly, customers and consumers are wanting products which are better for the planet and have a lower footprint. To that end, Zespri is undertaking a Carbon Neutral Trial which aims to understand how we can further lower carbon emissions from orchards, supply chain, and into market.

A committed cohort of 19 growers and three packhouses are involved in the trial and Zespri is working with them to understand, measure, and reduce their emissions. The growers have just completed the first season of the trial in which they measured their baseline emissions, have submitted emissions reductions plans, and are now implementing plans to reduce their emissions in the second season. Recently, growers involved in the trial met on an orchard in Pukehina to share their thoughts and experiences so far.

Growers have been exploring options such as:

- Reducing tractor and therefore fuel use, by reducing mowing and the application of foliar sprays. Fuel use and fertiliser use will be the biggest sources of emissions for most.
- Reducing weed spraying and associated fuel use
- Reducing or optimising nitrogen inputs (which result in the production of the greenhouse gas, nitrous oxide, when it is converted in the soil)
- Reducing or eliminating compost applications (as this also results in nitrous oxide)
- The use of precision horticulture to measure soil nutrient variability across the orchard, to target fertiliser applications
- Installing solar panels
- Electric machinery alternatives e.g. mower, tractor, pumps etc.

Growers also identified challenges to overcome:

- Indirect emissions (emissions associated with purchased goods and services)
- Availability and supply of lower carbon inputs/fertilisers and more locally produced products
- Continuing to change mindsets, to shift to practices that result in lower emissions



Grower trialists check out the electric mower from Mean Green Mowers at the Zespri Carbon Neutral Field day.

- Regulatory – currently being unable to include sequestration or count removals by plants/soil in the orchards.

Among the feedback, growers highlighted a need for continued leadership and collaboration throughout the industry to drive the importance of reducing emissions, overcoming barriers and help drive demand for carbon-friendly techniques and inputs. They also discussed the importance of management continuing to support those on the ground wanting to make changes.

If you are interested in learning more about this project or how to measure and reduce emissions, email [sustainability@zespri.com](mailto:sustainability@zespri.com).

## PIONEER OF THE WORLD'S FIRST 100% ELECTRIC, ZERO FOSSIL FUEL ORCHARD TO SPEAK AT ZESPRI

AUG  
31

At the end of August, Zespri will be hosting Mike Casey, the visionary owner of Forest Lodge Orchard, the world's first 100 percent electric, zero fossil fuel orchard (cherry). Mike will share his knowledge and passion for decarbonising, the challenges, and how he overcame them.

This session is open to all growers, suppliers, and Zespri staff, and will be held at Zespri on 31 August from 5pm to 7pm. Drinks and nibbles will be provided as well as the opportunity to chat to Mike.

To attend, please register here before Friday 25 August: <https://tinyurl.com/v2z2vtye>. Places will be limited due to space.

To learn more about Mike's Journey, check out this video: <https://www.ruraldelivery.net.nz/posts/Forest-Lodge#>



## PEST PREVENTION INFORMATION – WATCH YOUR INBOX!

Zespri's Orchard Quality Services team (pre-harvest) has been working on a new 'Pest Prevention document' which will be emailed to our MSOs and Orchard Managers in the coming weeks.

The purpose of this document is to inform you of what pests have been found and identified during packing to help with clarifying management options on orchard. It will also indicate which markets the fruit could and could not go to, along with the estimated difference in price the pool receives, due to loss of market access.

We realise this information hasn't been shared as widely as we would have liked in the past and we'd like to be more transparent about how pests can affect the return the pool receives for those trays.

Along with information on best management options, there will be links to supporting documents should you seek further information.



## PROTECTION FROM HAIL: CHECK IF YOU'RE COVERED

While the Zespri Pool Distribution Policy for Hail Damage provides some protection to all growers, additional measures could be considered to assist with reducing the impacts of hail losses, or for providing extra financial support should your orchard be struck.

As the Zespri Policy does not provide full compensation against hail losses, growers who seek a higher level of compensation from losses can consider:

- additional available private hail insurance options
- discussing with your insurance advisor about parametric options (an alternative to traditional insurance that offers pre-specified payouts based on specific criteria being met)
- discussing with grower entities about entity level covers where available.

Hail nets over canopies are also an available means for protecting the fruit and vines from hail.

Growers should closely examine the Zespri Policy and their risk exposure to hail events and be aware:

- The policy is for the loss of individual Zespri Class 1 Standard Supply Kiwifruit which is damaged by

having been directly struck by hail whilst on the vine and is unable to then meet Zespri export standards as a result of that hail strike.

- There is an applicable deduction (10 percent of potential yield of each variety) under the policy.
- The policy does not provide full compensation against hail losses.
- There may be additional costs or losses associated with a hail event that are not covered under this policy.
- In the event the aggregate amount of eligible Distributions for a variety exceeds the Maximum Aggregate Distributions limit per variety, then the total assessed Distributions will be pro-rated down.

For further details please refer to the Zespri Pool Distribution policy for Hail Damage included as an insert in this issue of *Kiwiflier* and updated for the 2024 season. You can refer to Canopy for more information.

If you have any questions, please contact the **Zespri Insurance team** ([insurance@zespri.com](mailto:insurance@zespri.com)) or **Grower Support Services** ([contact.canopy@zespri.com](mailto:contact.canopy@zespri.com) or 0800 155 355).



## MAXIMISING YOUR SPRING PSA SPRAY PROGRAMME

**Findings from a two year Plant & Food Research Psa control trial, across multiple high-risk Hayward orchards, evaluating a number of Spring spray programmes from budburst to flowering stage, have just been released.**

The objective of the programme was to see if efficacy could be maintained without the use of bactericides during the high risk spring infection period. From a long-term Zespri brand perspective, it would be preferable to move away from

bactericide use, and this is also a personal preference for many growers.

The table below shows the programmes that, when averaged over sites and years and symptoms, consistently performed the same, or better, than those using bactericides.

Psa pressure over the trial was considered low to moderate depending on site and year. It should be noted that growers continued their own Psa programme across all treatments outside of the budburst to flowering stage.

PROGRAMME NAME	TIMING						COST PER HECTARE
	Bud Burst	Spray 1 (shoots ~5cm) Early October.*	Spray 2 (Buds visible but no peduncle) Mid-October*	Spray 3 (Peduncles elongating) Late October*	Spray 4 (Sepals separating)	Spray 5 (Corolla visible to balloon stage)	*Product only - retail cost (2022) per treatment of three sprays in October
"Actigard®/ Kocide® Opti™ twice + Ambitious 10SL®"	Champion++®	Actigard® / Kocide® Opti™	Ambitious 10SL®/ Kocide® Opti®	Actigard® / Kocide® Opti™	Champion++®	Aureo® Gold	\$896
"Actigard®/ Aureo® Gold twice + Ambitious 10SL®"	Champion++®	Actigard®/ Aureo® Gold	Ambitious 10SL® / Aureo® Gold	Actigard®/ Aureo® Gold	Champion++®	Aureo® Gold	\$1,253
"Aureo® Gold - BOTRY-Zen® twice + Champion++®"	Champion++®	Aureo® Gold / BOTRY-Zen®	Aureo® Gold / BOTRY-Zen®	Champion++®	Champion++®	Aureo® Gold	\$786

## SO, WHAT DOES THIS MEAN PRACTICALLY?

- Spring Psa control programmes should be tailored to sites based on variety, weather and historical pressure.
- Using a range of products through the high risk spring period can give good control and reduces the risk of bactericide or copper resistance developing.
- A mixed product programme is likely to provide higher level of control than one based on copper alone.
- Using non-copper products in a programme will both reduce copper build up in the soil, and the likelihood of generating copper-tolerant Psa.

- Biologicals, as part of a multi-product programme, offer the opportunity to reduce copper and bactericide use, albeit at a greater cost.
- Inclusion of Ambitious 10SL® in a pre-flower programme, can improve fruit size in Hayward with an associated small reduction in dry matter.
- Pre-flowering trunk girdling is a proven technique for lowering flower bud infection in spring but should only be used on healthy vines.

- This research was done on Hayward, but learnings should be applicable to Gold3 and Red19. NOTE: The use of pre-flowering Ambitious 10SL® is only registered for use on Hayward.

**NB:** The full report will be available in September, findings have been released early to ensure utilisation for the Spring 2023 Psa period.

# GLOBAL EXTENSION TEAM *updates*

## THE MONTH AHEAD: AUGUST

WINTER CHILL

MANAGING STRESSED VINES

NITROGEN FERTILISER SENSE CHECK

ADDITIONAL RESOURCES



WINTER CHILL

Winter chill for most growing districts is tracking similar or behind last year, which was a typically warm winter. While chill accumulation will continue through August, the accumulated chill so far could be raising concerns especially for Hayward, which is more reliant on good chill for adequate flower numbers.

The Zespri Weather & Disease Portal on Canopy (accessible via the KVH website), has a section where winter chill units from various weather stations are recorded. You can search by station and date to compare chill units from previous seasons.

Winter chill can be used to help with several winter decisions including the timing of bud break enhancement sprays, and calculating the target number of buds per m<sup>2</sup> to tie down.

Remember, temperatures across May and June affect budbreak date, whereas chill across June, July, and August impacts the number of flowers.

For more on winter chill and other topical orchard considerations, have a listen to 'The Season Ahead 2023', the latest episode of the KiwiChat podcast, hosted by Zespri Head of Global Extension, Shane Max and Zespri Global Trials & Data Insights Manager, Sonia Whiteman. You can find KiwiChat on Canopy or via the link in the 'Resources' section below.



MANAGING STRESSED VINES – DRAINAGE

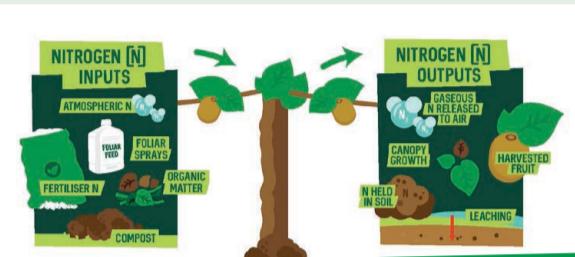
Short, dark, easily disintegrated or few white/light brown feeder roots could mean trouble.

The way to check plant health is to start at the roots. Dig around a few struggling vines and look at the roots. If the roots are short, dark, and easily disintegrated, with no or few white/light brownish feeder roots, your vines are likely to be in trouble for the coming season. This will tend to occur for two reasons, a high water table, or soils with poor natural drainage. In some places both of these have happened this year.

For long term success, addressing these issues is required. This can include subsurface drainage, surface drainage (such as hump and hollowing) and addressing soil compaction through ripping, compost applications and ground cover establishment.

See an agricultural engineer to check your drainage options and to evaluate which will give you the best return in the short and long term.

A handy resource with further insight on vine health, *KiwiTech Bulletin N101: Stressed Vines*, is available on Canopy and via the link in the 'Resources' section below.



NITROGEN FERTILISER SENSE CHECK

If your soil or vine health has been affected by extreme weather, consider adapting your usual fertiliser and cropload management tactics this year.

Some vines may need less fertiliser, while others may need more, or a more targeted application approach.

Be sure to talk through your latest orchard situation, test results, and overall nitrogen balance with your fertiliser advisor ahead of confirming this season's fertiliser recommendations.

Your nitrogen balance should consider nitrogen inputs (N) from compost, fertiliser, foliar and budbreak enhancers (if significant), removals from harvested fruit, and what gets recycled from leaf fall and prunings.

GAP specifically requires that fertiliser use is rationalised based on crop need. Including a nitrogen balance or other justification notes in your recommendations can help demonstrate this.

Also encourage your fertiliser advisor to help you improve nitrogen efficiency through their recommendations on fertiliser type, timing, rate and placement. This can help you to optimise production, save on fertiliser costs, and play your part in caring for local waterways.

Refer to the table below for indicative values of fruit nutrient removal from harvested vines that may be handy for nutrient budgeting.



## RESOURCES

For more information, check out the following resources on Canopy:

- [Canopy > Growing Kiwifruit > PSA > Zespri Weather & Disease Portal](#)
- [Canopy > Growing Kiwifruit > Global Extension Team > KiwiChat Podcast](#)
- [Canopy > Zespri & the Kiwifruit Industry > KiwiTech Bulletins > All Bulletins > N101 – Stressed Vines](#)
- [Canopy > Growing Kiwifruit > Orchard Management > Nutrition, Soil & Water > Plant Nutrition & Nitrogen](#)

## INDICATIVE VALUES OF FRUIT NUTRIENT REMOVAL FROM HARVESTED VINES

Export yield (trays/ha)	Harvest yield incl. rejects	Export yield (tonnes/ha)	Kg/ha nutrients removed in harvested kiwifruit (HW & G3)							
			N	P	K	S	Ca	Mg	Na	
6,000	6,600	21	35	10	79	5	6	7	1	
8,000	8,800	28	46	13	106	7	8	10	2	
10,000	11,000	35	58	16	132	9	10	12	2	
12,000	13,200	42	69	19	159	10	12	14	2	
14,000	15,400	49	81	22	185	12	14	17	3	
16,000	17,600	56	92	26	212	14	17	19	3	
18,000	19,800	63	104	29	238	16	19	22	4	
20,000	22,000	70	116	32	265	17	21	24	4	
22,000	24,200	77	127	35	291	19	23	26	4	

NOTE: Indicative fruit nutrient removal values from mature vines. Hayward and Gold3 approximate average industry yields for 2020 are highlighted in green and yellow respectively. NB: These are indicative values only, refer to p.3 of 'NK43 Four steps to smart fertiliser use' for assumption details.



# ZESPRI GLOBAL SUPPLY UPDATE

## ZGS GROWERS SHARE KNOWLEDGE ACROSS THE REGIONS: *Grower Tours in Italy*

Early summer is the best time for Northern Hemisphere growers to escape their orchards and visit other growing regions to learn, discover and connect.

This year, our Italian teams were pleased to be able to organise and host three different tours in Italy from mid-June to early July.



### GREEK PRE-COMMERCIAL GROWERS OF ZESPRI SUNGOLD KIWIFRUIT IN CALABRIA

During two full days at the end of June, nine growers and technicians from Greece where Zespri SunGold Kiwifruit is in trials, had the chance to meet growers and visit some of Calabria's Zespri SunGold Kiwifruit orchards.

The days were packed with visits to highly productive orchards and interesting conversations about canopy and crop load management. The focus was on how fast orchards can be established, using strings to grow leaders for example, while making sure the plants are strong enough to carry a good first crop and growing nice replacement canes for the following year.

Greek growers were really impressed by how rich the soil is in Calabria and the high yield potential. As always, it is also important to learn from others mistakes, and they appreciated the humility from one grower who shared his learnings from a salinity issue experienced on his orchard.

Zespri Pre-Commercial Variety Lead Riccardo Spinelli says: "Building connection among growers and technicians is of enormous value for the Zespri community".

He was particularly impressed a few days after the tour when he heard that Panos, a supplier technician, went visiting another supplier who is located a short drive away from him to help and advise him.



Greek growers in a Calabrian orchard.

### FRENCH ZESPRI SUNGOLD KIWIFRUIT GROWERS IN VENETO

The French Grower Tour in Veneto occurred in the last week of June for two and a half days with 23 growers and technicians. The team from Italy and France had organised visits and technical conversations focusing on three main topics: best practices for high productivity, KVDS, and Gold3 on Bounty establishment.

The Veneto region was chosen for the tour because the climate is more similar to that in France. Soils are shallow meaning that growers have to be expert in water and nutrition management.

There were many learnings and insightful moments for the French growers that they want to explore further and possibly implement in their orchards. This includes trying artificial pollination in addition to using bumblebees, using fertigation, increasing organic matter inputs, and speeding up the establishment of orchard with Bounty rootstock.

Commenting on the tour, one grower said: "It was a convivial, technical trip. It was nice to be able to take the time to talk with fellow French growers in a context of learning and sharing. Exchanging with Italian growers on agricultural practices is a chance to learn more quickly and to be convinced by face-to-face examples, such as seeing Bounty71 rootstock in real conditions. Why not come back in two years' time to see how it's evolving?"

As expected when visiting Italy, there were many lovely and delicious occasions to discover Italian food which allowed growers, technicians, and the Zespri team to build stronger connections.



French grower tour in an orchard with Bounty71 rootstock discussing innovation tactics in regard to combatting KVDS.

### JAPANESE SUNGOLD GROWERS IN LAZIO

The first ever Zespri Asian grower tour to Europe took place in Latina, Italy in early July with a group of Japanese growers.

Italian orchards have many similarities with Japanese ones from an environmental point of view, such as climate and soil, as well as shared problems such as KVDS and the switching of rootstock varieties. The tour was a great opportunity for the participants to exchange opinions with Italian growers.

The tour focused on four key areas: high performance in adverse soil conditions, how to manage the orchard to the conditions, how to deal with KVDS, and the business model employed in a large scale orchard.

Due to the KVDS issue, some Italian growers have switched to bounty rootstock varieties, some have dug the middle of the row and installed drainage pipes to encourage drainage, some have used sprinklers and drip irrigation for the irrigation system, and T-bars have been adopted to reduce workload and hours.

One grower noted: "I have learnt a lot during the tour, it was a nice experience. The situations in Japan and Italy are similar, so I think we should have more connections and try to learn more from each other."

Growers discussed various theories and solutions and are looking forward to exploring how these can be implemented on their own orchards in Japan to produce more fruit.



A Japanese grower discusses soil management in the innovation trial orchard.

## THE POWER OF GROWER TOURS

Since the development of Hort16A in the ZGS countries, and now with Zespri SunGold Kiwifruit and maybe Zespri RubyRed Kiwifruit in the future, many grower tours are organised for northern hemisphere growers to New Zealand.

The tours are always a success, growers are really impressed by what can be achieved, and are eager to discover the Zespri system. They also enjoy learning from strong science-based information, for example

from Plant & Food Research or from the Kiwifruit Breeding Centre, to understand the development of new cultivars. This information is crucial to keep the trust of growers and the enthusiasm with the Zespri system.

The new tours within the northern hemisphere, provide growers the opportunity to learn from their ZGS counterparts, often with environmental conditions more closer to their own compared with that in New Zealand.

And if you ask any grower who has experienced a Zespri grower tour, one of their highlights is always the connections they make - they really appreciate the kindness of the hosting growers and their willingness to share knowledge and experiences. Those connections last long after the actual tour - through messages, calls, orchard visits, and ongoing support to each other.

Learning by sharing!

# HANDY HINES DOMINATES BAY OF PLENTY YOUNG GROWER TITLES



All-round supremacy has seen Ōpōtiki orchard manager Sydney Hines named Bay of Plenty Young Grower for 2023 at the awards ceremony in Mount Maunganui.

The 24-year-old captured the title at her first attempt, dominating the practical tasks and impressing the judges with a speech on biotechnology, securing a spot at October's national finals in Pukekohe.

In front of her proud family and with Minister of Education Jan Tinetti presenting the award, Sydney headed off seven other strong contenders, winning five of the 10 tasks, with Southern Cross Horticulture's Ashdon Reid taking out two and finishing runner-up.

"All the tasks had a few things that stumped me a little bit and the only one I was reasonably confident on was the 'day in the life of an orchard manager' test, which they said I was the first one to get through it all," a jubilant Sydney says.

"I definitely wasn't expecting to get up on stage that many times – I was really surprised to win the speech competition and just overwhelmed to win overall. It's a really good feeling."

Raised in Mangakino on a third-generation dairy farm, Sydney has spent the past two years working for Sybton Horticulture, an orchard management company with interests in the Eastern Bay and Northland. She also provides technical support and compliance advice, helping oversee 35 hectares of avocados and around 240 hectares of kiwifruit, mostly around Kerikeri and Ōpōtiki.

With a Bachelor of Commerce from Massey University, she is also putting the finishing touches on a post-graduate diploma in horticulture science through Lincoln University.

The day-long competition, at both Mount Maunganui College and Mercury Baypark, saw contestants complete an array

of tasks, such as tractor-backing and loading, soil moisture management and biosecurity theory.

As well as a new chainsaw and the \$1500 first prize, Sydney also grabbed a \$2500 Upskilling Committee scholarship.

Erin Atkinson, chair of the Bay of Plenty Young Growers, says the standard of contestants continued to rise.

"It's been a tough year for many Bay of Plenty growers but the young industry talent coming through has certainly provided a bright spot," she says.

"That youthful injection of talent and enthusiasm is vital to the future of our horticulture industries and we're delighted to be able to showcase them again this year."

Sydney will go on to compete in the national Young Grower of the Year finals in October, run by Horticulture New Zealand, against regional champions from Pukekohe, Gisborne, Hawke's Bay, Nelson, and Central Otago.



Sydney Hines receives the Bay of Plenty Young Grower of the year trophy from Minister of Education Jan Tinetti. Photo by Andrew Warner.

## BOPYG WINNERS

**Power Farming trailer backing challenge:** Ashdon Reid (Southern Cross Horticulture)

**NZ Avocado soil moisture management:**

Damian Clark (Prospa)

**Farmlands 'a day in the life orchard manager':**

Sydney Hines (Sybton)

**The Apata Green Grocer:** Sydney Hines

**Horticentre agrichemical safety:** Sydney Hines

**KVH biosecurity theory:** Sydney Hines

**Fertco nutrient activity:** Josh Collier (Seeka)

**ASB Innovation award:** Ashdon Reid

**Mayston Partners orchard performance report:**

Jack Tortoiseshell (DMS)

**Holland Beckett Law speech competition:**

Sydney Hines

**Upskilling Committee scholarship:** Sydney Hines

**Overall winner:** Sydney Hines

## SYMPOSIUM PROGRAMME OUT NOW – YOU WON'T WANT TO MISS THIS

We've released the full programme for our August Biosecurity Symposium, featuring a great day-and-a-half of interactive guest presentations – including a Trans-Tasman guest discussing the fruit fly responses our closest neighbours are currently managing – and an exclusive immersive response event.

Register now to save your spot for each day. There's also the option of joining us for a social dinner the first night.

On day one, Thursday 10 August, we'll all take part in an immersive biosecurity exercise where we team up in the room to respond to the finding of a high-risk pathogen on a kiwifruit orchard, learning how Biosecurity New Zealand conduct responses and how Onsite technology could help speed up response actions.

In the event of an incursion, the goal is to reduce impact and increase the likelihood of successful outcomes. We know that one of the biggest challenges we'll face is knowing where the disease, or pest is. Which orchards? Which nurseries? Has it spread to more than one growing region?

As we work in our groups through the response phases, we'll get to use sample traceability data and most importantly, see firsthand how it helps make effective and efficient response decisions – especially around things like zoning, surveillance locations, and priority areas for potential new locations.

On day two, Friday 11 August, we'll focus on the ways we are adapting to change as an organisation and industry, to ensure we



continue to manage biosecurity risks and are resilient against our biggest pest and disease threats.

We'll have a guest presentation from Desi Ramoo, Director Better Border Biosecurity, on how global change could impact New Zealand's plant biosecurity system and how we can use the outcomes of current and future research to manage these impacts.

Other sessions will cover what is out there that we need to prepare for, and how do we prepare for it? What impacts will changes in climate continue to have, and how do we know what's on the horizon? How are we innovating and using science to create tools for change?

There will also be demonstration stations and plenty of opportunities for networking, making this an interactive and interesting biosecurity event bringing the kiwifruit, biosecurity, science, and government sectors together.

**REGISTER HERE:** <https://kvh.org.nz/about/kvh-symposium>

Check out the full programme here: <https://kvh.org.nz/assets/images/KVH-Biosecurity-Symposium-18072023.pdf>

## SMALL HIVE BEETLE SURVEILLANCE PROJECT



Calling all beekeepers! Biosecurity New Zealand are on the search for volunteer hives to participate in the small hive beetle surveillance project.

Small hive beetle is a pest of honey bees native to sub-Saharan Africa where it is easily managed. Small hive beetle is not in New Zealand but is now present in many other countries around the world and has been in Australia since 2002. The beetle forces beekeepers to change their beekeeping practices and adds costs. For example, small colonies or stored honey supers become vulnerable to attack and devastation by the beetle.

Any sightings of small hive beetle should be reported as soon as possible to Biosecurity New Zealand by using [the online report form](#) or by calling the pest and disease hotline on 0800 80 99 66.

The small hive beetle surveillance project aims to make volunteer beekeepers more aware about this exotic pest, and to involve them in surveillance for it by maintaining traps for the beetle in sentinel apiaries throughout New Zealand. If the beekeepers come across any suspect organisms during their routine checks, they will report these to Biosecurity New Zealand right away. The beetle traps and hive stickers are all supplied by Biosecurity New Zealand.

Early detection of the small hive beetle, and other bee pests and diseases, is an important part of our biosecurity system. If you own hives and would like to participate in the project, get in touch with the small hive beetle team at [Bee.Coordinator@mpi.govt.nz](mailto:Bee.Coordinator@mpi.govt.nz) to get involved or learn more.

## REMINDER TO REMOVE UNPICKED FRUIT

Growers are reminded that unpicked kiwifruit should be removed from vines to help limit wild kiwifruit plants establishing in nearby areas, especially around native bush, or forestry.

Fruit ripening over the winter months provides a food source for birds (such as the wax-eye/tauhou) that then spread

seed through their droppings, together with a small fertiliser package. A proportion of this seed can readily germinate.

Unpicked fruit needs to be dropped to the ground and mulched. This prevents mass-feeding by birds over the entire winter period.

Read more about the small hive beetle surveillance project here: <https://www.mpi.govt.nz/biosecurity/how-to-find-report-and-prevent-pests-and-diseases/bees-biosecurity/small-hive-beetle-surveillance-project/>

The exotic pest and disease online notification form can be found here: <https://report.mpi.govt.nz/pest/>

# Q&A FROM THE FIELD

## KEY CONTACTS:

**Grower Engagement Manager:**  
Sue Groenewald 027 493 1987

**Grower Relations Manager:**  
Malkit Singh 027 665 0121

**Organic Supply Specialist:**  
Teresa Whitehead 027 257 7135

**Grower Liaison Managers:**  
Sylvia Warren 022 101 8550  
Brad Ririnui 021 757 843  
Richard Jones 027 255 6497

## How are Independent Directors chosen for the Zespri Board?

As provided for in Zespri's Constitution, Independent Directors are selected by the Zespri Board, which is different to Grower Directors who are nominated and elected by shareholders. The Board is aware of the importance of the role of Independent Directors and seeks to find individuals with the necessary skills and experience required to complement the existing strengths and competencies of the Board. An external recruitment specialist is engaged to conduct the search and the short list of candidates is provided to the nomination panel consisting of one independent director, the Chairman, and the Deputy Chairman. At the Annual Meeting, there is a vote to endorse the recommended independent director. Growers wishing to stand as Grower Directors have the opportunity to do so each year at the Annual Meeting.

## My shares are held in the name of a company (i.e., Ltd or Limited) or other incorporated entity. How do we vote at the Zespri Annual Meeting?

You are classed as a corporate shareholder. Corporate shareholders who wish to vote at the meeting must appoint a proxy at least 48 hours prior to the Zespri Annual Meeting. The 2022 Annual Meeting will be held at 1pm on Wednesday 23 August at Mercury Baypark, 81 Truman Lane, Mount Maunganui. Alternatively, you can vote via postal voting or online voting ahead of time. Computershare Investor Services Limited is authorised to receive and count postal votes at the meeting, independent of Zespri. For more information, contact Zespri Share Registry Officer, Elisa Tereapii on 0800 155 355.

## I missed the Shed Talk in my region, who can I talk to give my opinions?

The Shed Talks were held over the past month and covered topics such as Engagement, Quality Report, and Share Alignment, and also included a 'Listening Post'. A full wrap up of the Shed Talks is provided in this issue, and you can also check out our June/July issue of *Kiwiflier* which included a quick re-cap. If you missed out on attending, your local Zespri Grower Liaison Manager can catch up with you to get your opinions on any topics. We're always keen to hear grower opinions (not just at Shed Talks) and we encourage you to contact your local Grower Liaison Manager to share your views. To get in touch with your Grower Liaison Manager, please contact the Zespri Grower Support Services line on 0800 155 355 to be connected to them, or use the numbers provided at the top of this column.

## What do I need to do in regard to my neighbours during spray season?

Observing safe spraying practice and meeting all of our obligations in regard to spraying is critical. Please ensure all neighbours are notified of any spraying taking place. Non-notification is the number one reason we receive complaints from our community. Please ensure you have up-to-date contact details of all neighbours you are required to notify.

## What's behind the maturity sampling costs and why are they more expensive than a few years ago?

The maturity sampling costs are indicative of an economy which has seen rising inflation, labour shortages, and elevated fuel costs year on year. Additionally, we strive to provide the industry with an independent service offering that is safe for our samplers in the field – this means careful consideration is given to how samples are allocated and how samplers are moving to, on and back from any orchard. We continue to work closely with our suppliers to deliver services based on requirements that are set to the right standards of delivery. We currently have six service providers, and all providers are selected after a comprehensive procurement process of which NZKGI are on the panel on behalf of growers, prior to being signed off by the Zespri Board.

## I am interested in grafting some of the new pollination males onto my Gold3 orchard. Where can I find out more information regarding the variety and timing?

For more information on the four new males that time earlier than M33, check out our Canopy website. Visit the following link to go directly to the information page: <https://canopy.zespri.com/EN/industry/pubs/need-knows/Documents/NK032.pdf>

## How can I get hold of some male budwood to graft into my orchard this year?

Contact Rob at the Zespri Budwood Coolstore for more information regarding the males and availability of the varieties this season. These males are usually distributed in the re-grafting period of November, unless we have excess availability towards the end of the winter graft window.

Please email [budwood@zespri.com](mailto:budwood@zespri.com) for enquiries regarding males.

## If the orchard is leased, can both the lessee and the landowner each own six shares per one tray of historical production each from the KPIN?

The share entitlement is a total of six shares per one tray of average historical production for each orchard. Both landowner and lessee are able to purchase shares based on the production from the orchard up to the maximum share entitlement (6 shares per tray). The landowner has the priority to own the shares over the lessee, but if the landowner does not take up the full 6 shares to 1 tray entitlement, any balance can be taken up by the lessee once the landowner's shareholding has been taken into account. Any shares owned by the lessee that are in excess of the maximum will be considered to be "overshared" and the lessee will be required to sell the overshared portion within three years. For more information on priority and subsidiary holdings, please call the Grower Support Services team on 0800 155 355 and ask to speak to the Share Registry Officer.

# 2024 BALLANCE FARM ENVIRONMENT AWARDS: *Registrations now open*

Entries for the 2024 Ballance Farm Environment Awards are now open.

The Ballance Farm Environment Awards is an annual awards programme run by the New Zealand Farm Environment Trust.

The purpose of the Awards is to celebrate farmer and grower achievement, showcase good practice to other farmers and growers and to share positive farming and growing stories with all audiences.



To enter, fill out the form here: <https://nzfeawards.org.nz/apply-now/>

If you'd like to nominate someone for the awards, click here: <https://nzfeawards.org.nz/nominate-an-entrant/>

Entries close October 2023.

# 2023 SHED TALKS: THANKS FOR THE FEEDBACK!

Zespri's second series of Shed Talks has just wrapped up, and it was great to bring together so many people from our kiwifruit growing community. We held 16 Shed Talks across 13 regions, with approximately 400 people participating.

Some great discussions were had and perspectives collected which are now being sorted and distilled into actionable insights which will help shape initiatives for the new season and beyond.

Feedback received via the Fruit Quality Reporting station is directly shaping the content and layout of reports to give growers visibility of how their fruit is performing quality-wise. These reports, which we are working on with NZKGI and post-harvest representatives, will be made available to growers later this year.

The comments received via the shareholding and alignment station is also feeding directly into a project that is considering potential solutions to encourage better share alignment in the future.

The third station on improving grower engagement and connection received more than 1,000 comments and votes for the initiatives presented and these are currently being consolidated. Work on this is ongoing, to implement the initiatives that are most valuable to the grower community. Note that while change will start to happen soon, it will be in small

manageable stages, and in conjunction with other projects such as the new, upgraded Canopy website which is currently under development.

The Listening Post offered a chance for participants to share what topics were on their minds and the messages they thought Zespri needed to hear. The top four most prevalent topics coming through included the future of Hayward and the Green category, harvest and maturity clearance challenges and costs, uncertainty about the future - including the management of increased volumes coming - and grower returns and incentives. There was also considerable discussion on GAP and compliance and Zespri's role to simplify these where possible. Overall, there was a wider range of topics raised and differences across regions which have all been captured and are being fed back into industry leadership groups, and where applicable, into projects and review groups.



We thank everyone who hosted us and attended this round of Shed Talks. The format has been well received with strong, positive feedback from all regions. We are looking forward to continuing the conversations with our kiwifruit growing community.

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

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