



**P4: LICENCE RELEASE
NEXT STEPS**



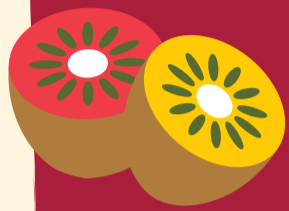
**P5: FRUIT
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**P6-7: FROM
THE MARKETS**



**P12: FROM
THE FIELD**



2026 LICENCE RELEASE AUCTION RESULTS

The 2026 licence release auctions have now concluded, including the first-ever release of Red80 licence.

This year's release comprised three licence pools, as follows:

- 50 hectares of Red80 Restricted licence
- 50 hectares of Red80 Unrestricted licence
- 400 hectares of Gold3 Unrestricted licence

The 2026 licence release programme marked a significant milestone with the completion of the first-ever Red80 licence auctions, delivered through the online open ascending-price auction mechanism.

The Red80 Restricted Pool, available exclusively to existing Red19 licence holders wishing to cut over to Red80, allocated 49.20 hectares at a closing price of \$70,000 per hectare (excluding GST) after 12 rounds of bidding. This was followed by the Red80 Unrestricted Pool auction, open to all registered bidders which attracted strong demand and resulted in 50.73 hectares being allocated to 22 bidders at a closing price of \$457,000 per hectare (excluding GST) after 16 bidding rounds.

The Gold3 Unrestricted Pool auction concluded the 2026 licence release, allocating 416.78 hectares at a closing price of \$684,000 per hectare (excluding GST), compared with \$561,000 per hectare last year. After the first round of

bidding, licence was oversubscribed by 298.43 hectares at the starting price of \$421,000 per hectare, with the auction concluding after nine rounds of bidding.

Executive Officer – Grower and Industry Engagement, Tracy McCarthy, says the level of demand seen across this week's licence releases reflects grower confidence in the outlook for the industry.

"We've seen strong interest from growers, particularly in our red category following the first release of Red80 licence.

"Prices are set by growers through the open ascending-price auction mechanism, with the final price determined by demand on the day – this approach provides transparency by clearly signalling demand and price, while ensuring all successful bidders pay the same price for licence."

Initial auction results are summarised in the table below.



A more detailed breakdown of each auction will be published on the 'Buying a Licence' page on Canopy, including a regional breakdown of successful bidders and the distribution of licence by hectare range.

Growers with any questions about the auction process can contact the Zespri Licence Team on 07 572 6440.

	Red80 Restricted/Cutover	Red80 Unrestricted	Gold3 Unrestricted
Hectares available	50 hectares	50 hectares	400 hectares
Hectares released	49.2 hectares	50.73 hectares	416.78 hectares
Opening price (GST exclusive)	\$8,000	\$25,000	\$421,000
Final price (GST exclusive)	\$70,000	\$457,000	\$684,000
Total number of auction rounds	12	16	9

SEE PAGE 4 FOR KEY INFORMATION ON WHAT HAPPENS NEXT.

MV PONGA SETS SAIL ON MAIDEN KIWIFRUIT JOURNEY

The newest charter vessel to carry Zespri Kiwifruit from New Zealand, the MV Ponga, departed the Port of Tauranga in mid-April on its maiden kiwifruit voyage.

Delivered in 2025 by Zespri's long-term shipping partner Fresh Carriers Co., Ltd (FCC), the MV Ponga is the second vessel introduced as part of FCC's fleet renewal programme, following the Koru, which began shipping kiwifruit during the 2025 season.

In New Zealand, the MV Ponga was loaded with more than 1.5 million trays of Zespri SunGold Kiwifruit, along with a further 27,500 trays of Zespri RubyRed Kiwifruit, before setting sail for China.

The vessel was officially named at a ceremony in Japan late last year attended by Zespri CEO Jason Te Brake and his wife Emma Te Brake, who was asked by FCC to be godmother of the MV Ponga.

Zespri has worked closely with FCC over a number of years on its fleet renewal programme, including the introduction of improvements in fruit conditioning capability and enhanced technical data collection to support performance and quality outcomes.



The MV Ponga arriving into Tauranga.

20 AUG
2026

SAVE THE DATE: ZESPRI ANNUAL MEETING

Where: In person at Mercury Baypark, Mount Maunganui, or online

Time: 1 pm - 3 pm

SEE PAGE 2 FOR MORE DETAIL

IN THIS EDITION

LAS AND DAS: OFFER PERIOD OPENS 21 MAY

The Loyalty as Shares (LaS) and Dividends as Shares (DaS) offers will go ahead this month, with changes to the eligibility criteria.

SEE PAGES 2 AND 3

GREEN PRE-COMMERCIAL TRIALS UPDATE

CREATE
THE PRODUCT
PORTFOLIO OF
THE FUTURE

Join our Trial Orchard Field days from 12-21 May to hear more about the programme.

MORE DETAIL ON PAGE 4

A SOLID 2026 SEASON START

UNLEASH
BRAND-LED
DEMAND

Read about how Zespri Kiwifruit is making a splash across key markets in Australia, Vietnam, Italy, Japan, Greater China, and Korea.

SEE PAGES 6 AND 7

KEY ZGS UPDATES

TRANSFORM
GLOBAL SUPPLY

Our team in Europe share how the ZGS SunGold Kiwifruit season has closed on a high, showing strong volume growth and extended supply.

SEE PAGE 8 FOR MORE ZGS UPDATES

20 AUG
2026

SAVE
THE DATE:

ZESPRI ANNUAL MEETING

Zespri's Annual Meeting will take place on Thursday 20 August at Mercury Baypark, Mount Maunganui.

We're looking forward to seeing growers, in person. Shareholders will also be able to attend the meeting online and will have the opportunity to ask questions and vote remotely.

The 2025/26 Annual Report, the formal Notice of Meeting, along with Proxy Forms and information relating to the election of Directors and a shareholder member of the Director Remuneration Committee (DRC) will be sent to shareholders in July.

Shareholders are reminded to check their mailing address details are up to date. If you need to make any changes, please contact the Zespri Investor Relations team at shares@zespri.com.

DO YOU NEED TO APPOINT A PROXY?

If your shares are held in the name of a company or other incorporated entity and you wish to vote at the Annual Meeting, that entity must appoint an individual as a proxy to attend and vote on its behalf. This must be done at least 48 hours prior to the meeting.

Further details on how to appoint a proxy for the 2026 Zespri Annual Meeting will be included with the formal Notice of Meeting, to be sent in July.

Alternatively, the Companies Act 1993 also allows for a Standing Proxy to be appointed. A Standing Proxy is automatically appointed for up to five years, unless withdrawn earlier, and applies to all meetings of shareholders including Annual Meetings and Special Meetings.

By appointing a Standing Proxy, shareholders retain the option to vote in person or online for each meeting, while removing the need to make a separate proxy appointment for each meeting.

For more information or to request a Standing Proxy form, please contact:

- **Zespri Investor Relations Team:**
shares@zespri.com | 07 572 6402
- **Computershare:**
corporateactions@computershare.co.nz | 09 488 8777

Any changes to, or withdrawal of, a Standing Proxy must be signed by the shareholder/s and received by Computershare at least 48 hours prior to the relevant meeting.

NOMINATION FORMS

Nomination forms for Zespri Directors and a shareholder member of the Director Remuneration Committee, along with a form to request a hard copy of the Annual Report, will be available on Canopy in the coming weeks.



PUTTING KIWIFRUIT FRONT AND CENTRE AT PARLIAMENT

The Zespri Parliament function has become a standout fixture on Wellington's calendar – our annual opportunity to thank politicians, officials, and key partners for their support, and to celebrate the contribution kiwifruit makes to regional communities and the New Zealand economy.

Zespri and industry leaders visited Wellington in late March for two days of meetings and Zespri's annual Parliament function. The purpose of the annual function is to acknowledge the support of decision-makers and partners, and to keep building cross-party support for the policy settings the kiwifruit industry needs to keep growing.

More than 300 people attended the function, including the Prime Minister, Ministers, MPs, officials, and business stakeholders.

Key areas of discussion included highlighting the industry's contribution to New Zealand and our growth ambitions through Zespri's 2035 Strategy and how the government can enable this. We reinforced the need for consistent policy settings in areas including trade, labour and infrastructure to promote investment and support strong returns back to New Zealand.

There is good support for the industry in Wellington and a commitment to helping the industry to succeed.



Zespri Chairman Nathan Flowerday and Minister of Agriculture, Trade & Investment and MP for Te Puke, Hon Todd McClay.



Prime Minister Rt Hon Christopher Luxon addressing more than 300 attendees at the annual function.



Turi Ngatai and representatives of Tauranga Moana concluding a Mihi Whakatau with waiata.

LOYALTY AS SHARES AND DIVIDENDS AS SHARES UPDATES

21 MAY
2026

OFFER PERIOD OPENS 21 MAY

The Loyalty as Shares (LaS) and Dividends as Shares (DaS) offers will go ahead this month, with changes to the eligibility criteria. These initiatives are part of our plan to reach 80 percent of New Zealand growers owning shares in Zespri by 2035.

- **LaS:** Eligible growers will be offered the opportunity to receive their June loyalty payment (relating to our 2025 harvest season) as shares.
- **DaS:** Eligible growers will have the ability to reinvest their dividend payment as shares.

Growers and shareholders with one share or less per tray of production (a share ratio equal to or less than 1:1) at the end of the opt-out window on 24 June 2026 will be eligible for LaS and DaS this year. Further eligibility criteria applies, as set out in the offer documents. These are on Canopy here: [Canopy > Supply & operations > Your orchard business > Shares > Loyalty as Shares and Dividends as Shares](#). If you participated in 2025 or are considering participating this year, please review all the information available on Canopy to understand how these changes may affect your eligibility.

Eligible participation has been capped because during consultation growers told us they were concerned about

potential dilution from ongoing share issues and there was clear feedback to target the unshared and undershared to help manage this dilution while addressing the alignment gap to help deliver future value for the industry. Restricting eligibility helps manage the volume of new shares being issued and reduces the dilutionary impact, and ensures the initiatives are targeted where they need to be. Eligibility criteria will be reviewed each year.

All current Zespri shareholders should have also received a 60-day notice (including the offer documents) notifying shareholders of the proposed offer of shares under the LaS and DaS initiatives. For current shareholders, this was sent by Computershare Investor Services to the communication preference held by Computershare (an email address or a physical mailing address).

To check your Computershare communication information, contact Zespri who can check or call Computershare directly on 09 488 8777. All non-shareholder growers will receive a copy from Zespri. If you have not received a copy, contact the Zespri Investor Relations Team at shares@zespri.com and we'll get a copy of the 60-day notice and offer documents to you.

To help growers make an informed decision on whether to buy Zespri Group Limited shares, a **Product Disclosure Statement** is available on Canopy and on the Companies Office Disclose Register by searching for offer number OFR13848. You should always seek independent advice and do your own research before making any investment decisions. Offer documents for both LaS and DaS initiatives are live on Canopy as of 1 May 2026 which you can find on the 'Loyalty as Shares and Dividends as Shares' page.



AMENDMENT TO LAS AND DAS TERMS

As well as the change to eligibility criteria, the offer documents now clarify that if, for any reason, shares are not issued under the LaS and/or DaS initiatives, the relevant final instalment of the Loyalty Premium or net dividend which was to be applied under LaS and/or DaS will instead be paid to the grower or shareholder. That payment will be the only remedy available. This change provides greater certainty for growers, shareholders, and Zespri by clearly explaining what will happen if shares cannot be issued in a particular situation.

LOYALTY AS SHARES AND DIVIDENDS AS SHARES UPDATES

KEY DATES

1 May 2026	60-day notice sent to shareholders and offer documents available on Canopy.
20 May 2026	Board announces indicative strike price range based on the 2026 Independent Valuation.
8 am, 21 May - 5 pm, 4 June 2026	Zespri LaS/DaS offer period open. Applications open via the Industry Portal. Eligible growers may opt in to LaS and/or DaS or may opt out if they have been previously opted in.
15 June 2026	Loyalty payment 2 (cash payment for those not opting in to LaS).
17 June 2026	Strike price announcement date based on independent valuation.
8 am, 18 June - 5 pm, 24 June 2026	Opt-out window: Growers can opt out of LaS and/or DaS if they have opted in previously but don't like the strike price, or if they wish to leave LaS and/or DaS for any other reason.
Late June 2026	Decision on whether to proceed with a buy-back once LaS and DaS share numbers are confirmed.
30 June 2026	Loyalty payment (cash payment for those that have opted in to and then opted out of LaS). The GST component and rounding remainder will also be paid on this date for those that have opted in to LaS.
5 pm, 3 July 2026	Dividend record date (two weeks prior to the dividend payment). This is a snapshot in time of the Zespri share register which determines eligibility for the dividend.
13 July 2026	Zespri issues shares under LaS to those who have opted in.
17 July 2026	Zespri issues shares under DaS to those who have opted in and pays cash dividend to those who have partially opted in or haven't opted in.
Late August - September 2026	Proposed time range for buy-back to take place.

NOTE: These dates are current as at the date of publication but are subject to change.

FAQS

More information on the LaS and DaS initiatives can be found on Canopy on the Loyalty as Shares and Dividend as Shares page and in Zespri's Product Disclosure Statement for an offer of ordinary shares in Zespri Group Limited.

Please reach out to the Zespri Investor Relations team on 07 572 6402 or via email to shares@zespri.com if you need any support or further information.

Q. Will I get a notification when the offer period is open?

An email reminder will be sent to growers when the offer period is open and we'll be promoting this on Canopy too.

Q. When I receive my confirmation email advising I have successfully opted in to LaS or DaS is there anything else I need to do?

Yes, please check the details in your confirmation email are correct. Zespri will be in touch if we have any questions around your eligibility to participate and if we need to opt you out, we will communicate with you via email. If you don't hear from us, then you are opted in.

Q. Why is there an opt-out window?

Once the strike price is announced, there will be a period where you may choose to opt out if you don't want to accept the strike price amount or if your circumstances change and you no longer want to participate. You will need to opt out via the Industry Portal during the opt-out window from 8 am, 18 June 2026 to 5 pm, 24 June 2026.



CHECK YOUR 'OPT-IN' STATUS FOR LAS AND DAS

Growers and shareholders who opted in last year should check their LaS/DaS opt-in status, as eligibility has changed this year. The mid-April annual Measurement Statement updates historical production to include your 2025 trays, which may affect your share ratio and eligibility, so it's worth making sure you understand your current position.

NOT SURE WHETHER YOU'RE STILL ELIGIBLE FOR EITHER SCHEME THIS YEAR?

Get in touch with the Zespri Investor Relations Team at shares@zespri.com and we can confirm your status. It's the easiest way to check if you meet the updated requirements and to avoid missing out if something has changed (for example, your entity details or share ratio).

HOW TO OPT IN TO LAS AND DAS

If you have chosen to opt in to Loyalty as Shares (LaS) or Dividends as Shares (DaS) this year and you meet the eligibility criteria, you will need to ensure you are able to access the Industry Portal through Canopy prior to the opt-in period.

During the opt-in period you will need to log on to Canopy and select 'Industry Portal' under 'My Quicklinks' on the homepage.

To help growers through the application process, thorough user guides have been created and are available on the [Loyalty as Shares and Dividends as Shares](#) page on Canopy. There are easy to follow guides on:

- Opting in to LaS/Opting out of LaS
- Opting in to DaS/Opting out of DaS
- Amending the percentage of shares you have chosen to opt in to DaS (either 25, 50, 75, or 100 percent). The net dividends due in respect of the selected percentage will be used to purchase Zespri shares.

OPTING IN TO LAS

- ✓ **STEP 1:** On the Industry Portal homepage, you will see several icons to choose from. Click the 'Loyalty as Shares Opt-in' icon. Note: If you are the owner of the 2025 crop but do not see this icon, please contact Zespri as soon as possible.
- ✓ **STEP 2:** A pop-up box will appear with links to the Offer Document and Product Disclosure Statement (PDS) for you to read before proceeding.
- ✓ **STEP 3:** Open the drop-down menu to select the entity you wish to opt in (you may have several). Ensure the entity details that populate are correct before proceeding.
- ✓ **STEP 4:** Using the drop-down menu, choose the best contact person to receive the LaS Opt-In confirmation. You have the option to change the email address that has been pre-populated.
- ✓ **STEP 5:** Tick the white box next to the Grower Numbers you want to opt in. If they appear grey this means they have already been opted in. If there are any missing Grower Numbers, you can enter these into the box, and this will be sent to Zespri to verify and check.
- ✓ **STEP 6:** Review the LaS Opt-In Acknowledgements, Confirmations, and Authorisations and agree to the Terms and Conditions by clicking the tick box, then click 'Submit'. If you click 'Cancel', your request will not be saved.
- ✓ **STEP 7:** A confirmation window will appear when the form is submitted and confirmation will be emailed to you within 15 minutes.

OPTING IN TO DAS

- ✓ **STEP 1:** On the Industry Portal homepage, you will see several icons to choose from. Click the 'Dividends as Shares Opt-in' icon. Note: If you are not a current Shareholder this icon will not be displayed. If you believe you are eligible to opt in, please contact Zespri as soon as possible.
- ✓ **STEP 2:** A pop-up box will appear with links to the Offer Document and Product Disclosure Statement (PDS) for you to read before proceeding.
- ✓ **STEP 3:** Open the drop-down menu to select the entity you wish to opt-in (you may have several). Ensure the entity details that populate are correct before proceeding.
- ✓ **STEP 4:** Entity details will appear (ensure the full legal name is correct) before proceeding to select the Participation Percentage. If selecting less than 100 percent, the remaining dividend will be paid in cash.
- ✓ **STEP 5:** Using the drop-down menu, choose the best contact person to receive the DaS Opt-In confirmation. You have the option to change the email address that has been pre-populated.
- ✓ **STEP 6:** Review the DaS Opt-In Acknowledgements, Confirmations, and Authorisations and agree to the Terms and Conditions by clicking the tick box, then click 'Submit'. If you click cancel, your request will not be saved.
- ✓ **STEP 7:** A confirmation window will appear when the form is submitted and confirmation will also be emailed to you within 15 minutes.

DISCLAIMER:

The information on this page is intended for New Zealand kiwifruit producers who may be eligible to hold Zespri shares. It is not financial advice or a recommendation or offer to purchase Zespri shares. You should seek independent professional advice before making any investment decisions.

NZ-INDIA FTA SIGNING UNLOCKS HUGE OPPORTUNITY FOR KIWIFRUIT

Zespri is pleased to welcome the signing of the Free Trade Agreement with India, with CEO Jason Te Brake in India for the signing at the end of April.

The NZ-India FTA has been many years in the making and unlocks an enormous opportunity for kiwifruit and New Zealand, with Zespri's sales to date heavily constrained by the 33 percent tariff.

Zespri has been operating in India for more than a decade, building partnerships with supply chain partners, working with local retailers, and investing to build awareness of the Zespri brand.

Under the FTA agreement, New Zealand growers will see the tariff on kiwifruit exports removed on up to 15,000 tonnes (4.3 million trays) per year, with exports over that subject to a reduced tariff of 16.5 percent (down from 33 percent). The tariff cost New Zealand growers \$9 million on \$27 million of sales last season.

India has the world's largest population and fastest-growing large economy, with consumers increasingly focused on health and wellbeing and looking for high quality, nutritious products to support this. The market access delivered through the FTA will allow us to invest to build high-value demand, providing the world's best kiwifruit to more Indian consumers and delivering leading value to growers.

In return the Kiwifruit Action Plan (KAP) will be launched as a flagship deliverable under the FTA, with the New Zealand Institute for Bioeconomy Science Ltd (BSI) working alongside



The delegation at the signing of the NZ-India FTA.

Indian green kiwifruit growers in rural communities to support improved production and supply chain performance.

Zespri and Plant & Food Research (now part of the New Zealand Institute for Bioeconomy Science Ltd) have been working closely for several years with the governments of New Zealand and India to improve kiwifruit market access in return for supporting local growers whose product is

counter-seasonal to New Zealand. We believe in making a positive contribution in the markets where we operate around the world, with this a partnership set to create value for growers and communities in both countries.

We acknowledge the efforts of all those who have helped make the NZ-India FTA happen, including Prime Minister Christopher Luxon, Trade Minister Todd McClay and their teams, as well as the Labour Party's support for the agreement.

Continued from page 1



2026 LICENCE RELEASE: WHAT HAPPENS NEXT?

Now that the licence release auctions have concluded, all successful bidders will receive an email confirming their licence allocation, including the variety, hectares and bidding entity. Separate confirmation emails will be sent for each licence pool and each bidding entity. This email will also confirm the deposit amount due for payment by 12 May. A copy of the invoice will be issued separately.

The Licence team will contact any successful bidders who bid without a KPIN to identify a property and register a KPIN. These bidders will have until 30 October to allocate a property.

Once allocations and (where applicable) KPIN details are confirmed, successful bidders will receive a licence pack, including a settlement letter and the licence agreement for signing.

KEY 2026 DATES

5 May	Confirmation of licence allocation emails sent to successful bidders
12 May	Deposit of 25 percent of licence purchase price due to Zespri for payment
22 May onwards	Settlement letters and licence agreements sent to successful bidders
Late June	Budwood Coolstore open for budwood collection
3 July	Final licence settlement monies due to Zespri for payment

BUDWOOD COLLECTION

Following the completion of the auction and confirmation of all successful bidders, a budwood questionnaire will be issued in May. Timely completion of this questionnaire is essential, as the information provided will be used to confirm industry demand and determine profile sizing requirements for grafting. A separate questionnaire is required for each KPIN and variety for which a licence has been obtained.

In line with KVH budwood distribution guidelines, a registered KPIN must be in place at the time of budwood distribution. Growers who will not have a KPIN at the time of auction are encouraged to contact the Licence Team, who can assist with the registration process.

Regular updates will be shared leading up to the opening of the Budwood Coolstore in late June. These communications will include detailed instructions and a link to the booking system to support the orderly collection of budwood allocations.

LICENCE TEAM SUPPORT

The Zespri Licence Team continues to be available to provide support with all licence related queries. If you need assistance or have any questions, you can call them on 07 572 6440, or email licence@zespri.com.

12-21
MAY

CREATE THE PRODUCT PORTFOLIO OF THE FUTURE

GREEN PRE-COMMERCIAL TRIALS UPDATE AND INVITATION TO TRIAL ORCHARD FIELD DAYS

Our Green trials are showing positive progress. The most advanced Greens in the programme, grafted into pre-commercial trials in 2022, are approaching their third harvest and ongoing monitoring programmes are assessing crop development, maturity, and post-harvest performance, along with commercial packing, storage, export, and sales trials. We need to make sure a variety meets all our requirements on-orchard, through the supply chain, and in-market before making a decision, but we know there is significant interest in the green trial programme and what it might deliver.

In May, we'll be welcoming growers onto green pre-commercial trial orchards to hear more about the programme, our outlook for the category, the commercialisation process, and we'll provide some indication of how pre-commercial cultivars are shaping up.



Register here: <https://events.zespri.com/new-greens---industry-open-days/registration/Site/Register>



Or contact Sylvia Warren for more information: sylvia.warren@zespri.com | 022 101 8550.

CHINA GOLD3 PLANTINGS UPDATE

Zespri continues to monitor the current scale of Gold3 plantings in China. While we are awaiting finalisation of a report following the latest local grafting window, the latest information suggested a slight increase in total planted hectares as outlined in the table below.

As with previous years, the estimate is based on interviews with industry participants in China. The report estimates that

fruit quality and orchard yields have continued to improve. Class 1 equivalent pack out rates are estimated to be around 70 percent on average, with improved pollination and pest control contributing to an average yield of approximately 6,500-7,500 trays per hectare.

At this stage, Zespri is yet to see significant impact on our sales channels and we are continuing to monitor the

situation closely. There remains strong local awareness of the monitoring and enforcement initiatives being undertaken by Zespri, including successful litigations in China, with continued feedback from the industry indicating that local growers are waiting on clarity on Zespri's next steps. This will be a subject of discussion with growers this year, as we consider our best response as an industry.

Location	2019	2020	2021	2022	2023	2024	2025	2026	2026 est. % change from midpoint
Sichuan	1,600	2,667	4,000	5,000	5,200	5,300	4,300 - 5,300	5,000 - 6,000	15%
Hubei	467	533	533	600	667	700	700	700*	0%
Shaanxi	200	267	400	467	800	853	660	500	- 24%
Other	333	533	733	1,000	1,200	1,533	800	900	12.5%
Total	2,600	4,000	5,666	7,067	7,867	8,386	6,460 - 7,460	7,100 - 8,100	9%

Source: 2025 and 2026 data from Mahon China; other columns from previous provider. Note: Hubei remains the same as last year due to no new data to the contrary.

FRUIT QUALITY UPDATES

ZESPRI RUBYRED KIWIFRUIT



ONSHORE QUALITY

Zespri RubyRed Kiwifruit onshore quality is slightly poorer than in 2025.

This season, the fruit was harvested at a lower firmness than previous seasons, driven by the delayed maturity, in addition to fruit being naturally soft. 81 maturity areas were harvested under the firmness dispensation, compared to 14 in 2025. Despite this, the overall proportion of fruit below our export standards for soft fruit, overripe fruit, and rots were comparable to previous seasons.

The main onshore quality concern continues to be related to packing performance, with higher levels of grey and black spots blemish and shape-related defects compared to 2025. The elevated incidence of grey spots is most likely associated with wet and humid growing conditions this season. The rise in shape defects, primarily flats, may be linked to the larger fruit size profile, as the proportion of flat fruit appears to increase with larger sizes. Zespri is evaluating whether adjustments can be made to the tolerance for flats to better align with the natural characteristic of this variety.

Zespri is undertaking a comprehensive analysis and conducting storage trials to better understand the causes of reduced harvest firmness and the heightened occurrence of grey spots identified in Zespri RubyRed Kiwifruit fruit this year. We will share the findings of these investigations with the industry at our Red Research Day later in the year.

Another onshore quality concern is flesh damage, with higher levels reported during ECPI checks than in the previous three seasons.

OFFSHORE QUALITY

Despite the lower harvest firmness this season, Zespri RubyRed Kiwifruit's overall offshore quality is tracking better than, or comparable to, the last two seasons.

Skin dehydration, historically the main offshore quality concern, is tracking lower than in 2025 and 2024, while the soft and overripe fruit percentage is comparable to previous seasons. Rot is lower than at the same time in the previous two seasons. The arrival firmness across the markets is better than last season, even though the fruit was harvested at a lower firmness. This suggests Zespri RubyRed Kiwifruit is holding its firmness better than in 2025. This season we also improved the execution of the pick-pack-ship model, with 50 percent of fruit shipped five days from harvest, compared to seven days in 2025.

While the risk of poorer quality late in the season remains due to the large number of fruit harvested at a lower firmness, the current rate of deterioration is comparable to previous seasons. At present, the main concern is the increased incidence of grey and black spots. Zespri's fruit performance and quality teams continue to collaborate with the operation teams in market by providing insights into quality risks for Zespri RubyRed Kiwifruit to assist with managing high-risk product lines and ensure the prioritisation of delivery to key customers.

Zespri has focused on managing quality costs through a focus on selling quickly. Zespri RubyRed Kiwifruit has performed strongly in market and at time of publication was close to sold out, with just some small volumes remaining due to later arrivals from the last harvested fruit. The strong finish overall reflects the quality of the fruit with positive feedback from our customers.

ZESPRI SUNGOLD KIWIFRUIT



ONSHORE QUALITY

Zespri SunGold Kiwifruit onshore quality performance in terms of cosmetic packing defects is the best observed in the last five years. The level of blemish reported during ECPI checks is lower than in the previous four seasons, while operational challenges like missing fruit, missing fruit labels, and wrong fruit sizes are tracking better than the five-year average.

Flesh damage, which has increased consistently over previous years, is currently the lowest across five seasons. Smart Monitoring data shows firmness tracking lower than that in the previous three seasons. This has the potential to translate to soft risk in Mainpack fruit.

OFFSHORE QUALITY

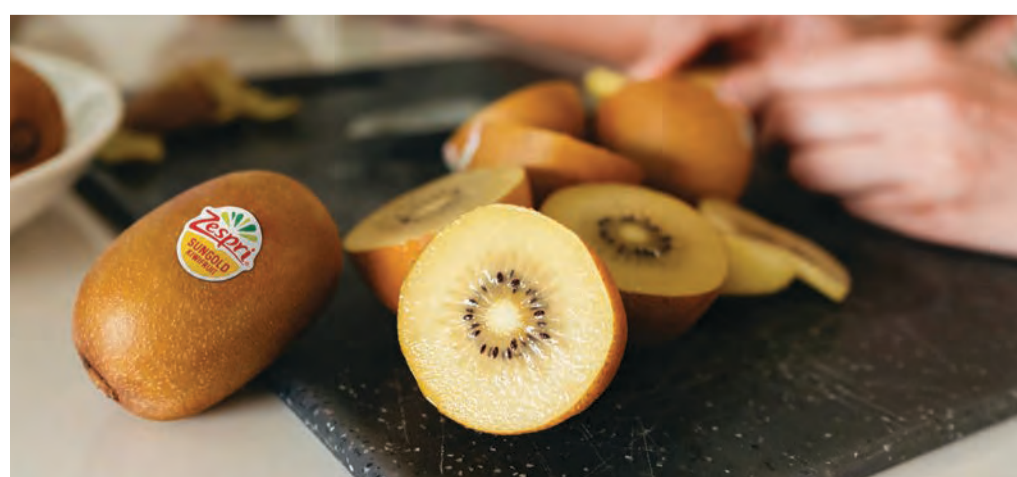
The quality of the first shipments of Zespri SunGold Kiwifruit to Asian markets and Australia are better than in previous years, with fewer defects compared to 2024 and 2025.

This season, fruit firmness upon arrival in China and Japan has met customer expectations, which has reduced the need for extra conditioning and allows for immediate delivery.

Although physical damage remains the main type of defect, levels are lower than they were at this point in 2025.

Europe and North America received their first batch of fruit in April, and feedback from markets that have already received Zespri SunGold Kiwifruit is that quality is looking promising.

i View the Zespri SunGold and RubyRed Kiwifruit onshore and offshore quality rates year-to-date on Canopy: [Canopy > News > Fruit Quality Update – April 2026](#).



UNLEASH BRAND-LED DEMAND



FROM THE MARKETS

A SOLID 2026 SEASON START

Zespri RubyRed and SunGold Kiwifruit deliveries for the 2026 New Zealand season are off to a solid start.

As of late April, a total of 19 million trays of Zespri SunGold Kiwifruit and five million trays of Zespri RubyRed Kiwifruit have been delivered. In total, across all class one fruit varieties, we have delivered exactly the same volume to market as last year. The Zespri SunGold Kiwifruit sales season is well underway in our Asian markets, while Europe and the United States have just begun their sales programmes, following the arrival of the first Zespri SunGold Kiwifruit charters in mid-April.

As at the time of publication, Zespri SunGold Kiwifruit sales have now reached 12 percent of our full-year plan and have

started positively across all key markets, despite facing some shipping challenges. Early onshore and offshore quality metrics are trending better than the previous two seasons. Deliveries of Zespri SunGold Organic Kiwifruit have also kicked off, with more than 1.4 million trays shipped, primarily to Europe, Japan, and the United States.

Zespri RubyRed Kiwifruit sales are now more than 95 percent through our full-year plan and have performed well in the US, Mainland China, and other Asian markets. There has been particularly high customer excitement in markets receiving Zespri RubyRed Kiwifruit for the first time, such as Canada, Vietnam, and Australia. Feedback from customers and consumers has been very positive. In-market quality metrics

for the season in general are tracking better than last year. However, challenges have arisen in some markets due to an increased incidence of domestic defects, including grey and black spots which are most likely associated with wet and humid growing conditions this season (see the 'Fruit quality updates' article on page 5).

The New Zealand Green season is now underway, with Zespri Green Kiwifruit sales programmes active across our Asian markets. European sales are expected to commence in mid to late May, coinciding with the arrival of the first New Zealand shipments and the conclusion of ZGS Green sales.

ZESPRI RUBYRED KIWIFRUIT A HIT IN THREE NEW MARKETS

Zespri RubyRed Kiwifruit has been flying off shelves in Australia following its launch this season.

Australia is one of three new markets for Zespri RubyRed Kiwifruit in the 2026/27 season with around 167,000 trays, or 600 tonnes, available this year.

Australian shoppers have been able to get their hands on Zespri RubyRed Kiwifruit from major retailers and independent stores, with the fruit available for a seven-week period from the end of March.

There has been widespread media coverage highlighting Zespri RubyRed Kiwifruit's arrival, supported by social media influencer content. Combined media and social activity has delivered an estimated reach of around 26 million. In addition, the campaign has been supported by instore displays and sampling.

Zespri RubyRed Kiwifruit sales also got underway in Vietnam in mid-April where there are almost 48,000 trays available, with the fruit generating a lot of excitement amongst customers and consumers.

In Canada, there are 54,000 trays of Zespri RubyRed Kiwifruit available for the first time this season.

Its presence in the US has also expanded nationwide following a limited trial on the West Coast last season which was designed to test logistics and confirm strong consumer interest.

Zespri President North America - Darren LaMothe says preliminary data from the West Coast trial shows Zespri RubyRed Kiwifruit not only attracted curious trial shoppers, but also converted them into engaged, multi-variety kiwifruit buyers.

"Its performance validates that shoppers are ready for our berry-flavoured Zespri RubyRed Kiwifruit."

Feedback gathered through an on-pack QR code during the trial period also confirmed shopper enthusiasm. Shoppers praised Zespri RubyRed Kiwifruit's taste, quality, and striking appearance, with the majority expressing they would definitely buy again.

ITALY: ZESPRI'S HOME COMPOSTABLE FRUIT LABEL WINS PRODUCT OF THE YEAR

Consumers in Italy have voted Zespri's 100 percent home compostable fruit label as Product of the Year.



The award in the fruit category recognises innovation that delivers real value for shoppers and is voted on directly by consumers. In Italy, more than 12,000 consumers voted, with the result reflecting strong trust in the Zespri brand and our commitment to sustainable innovation.

The Product of the Year logo which will feature in Italy.

The label, which decomposes into usable compost within one year, was developed in partnership with label provider Sinclair, with the transition to the home compostable label starting last year. This 2026/27 season, the label is on all kiwifruit exported from New Zealand.

The Product of the Year award logo will now be featured across point-of-sale material and on consumer packs in Italy through until March 2027, supporting strong visibility in market and reinforcing our leadership in sustainable packaging innovation.



Zespri RubyRed Kiwifruit on display in Vietnam.



Sampling at Harris Farm Markets in Australia – an independent fruit and veg chain.



The one pound clamshell available in the US.



UNLEASH BRAND-LED DEMAND



FROM THE MARKETS

LAUNCHING THE SEASON ACROSS ASIA

Zespri teams across Asia have been busy kicking off the 2026/27 season with customers and key stakeholders.

Trade conferences and season launch events have taken place in Korea, Japan, and Greater China bringing customers, supply chain partners, and wider stakeholders together to reflect on the previous season, discuss plans for 2026/27, and look further ahead with the launch of Zespri's 2035 Strategy and new Grown for Good brand platform.

Together, these events provide an opportunity to showcase Zespri's long term direction, align customers and partners across Asia, and build confidence as the 2026/27 season gets underway.

CEO Jason Te Brake says while there was plenty of discussion about the global uncertainty and the effects it will possibly have in the short term, demand for Zespri Kiwifruit remains very positive and has a great level of confidence.



JAPAN

More than 200 customers attended the Japan Trade Conference to hear from CEO Jason Te Brake, Deputy Board Chairman Craig Thompson, and APAC President Ichiro Anzai on Zespri's 2035 Strategy and what it means for the Japanese market. Feedback was overwhelmingly positive, with strong support for Zespri's ambition to be the world's healthiest fruit brand and for the new Grown for Good brand platform.



At the Japan Trade Conference.

KOREA

In Korea, around 150 customers and stakeholders attended the Korea Trade Conference, hearing from the Zespri Board and leadership team. Presentations explored the outlook for the season ahead while also diving into what the next decade looks like for Zespri, including our three strategic drivers and refreshed brand platform.



At the Korea Trade Conference.

GREATER CHINA

Around 170 partners took part in a programme in Taipei that included wholesale market visits and time with key retailers, providing insight into how fruit is performing on the ground. The event also offered an opportunity to share updates on our 2026 sales plan and connect on the season ahead.

In Shanghai, almost 300 people attended the China Trade Conference, including customers, supply chain partners, port representatives, sustainable packaging providers, and representatives from New Zealand government agencies including MFAT and NZTE.

Zespri representatives included Board Chairman Nathan Flowerday, CEO Jason Te Brake, Chief Strategy Officer Nick Hammond, Chief Marketing Officer Kok

Hwee Ng, Chief People Officer Edith Sykes, and Greater China President Michael Jiang. The event marked a significant milestone, with the team formally unveiling Zespri's 2035 Strategy and introducing the Grown for Good brand platform to the China market.

Jason notes the event brought together customers and key partners to mark the start of the season and was a good opportunity to spend time with retailers, supply chain partners and stakeholders to talk about the year ahead.

"The focus was on strengthening partnerships, aligning on execution, and ensuring we're well set up to move fruit efficiently as volumes build," says Jason.



Michael Jiang at the China season launch event.



The China season launch event.



Jason Te Brake in Shanghai.

TRANSFORM GLOBAL SUPPLY



ZGS SUNGOLD KIWIFRUIT SEASON CLOSES WITH STRONG VOLUME GROWTH AND EXTENDED SUPPLY

ZGS SUNGOLD KIWIFRUIT UPDATE

The ZGS 2025 Zespri SunGold Kiwifruit season has concluded with a total of 24.7 million trays delivered from Italy, France, Greece, South Korea, and Japan, representing an increase of about 24 percent compared to the previous season.

This notable increase demonstrates strengthened production across several regions, supporting a larger and more consistent global supply and indicates a trend toward year-round supply.

While Zespri SunGold Kiwifruit quality showed some variability at the beginning of the season, especially in Italy, the ZGS teams quickly implemented targeted solutions to solve issues and protect the Zespri brand. A key achievement this season was the extension of the selling window, with supply extended later than ever before,

running through to the end of March, and volumes in the final phase increasing significantly from around 400,000 trays to 2.2 million trays year-on-year.

The first commercial harvest of Zespri SunGold Kiwifruit in Greece was also successfully completed, and we continue to optimise timelines to deliver fruit faster and more efficiently to the market.

European exports reached 2.7 million trays, with the US maintaining its status as the main export market, followed by China, Hong Kong, and Canada. This is evidence of the strong demand from major international markets for Zespri SunGold Kiwifruit from the Northern Hemisphere.



ZGS GREEN KIWIFRUIT UPDATE

Hayward kiwifruit supply in Europe is showing strong momentum, with an additional 900,000 TE compared to last year. Deliveries have reached a total of 6.8 million trays so far, with Greece still representing most of the supply.



ZGS EUROPE SOIL MAPPING PROJECT: FOCUS ON GREECE

The kiwifruit land mapping project underway at ZGS Europe is nearing completion. Soon, growers will have access to regional soil maps, supporting the adoption of best practice in orchard management.

With Greece entering the commercial phase for Zespri SunGold Kiwifruit, Zespri has initiated a strategic soil mapping project, coordinated by ZGS teams with the support of external advisor, iTer.

Soil is just one factor; many complex elements — like soil health, fertility, land management, plant health, and environmental issues — affect soil quality and kiwifruit production. The soil mapping project considers all these aspects to ensure kiwifruit productivity and fruits at high quality.

The team went beyond traditional laboratory tests, conducting field excavations across four regions and integrating soil data with local weather information to improve regional classification. This approach allows Zespri to provide better guidance to growers and prevent technical mistakes. The project involved three rounds of work in April 2025, September 2025, and March 2026.

Key outcomes include:

- Classifying lands and identifying best practices
- Helping avoid errors and optimising productivity for each area
- Building solutions with local communities.



The ZGS team in Greece with a consultant from iTer.

SMART MONITORING INITIAL DATA

Gold3 budbreak rates are 79 percent in Italy, 69 percent in France, and 85 percent in Greece. Red19 shows a budbreak rate of 78 percent in Italy.

No major issues were reported, except that budbreak in France is slightly lower than in previous years. However, growers are observing regular, quality shoots in sufficient quantity to anticipate a good harvest.

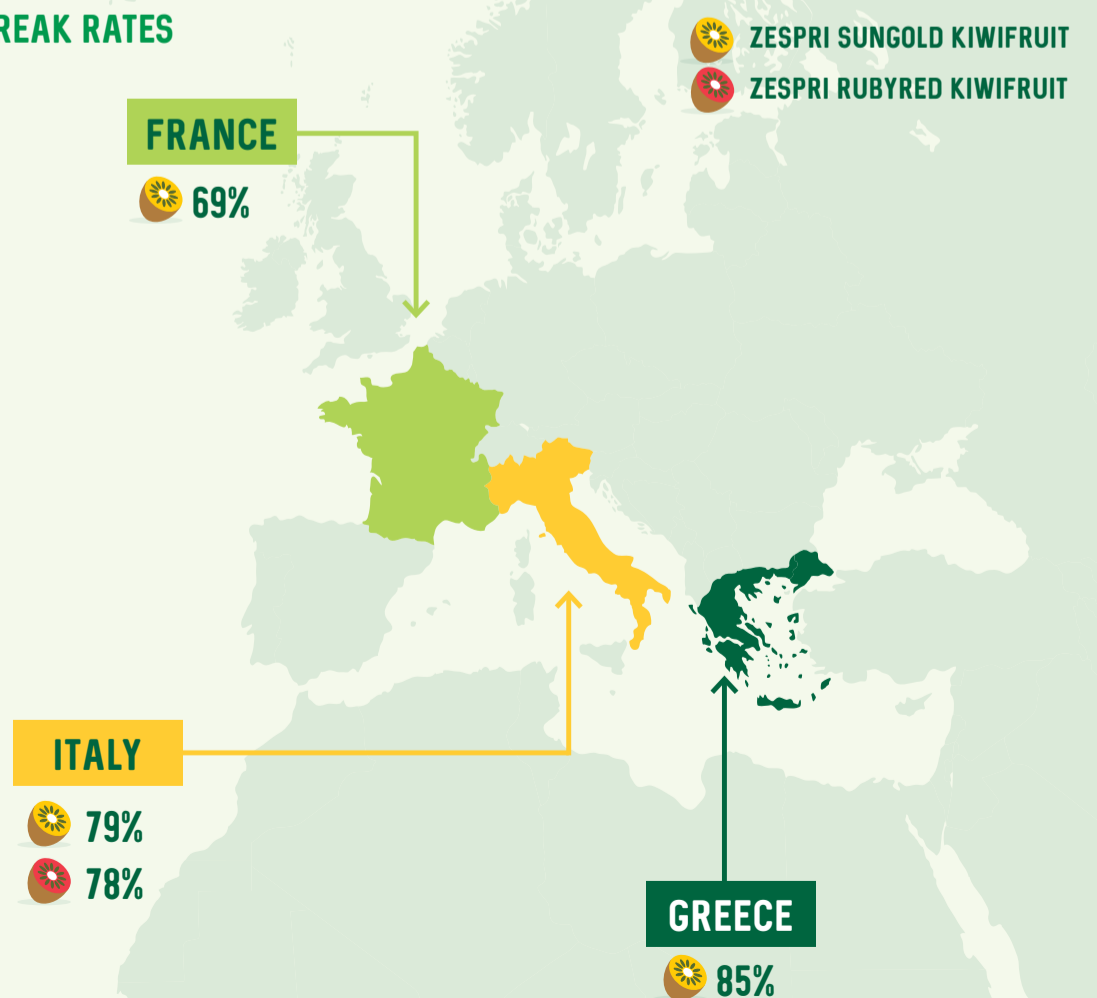
In some regions of Italy and Greece, budbreak is very high, which will require intensive thinning.

The various weather events that occurred in Europe did not significantly impact budbreak, which is excellent news. The next set of counting and analysis results will be presented in the next issue of *Kiwiflier*.



Images show a well developed, currently blooming canopy on an orchard in Greece at the end of April.

BUDBREAK RATES





SHARES UPDATE: MAY

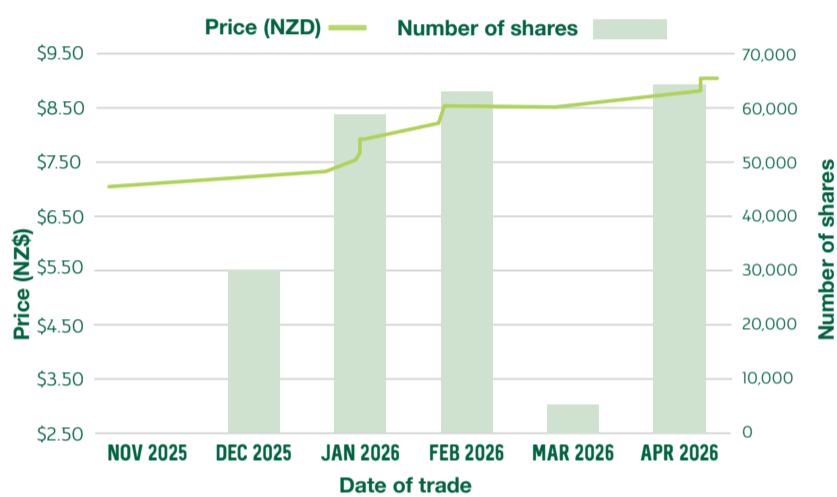
WHAT'S HAPPENING IN THE MARKET

BIDS (BUYERS)		
Orders	Quantity	Price
1	3,000	\$8.80
1	26,000	\$8.60
1	3,000	\$8.60
1	21,000	\$8.50
1	11,000	\$8.00
1	16,410	\$6.00
1	24,836	\$5.00

OFFERS (SELLERS)		
Orders	Quantity	Price
1	3,000	\$9.20
1	3,000	\$9.40

LAST 10 TRADES			
Date	Quantity	Price	Value
23/04/26	60,698	\$9.00	\$546,282.00
23/04/26	3,000	\$8.80	\$26,400.00
27/03/26	6,000	\$8.60	\$51,600.00
20/02/26	5,301	\$8.50	\$45,058.50
13/02/26	5,309	\$8.50	\$45,126.50
13/02/26	50,240	\$8.50	\$427,040.00
12/02/26	2,000	\$8.20	\$16,400.00
23/01/26	10,000	\$7.90	\$79,000.00
22/01/26	3,000	\$7.90	\$23,700.00
22/01/26	3,000	\$7.70	\$23,100.00

ZESPRI GROUP LIMITED SHARE TRADES: NOV 2025 TO APR 2026



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

WANT TO DISCOVER MORE?

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

Follow us on **reap** for our mobile IR experience
Go to www.reapapp.io to download the app.

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

SHARES AT A GLANCE AS AT 28 APRIL 2026

OVERSHARED SHARES WITH A SANCTION IN MAY 2026



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.

TOTAL NUMBER OF CLASS B SHARES



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

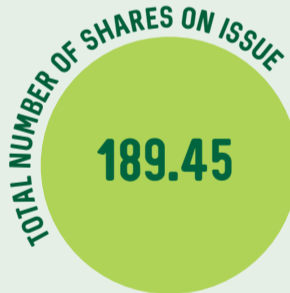
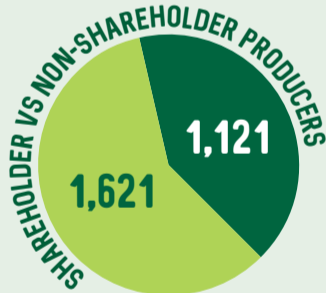
DIRECTOR SHARE TRADING AS AT 28 APRIL 2026



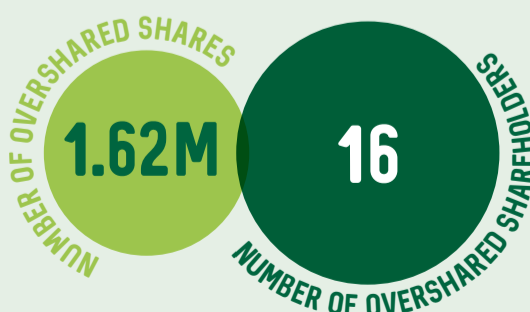
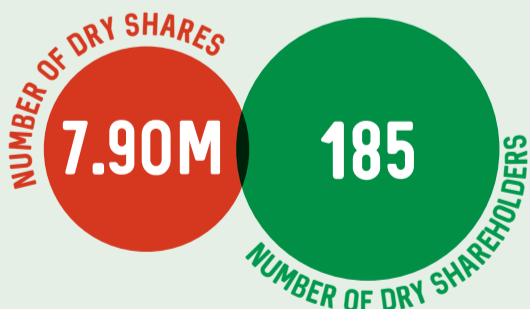
Shares traded by entities associated with Zespri Directors.

OUR SHAREHOLDERS

- Shareholder Producers
- Non-shareholder Producers

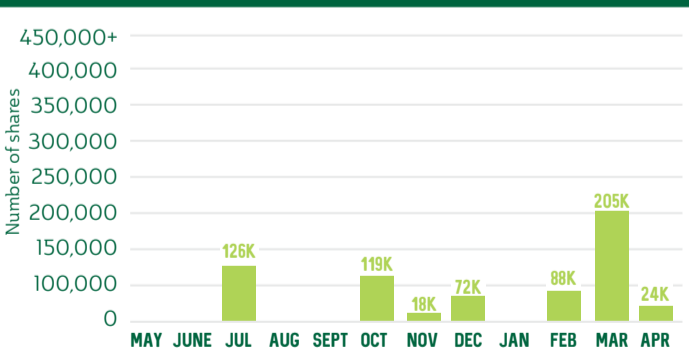


DRY AND OVERSHARED SHARES

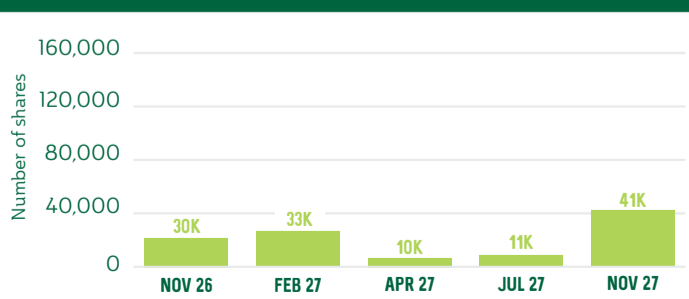


DISCLAIMER: The above figures are a snapshot in time and are subject to change at any time due to shares being traded.

DRY SHARES CONVERTING TO B CLASS FOR THE NEXT 12 MONTHS



OVERSHARED SHARES SANCTION END DATES



LOOKING TO BUY ZESPRI SHARES?

WHO CAN PURCHASE SHARES?

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

OFF-MARKET TRADING

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

ON-MARKET SHARE TRADING

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

CHOOSE A USX-APPROVED BROKER



SHARES AVAILABILITY BOARD

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

There are currently no sellers with shares listed for sale, and there are 25 buyers seeking 2,960,500 shares on the Shares Availability Board.

You can register your shares for sale, or your interest to buy shares at the following link: <https://canopy.zespri.com/full/dashboard/supply-and-operations/your-orchard-business/shares/shares-availability-board>

If you don't have access to the Canopy as a dry shareholder, please get in touch with the Zespri Shares team.

CLASS 1 FRUIT AND SERVICE PAYMENTS AND TIMINGS

(INCLUDING LOYALTY PREMIUM)

The tables below show the actual payments to date and, in the shaded area, an indication of forecast payments based on the February 2025/26 Forecast. The shaded area may change as we update our forecasts during the season.
Actual payments made YTD are above the dotted line with the average amount paid.
Payments yet to be made are indicated below the dotted line.

- Submit is paid in the early months when fruit is submitted into inventory.
- Pack and Time, KiwiStart and Taste Zespri is paid on FOBS, i.e. when fruit is shipped. Some of the Supplier Accountability payments are subject to SLA terms.
- Progress will be paid in the remaining months at levels subject to Zespri Management approval.
- YTD amounts for Pack and Time may move from previous *Kiwifliers* due to SLAs being paid late in a month.

ZESPRI GOLD3 MAY							
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Total payment / TE Supplied	% of Pool Paid YTD
Apr-25	\$3.60	\$0.10	\$0.00			\$3.70	21%
May-25		\$0.05	\$0.00			\$3.76	22%
Jun-25		\$0.11	\$0.00		\$0.25	\$4.12	24%
Jul-25		\$0.10		\$0.69	\$1.89	\$6.79	39%
Aug-25		\$0.24	\$0.64	\$0.92	\$0.54	\$9.14	53%
Sep-25		\$0.73	\$0.00	\$1.12	\$0.09	\$11.08	64%
Oct-25		\$0.51	\$0.65	\$0.23	\$0.56	\$13.04	75%
Nov-25		\$0.59	\$0.01	\$0.91	\$0.57	\$15.12	87%
Dec-25		\$0.12	\$0.01	\$0.02	\$1.01	\$16.29	94%
Jan-26			\$0.01			\$16.30	94%
Feb-26		\$0.00	\$0.01	\$0.00	\$0.66	\$16.97	98%
Mar-26			\$0.01		\$0.15	\$17.13	99%
Apr-26					\$0.09	\$17.22	99%
May-26						\$17.22	99%
Jun-26					\$0.10	\$17.32	100%
Paid YTD	\$3.60	\$2.56	\$1.35	\$3.90	\$5.81	\$17.22	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.10	\$0.10	
Total fruit and service payments - 2025/26 Forecast							\$17.32

ZESPRI ORGANIC GOLD3 MAY							
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Total payment / TE Supplied	% of Pool Paid YTD
Apr-25	\$3.95	\$0.06				\$4.01	19%
May-25		\$0.05				\$4.06	19%
Jun-25		\$0.06			\$0.25	\$4.37	21%
Jul-25		\$0.16		\$1.24	\$1.95	\$7.72	36%
Aug-25		\$0.36	\$0.69	\$1.89	\$0.10	\$10.75	51%
Sep-25		\$0.72	\$0.00	\$2.29	\$0.07	\$13.83	65%
Oct-25		\$0.26	\$0.78	\$0.28	\$0.65	\$15.80	74%
Nov-25		\$0.02	\$0.00	\$1.44	\$1.31	\$18.57	87%
Dec-25		\$0.07	\$0.00	\$0.01	\$0.84	\$19.49	92%
Jan-26			\$0.00			\$19.49	92%
Feb-26		\$0.00	\$0.00	\$0.00	\$0.81	\$20.30	96%
Mar-26			\$0.00		\$0.71	\$21.02	99%
Apr-26					\$0.10	\$21.12	99%
May-26						\$21.12	99%
Jun-26					\$0.12	\$21.24	100%
Paid YTD	\$3.95	\$1.75	\$1.48	\$7.14	\$6.79	\$21.12	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.12	\$0.12	
Total fruit and service payments - 2025/26 Forecast							\$21.24

ZESPRI RED19 MAY							
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Total payment / TE Supplied	% of Pool Paid YTD
Apr-25	\$4.92	\$0.00				\$4.92	24%
May-25						\$4.92	24%
Jun-25					\$9.05	\$13.97	69%
Jul-25				\$2.22	\$16.19	\$16.19	80%
Aug-25			-\$0.05	\$0.91	\$17.05	\$17.05	84%
Sep-25			\$0.00	\$1.10	\$18.15	\$18.15	90%
Oct-25				\$0.43	\$18.58	\$18.58	92%
Nov-25			\$0.00	\$0.38	\$18.96	\$18.96	94%
Dec-25		\$0.01	\$0.00	\$0.24	\$19.21	\$19.21	95%
Jan-26			\$0.00		\$19.21	\$19.21	95%
Feb-26		\$0.00	\$0.00	\$0.51	\$19.72	\$19.72	98%
Mar-26			\$0.00	\$0.27	\$19.99	\$19.99	99%
Apr-26				\$0.10	\$20.09	\$20.09	99%
May-26					\$20.09	\$20.09	99%
Jun-26				\$0.11	\$20.21	\$20.21	100%
Paid YTD	\$4.92	\$0.01	-\$0.05	\$0.00	\$15.21	\$20.09	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.11	\$0.11	
Total fruit and service payments - 2025/26 Forecast							\$20.21

ZESPRI GREEN MAY							
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Total payment / TE Supplied	% of Pool Paid YTD
Apr-25	\$2.74	\$0.02				\$2.76	20%
May-25		\$0.07	\$0.00			\$2.83	21%
Jun-25		\$0.05	\$0.00		\$0.25	\$3.13	23%
Jul-25		\$0.03		\$0.53	\$1.24	\$4.94	37%
Aug-25		\$0.12	\$0.32	\$0.81	\$0.08	\$6.27	47%
Sep-25		\$0.36	\$0.00	\$1.34	\$0.03	\$8.00	59%
Oct-25		\$0.79	\$0.41	\$0.60	\$0.03	\$9.83	73%
Nov-25		\$0.54	\$0.01	\$0.98	\$0.10	\$11.47	85%
Dec-25		\$0.60	\$0.01	\$0.10	\$0.40	\$12.58	93%
Jan-26			\$0.01			\$12.59	93%
Feb-26		\$0.01	\$0.01	\$0.00	\$0.33	\$12.95	96%
Mar-26			\$0.01		\$0.33	\$13.29	99%
Apr-26					\$0.09	\$13.38	99%
May-26						\$13.38	99%
Jun-26					\$0.11	\$13.48	100%
Paid YTD	\$2.74	\$2.58	\$0.79	\$4.37	\$2.89	\$13.38	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.11	\$0.11	
Total fruit and service payments - 2025/26 Forecast							\$13.48

ZESPRI ORGANIC GREEN MAY							
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Total payment / TE Supplied	% of Pool Paid YTD
Apr-25	\$3.00					\$3.00	18%
May-25		\$0.04				\$3.04	18%
Jun-25		\$0.04			\$0.25	\$3.32	20%
Jul-25		\$0.11		\$0.71	\$2.16	\$6.31	38%
Aug-25		\$0.11	\$0.44	\$1.06	\$0.12	\$8.03	48%
Sep-25		\$0.53	\$0.00	\$1.70	\$0.05	\$10.32	62%
Oct-25		\$1.43	\$0.44	\$0.75	\$0.05	\$12.98	78%
Nov-25		\$0.43	\$0.01	\$1.18	\$0.09	\$14.69	89%
Dec-25		\$0.43	\$0.01	\$0.07	\$0.14	\$15.34	92%
Jan-26			\$0.01			\$15.35	93%
Feb-26		\$0.00	\$0.01	\$0.00	\$0.48	\$15.85	96%
Mar-26			\$0.01		\$0.54	\$16.40	99%
Apr-26					\$0.09	\$16.48	99%
May-26						\$16.48	99%
Jun-26					\$0.11	\$16.59	100%
Paid YTD	\$3.00	\$3.12	\$0.93	\$5.48	\$3.96	\$16.48	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.11	\$0.11	
Total fruit and service payments - 2025/26 Forecast							\$16.59

ZESPRI GREEN14 MAY							
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Total payment / TE Supplied	% of Pool Paid YTD
Apr-25	\$2.95					\$2.95	21%
May-25						\$2.95	21%
Jun-25					\$0.25	\$3.20	23%
Jul-25		\$0.03		\$1.22	\$2.16	\$6.61	47%
Aug-25			\$0.26	\$1.22	\$0.77	\$8.86	63%
Sep-25		\$0.00		\$1.06	\$0.83	\$10.75	76%
Oct-25			\$0.35		\$0.10	\$11.20	79%
Nov-25			\$0.00	\$0.87	\$0.05	\$12.12	86%
Dec-25			\$0.00		\$0.66	\$12.78	91%
Jan-26			\$0.00			\$12.78	91%
Feb-26		\$0.00	\$0.00	\$0.00	\$0.63	\$13.41	95%
Mar-26			\$0.00		\$0.37	\$13.78	98%
Apr-26					\$0.10	\$13.88	98%
May-26					\$0.22	\$14.10	100%
Paid YTD	\$2.95	\$0.03	\$0.61	\$4.37	\$5.92	\$13.88	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.22	\$0.22	
Total fruit and service payments - 2025/26 Forecast							\$14.10

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

Note 3: The June payment is not final as we are currently working on the year end wash-up. Amounts above are not rounded to two decimal places, therefore rounding differences may apply.

JUNE PROGRESS PAYMENTS REMINDER

Like last year, the first progress payment for the year will be in June. The rates for the June progress payment will be communicated in the June issue of *Kiwiflier*, provided Zespri has sufficient funds and can comply with its funding facility covenants.

PAYMENT TIMING

12 June 2026	For any fruit submitted up to the 7th of June
19 June 2026	For any fruit submitted after the 14th of June
26 June 2026	For any fruit submitted after the 21st of June



NZKGI UPDATES



19 JUNE
2026

BAY OF PLENTY YOUNG GROWER GALA DINNER TICKETS ON SALE



Broadcaster, writer and presenter, *Te Radar* will return as MC this year.

Tickets are now on sale for the 2026 Bay of Plenty Young Grower Gala Dinner, returning to Mercury Baypark on 19 June to close out competition day and recognise the achievements of the region's top young growers.

The Gala Dinner provides an opportunity for the wider industry to come together and acknowledge the effort, skill and confidence shown by finalists throughout the competition. It is a chance to hear directly

from young growers, reflect on the realities of working on orchard today, and celebrate the standards being set by those coming through the ranks, before the 2026 Bay of Plenty Young Grower is announced.

With numbers limited and demand for tickets strong, growers and industry members planning to attend are encouraged to secure tickets early at www.bopyounggrower.co.nz.

WHAT DO YOU THINK ABOUT OUR INDUSTRY?

As part of NZKGI's increased industry performance reporting, we're gathering anonymous feedback from growers on how they feel the industry is working for them.

This is your opportunity to have your say about what is going well as well as areas for improvement. The results will be published later this year in the second edition of NZKGI's Kiwifruit Industry Performance Report publication, and will also be used in future conversations in our advocacy for you.

Nothing changes if you don't do anything, so let us hear your voice so we can represent you.

The survey takes around three minutes to complete and can be accessed via the QR code here, or by clicking the link below:



www.smartsurvey.co.uk/s/7LSOGL/



KVH UPDATES

VIGILANCE KEEPING YELLOW-LEGGED HORNET OUT OF ORCHARDS

Growers and the wider community continue to play a critical role in protecting New Zealand's bees – and by extension our kiwifruit industry – through ongoing vigilance for the yellow-legged hornet.

To date, there have been more than 17,000 public notifications related to possible hornet sightings or nests. That level of reporting reflects a strong and committed response effort, with growers right alongside the public in keeping an eye out.

Throughout the response period, KVH has received several reports from orchard and industry sites both close to and beyond the current response zone in Auckland. Each report has been carefully investigated. Encouragingly, all have been confirmed as not yellow-legged hornet, with finds including German and Asian paper wasps and their nests.

While these reports have not presented a biosecurity concern, they demonstrate exactly the kind of industry awareness that strengthens our preparedness. Knowing what's not a hornet is just as important as identifying what might be.

Spotting unusual wasp activity on orchards is valuable beyond the hornet response itself. Wasps pose real health and safety risks for orchard staff and contractors, and they also put added pressure on honeybee and wild bee populations that growers rely on for pollination.



A Biosecurity New Zealand entomologist with a secondary yellow-legged hornet nest found in the Auckland response zone. There have been no detections outside of Auckland.

Recent Manaaki Whenua/Landcare Research projects indicate that around eight to nine percent of honeybee hives in New Zealand are destroyed or seriously damaged each year due to wasp attacks on foraging bees and hive robbing. That impact is a reminder of why early identification and management of wasp activity matters.

If a large wasp nest is found on an orchard, growers are encouraged to contact their beekeeper for advice as a first step. Regional councils can also provide guidance on wasp management options relevant to local conditions.



1. Yellow-legged hornet
2. German wasp
3. Asian paper wasp
4. Australian paper wasp

PATHWAY PLAN REVIEW: HAVE YOUR SAY

A review of the National Kiwifruit Pathway Management Plan is currently underway, providing a valuable opportunity to assess how well the Plan is fulfilling its intended purpose and operating across the kiwifruit industry.

The Plan is a key tool for managing biosecurity risks associated with the movement of plant material, as well as people, vehicles, and equipment involved in the industry.

The purpose of this review is to enhance the Plan's effectiveness in real-world settings. We acknowledge that some requirements may be challenging to implement in everyday operations and we're seeking input from growers, post-harvest operators, contractors, transport operators, and others who interact with the Plan. We would particularly like to hear your thoughts on:

- Any rules that are unclear or difficult to put into practice.
- Requirements that may be duplicated, outdated, or unnecessary.
- Areas where compliance is more difficult than it needs to be.
- Practical suggestions to make the Plan clearer, more efficient, or more effective.

To share your feedback, please contact andrew.mcconnell@kvh.org.nz.

As the review progresses, there will be further opportunities to provide input and participate in more targeted engagement to help everyone's comments are captured.

5-6 AUG 2026 KVH BIOSECURITY SYMPOSIUM 2026: STAYING AHEAD OF THE INVASION CURVE

Biosecurity remains one of the kiwifruit industry's most significant risk areas – and one of its greatest shared responsibilities. This August, KVH is bringing the industry together in Mount Maunganui for the 2026 Biosecurity Symposium, a two day event focused on preparedness and practical action.

Registration is now open for growers, industry staff, technical specialists, and anyone in the kiwifruit growing community to join in person on Wednesday 5 and Thursday 6 August 2026 at Bay Oval.

International speakers will share presentations, real world case studies, and forward thinking discussions, all grounded in practical experience related to what it takes to stay ahead of the biosecurity incursion curve. From proactive readiness and rapid response to smart collaboration across sectors, the programme will explore how we can collectively continue to strengthen our industry's biosecurity resilience, before the next big threat arrives.

Whether you're on orchard every day, working in technical or research roles, supporting industry operations, or involved in biosecurity policy and response, the Symposium offers an opportunity to connect with people from across the kiwifruit industry, and beyond.

Register your spot now here: <https://kvh.org.nz/about/kvh-symposium>.



Reporting remains important. If you see any suspected hornets or large aerial or concealed nests, take photos and make a report:

- Call the Biosecurity New Zealand hotline on 0800 80 99 66
- Email info@mpi.govt.nz
- Submit images online at report.mpi.govt.nz.

Ensure you give your location when making reports.

Read more about the response and ongoing activities over autumn and winter on our response page here: <https://kvh.org.nz/biosecurity/yellow-legged-hornet>

Q&A FROM THE FIELD

KEY CONTACTS

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 027 467 9789

How do I record post-harvest sprays in *Spray Diary*?

To record post-harvest sprays, follow these steps:

1. Open *Spray Diary* and click on 'Add spray line'.
2. Ensure you're recording for the correct season by changing the 'Year of Harvest' in the top left corner to 2027. This will activate the blocks, allowing you to select them (they'll no longer be greyed out).

Note: *Spray Diary* will automatically update to the 2027 season after the system rollover on 1 July 2026.

How can I access my residue test results?

The Zespri Residue Programme is designed to manage residue risks and safeguard the integrity of our premium brand in the market. We conduct residue testing prior to export to ensure consumer safety and compliance with international regulations. Residue levels are monitored through both random and targeted testing. Before being considered for supply, all orchards must undergo sampling and testing by an independent laboratory before harvest.

Test results are reported to Zespri within 14 days of sample collection and remain valid for 42 days. If needed, a three-day extension can be requested through the Zespri Maturity Clearance System for orchards unable to harvest within the 42-day timeframe.

Residue results are accessible in *Spray Diary* (not the Maturity Clearance System). To view the results, navigate to 'View Other Data' and select 'Residue Test'. This will display all residue test results for the current season, and you can also change the harvest year to view historical residue results.

Can I sell my Zespri SunGold Kiwifruit Class 3 (reject fruit)?

Yes, you have the opportunity to sell your Zespri SunGold Kiwifruit Class 3 fruit at your orchard gate, roadside stalls or at a farmers' market. You must complete a gate sales agreement form and email this to new.cultivars@zespri.com.

To read more on the requirements for gates sales please visit Canopy: [Canopy > Supply & operations > Your orchard business > Licences > Managing your licence](#), and scroll down to 'Gate sales' under the 'Additions to your orchard licence area' section.

Please note, there are currently no gate sales for Zespri RubyRed Kiwifruit.

DID YOU KNOW THERE'S AN EVENTS CALENDAR ON CANOPY?

It not only includes upcoming events, but also key dates like progress payments, licence releases, and everything you need to know for the LaS and DaS timeline. It's a great way to see everything happening across Zespri at a glance.

Find our events calendar here: <https://canopy.zespri.com/full/dashboard/calendar-of-events>

Or head to the primary events listing page and find the link to the calendar at the top.

NZ KIWIFRUIT INDUSTRY

INNOVATION AWARDS

NOMINATIONS OPEN NOW!

The New Zealand Kiwifruit Innovation Award was set up more than a decade ago to recognise individuals who have demonstrated exceptional innovation through initiatives that have made a real difference to the kiwifruit industry by solving a problem or creating lasting value.

Established in 2015 by former Chairman of Kiwifruit New Zealand, Sir Brian Elwood, the award is open to anyone directly or indirectly connected to the industry, including growers, and people involved in orchard management, post-harvest, research, and Zespri.

The deadline for this year's nominations is **Friday 24 July 2026**. Nominations must be for an individual, not a team, and their positive contribution will involve an initiative that has added demonstrable and tangible value for the industry.

In 2025, the Kiwifruit Innovation Award was won by Eastern Bay of Plenty kiwifruit grower and harvest contractor Brett Wotton for his work to support lifting fruit quality across the industry. His initiative was the introduction of covers for picking bags used during harvest to improve handling practices and prevent fruit damage helping to significantly reduce quality costs and maximise returns to growers.

Other winners have included Kanako Inomata for the creation of the Zespri KiwiBrothers, Dr Annette Richardson for her work on improving budbreak, Dr Steve Green who changed the approach to water and nutrient management, Cathy McKenna for the work on pest management that has preserved our market access, and Russell Lowe for his breeding work, including the first commercialised red kiwifruit cultivar.



The nomination form can be found here: [Canopy > News > 2026 New Zealand Kiwifruit Innovation Award open](#).

Please submit nominations to corporate.communications@zespri.com.

**NOMINATIONS CLOSE
24 JULY 2026**



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FOR FURTHER INFORMATION OR FEEDBACK, PLEASE CONTACT: ZESPRI GROWER SUPPORT SERVICES, P.O. BOX 4043, MOUNT MAUNGANUI 3149. PHONE: +64 7 572 7600 OR 0800 155 355, FAX 07-572 7646. EMAIL: contact.canopy@zespri.com. WEBSITE: www.zespri.com | canopy.zespri.com.

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