



**P3: ZESPRI BRAND RANKED #1**



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## STRONG DEMAND DRIVES POSITIVE NOVEMBER FORECAST

Zespri's November forecast for the 2024/25 season forecasts the per tray returns increasing from the August forecast for all fruit groups other than RubyRed Kiwifruit. This has been driven by this season's strong fruit quality, including historically-low fruit loss, savings from efficient advertising and promotional spending and foreign exchange gains.

SunGold quality has remained particularly strong throughout the season, supported by strong sales in key markets, with the crop almost all sold. While discussions with insurers regarding the Crown Garnet mice incident continue, the November forecast excludes any upside from potential insurance proceeds. Zespri is in ongoing discussions with the industry about how the funds received through insurance will be disbursed in the future and aims to update growers on the process by the end of the year.

Zespri CEO Jason Te Brake says strong value has been secured for Green fruit throughout the season, including lifting pricing for larger-sized fruit in Europe.

"There has been a greater-than-expected increase in the amount of softer green fruit in-market towards the end of the season, but with just a few weeks' worth of fruit remaining to be sold our in-market teams are prioritising remaining inventory to minimise late-season quality costs.

"It's really pleasing to see Green and Organic Green per hectare returns reach record levels on the back of this season's improved yields. We've also seen SunGold per-hectare forecast returns lift from August, with Green14 and RubyRed Kiwifruit steady. Provisions have been retained within this forecast to cover further quality costs."

Total fruit and service payments, across all pools and excluding the loyalty premium, are forecast to be \$2,944 million.

Jason confirmed there is a strong focus within Zespri on reducing our cost to serve to maximise returns back to growers.

### FORECAST CORPORATE PROFIT AND DIVIDEND RANGE

Zespri's corporate net profit after tax for the financial year ending March 2025 is expected to be between \$137m and \$147m, including licence release income.

The forecast dividend range for the financial year ending March 2025 is expected to be between \$0.68 and \$0.73 cents per share (and/or a Gross dividend per share range including imputation credits of \$0.82 to \$0.88). This includes the interim dividend already paid in August 2024 of \$0.56c (with a Gross dividend per share including imputation credits of \$0.68). As previously announced, there will be no further interim dividend paid in December 2024, given this was brought forward to August, and the same approach will be applied in subsequent years.

#### November 2024 Forecast Results

Pools (Fruit Categories)	2024/25 November Forecast Per Tray	2024/25 August Forecast Per Tray	2024/25 November Indicative Range Forecast Per Tray	2024/25 November Forecast Per Hectare	2024/25 August Forecast Per Hectare	2024/25 November Indicative Range Forecast Per Hectare
Zespri Green	\$8.10	\$7.80	\$8.00 - \$8.20	\$86,948	\$83,280	\$86,000 - \$88,000
Zespri Organic Green	\$11.17	\$11.10	\$11.00 - \$11.40	\$86,154	\$84,903	\$85,000 - \$88,000
Zespri SunGold Kiwifruit	\$11.22	\$10.68	\$11.10 - \$11.30	\$162,290	\$154,113	\$161,000 - \$164,000
Zespri Organic SunGold	\$14.32	\$13.45	\$14.10 - \$14.50	\$147,296	\$138,390	\$145,000 - \$149,000
Zespri Sweet Green	\$8.47	\$8.36	\$8.30 - \$8.70	\$53,956	\$53,272	\$53,000 - \$55,000
Zespri RubyRed Kiwifruit*	\$16.60	\$16.74	\$16.40 - \$16.80	\$71,047	\$71,653	\$70,000 - \$72,000

\*NB: Zespri RubyRed Kiwifruit is in its third year as a commercial pool. Forecast per hectare returns have been influenced by a high proportion of productive hectares returning low yields impacted by vine age. 280 hectares producing for 2 years or less have returned an average yield of 3,674 trays per hectare and a forecast per hectare return of \$60,987 per hectare. 47 hectares producing for greater than 2 years have returned an average yield of 6,349 trays per hectare and a forecast per hectare return of \$105,400 per hectare. 25 hectares with mixed aged vines (with vine age of both 2 years or less and more than 2 years) have returned an average yield of 7,148 trays per hectare and a forecast per hectare return of \$118,658 per hectare.

## PRODUCER VOTE - REMINDER TO HAVE YOUR SAY BEFORE 5 DECEMBER

Voting on the potential expansion of Zespri Global Supply began on 11 November and will close at **midday on 5 December**.

### THE RESOLUTION THAT GROWERS ARE BEING ASKED TO SUPPORT IS:

That growers support the allocation of up to 420 additional hectares of SunGold Kiwifruit per year over six years across Italy, France, Japan, South Korea and Greece, subject to annual review by the Zespri Board to confirm forecast demand remains ahead of supply and the provision of annual reporting to growers.

Voting packs were sent to all eligible producers in early November. If you are yet to receive your pack then please contact [electionz.com](http://electionz.com) urgently on 0800 666 028 or [iro@electionz.com](mailto:iro@electionz.com).

If you have not voted yet, you may receive a reminder from [electionz.com](http://electionz.com). Once you have voted, you will stop receiving reminders, or you can unsubscribe via the link at the bottom of their emails.

### IMPORTANT NOTE FOR PRODUCERS WITH MULTIPLE ENTITIES

If you have multiple entities, you need to vote for each of them. This includes those cases where a grower has an entity as a landowner, and an entity as a lessee of that land.

If voting online, you would have received separate emails for each entity with a unique PIN and password for each of them. You need to repeat the voting process for each email you receive. [Electionz.com](http://Electionz.com) is sending reminder emails to entities that are yet to vote so if you are receiving these emails you haven't yet voted for all your entities.

If you are voting by post, you would have been sent a separate voting paper for each entity. Fill each of these out and return them in the freepost envelope provided.

Each entity's vote will count in the total.

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KEEN FOR MORE ZESPRI NEWS AND INDUSTRY INFORMATION? MAKE SURE YOU CHECK OUT CANOPY!



JASON'S VIEW

Hi everyone,

With just 7 million trays of this season's crop left to sell, our focus is on finishing the season strongly, with sales expected to wrap up in the coming weeks.

**SALES**

Strong demand and consistent fruit quality has supported good value for growers in our latest November forecast. Amongst a set of positive results, it's really pleasing to see record per hectare returns for Green growers after such a difficult couple of seasons off the back of strong yields and market returns, with per tray SunGold returns remaining strong as well.

**QUALITY**

SunGold fruit quality has been consistently high right throughout the season and I want to thank all growers and post-harvest for their support in delivering such a large volume of high quality fruit this season. Of late we've seen a higher level of soft Green fruit arriving in market and while we want to understand this better, our immediate focus is on reducing costs and finishing the Green sales season strongly.

**BRAND**

Our brand has been an important driver in building demand again this season. I want to acknowledge the work of our marketing teams and the important milestone we reached in recent weeks, with Kantar research indicating Zespri is now the number one ranked fruit brand in our core markets. It reflects a huge effort not only from the industry to produce great fruit, but also from our marketing teams to deliver quality campaigns, with the Kiwi Brothers continuing to connect with our global customers and consumers and deliver value to the industry.

**ZGS**

In recent weeks we've made a strong start to our Non-New Zealand supply season, with 5 million trays of an expected 26 million already sold after just 4 weeks as we have begun the transition in some markets. This level of sustained demand for our fruit is another reminder of the importance of our 12-month supply strategy, and I want to thank you all for the strong turnout we've had in this year's Producer Vote on the proposed expansion of our ZGS programme so far. Discussions with the industry throughout the year helped shape the resolution we're seeking your support on, and with voting closing on 5 December, I strongly encourage you to make your voice heard by voting.

**ROADSHOWS**

Finally, thanks to everyone who has joined us at our current round of Grower Roadshows. As well as a deep dive into the latest forecast and a recap of the Producer Vote, we've discussed our ongoing efforts to lift grower shareholding of Zespri. This will be a big part of our engagement programme next year, where we'll be gathering your thoughts on preferred options to lift grower ownership of Zespri beyond our Loyalty as Shares (LaS) and Dividends as Shares (DaS) initiatives starting in 2025. In recent weeks we also published our Product Disclosure Statement which gives a really important overview of the information you'll need to consider as part of the offers being made through these initiatives.

All the best as preparations continue for our 2025 harvest, and I'll provide a further update in our last *Kiwiflier* Christmas edition in a couple of weeks.

*Jason Te Brake*

Chief Executive Officer

Industry Alignment



SHAREHOLDER ALIGNMENT UPDATE

Strengthening grower ownership through share alignment is an ongoing focus for Zespri. It's a key concern from growers and an issue the industry needs to address and Zespri will seek industry views on how we can continue improving shareholder alignment throughout 2025.

As part of our first tranche of initiatives to improve grower ownership of Zespri – Loyalty as Shares (LaS) and Dividends as Shares (DaS) - the Board has approved a Product Disclosure Statement (PDS). This is available for growers to review on Canopy and on the Companies Office site [here](#). This document and the supporting materials are designed to help growers make an informed decision on whether to buy Zespri shares.

Eligible growers will be able to apply for LaS and DaS **from May 2025**, with the offers from Zespri Group Limited made in accordance with the Financial Markets Conduct Act 2013. More information on how to participate in these initiatives will be communicated in the new year.



MATURITY CLEARANCE SYSTEM READY FOR 2025

We heard at Shed Talks that growers have questions about the Maturity Clearance processes. We've addressed these questions in previous editions, and NZKGI is scheduled to conduct a review in 2025. We will continue working with the industry to improve these processes. In the meantime, we have updated the Maturity Clearance System (MCS) in preparation for the 2025 season.

To help support on-orchard safety, MCS orchard contacts are responsible for ensuring MCS has the most up-to-date and verified orchard information. This includes:

- **MCS orchard contact** - someone with a practical working knowledge of the activities on the orchard. Their role is to:
  - be the phone contact point for the sampling service provider.
  - provide access to the orchard i.e., knows the gate code.
  - ensure dogs are restrained before a sampler enters the orchard.
  - be aware of the specific health and safety hazards present on the orchard and maintain and update the hazard information in MCS.
  - notify samplers of any new hazards or health and safety risks that may not have been recorded in MCS prior to sampling.
  - ensure the orchard hazard board and spray information is up to date.
  - be responsible for corrective actions relating to hazards that trigger a stop sampling event. A stop sampling event prevents new sample requests being submitted and means no sample collections will take place until the unacceptable risk is removed.

- **Dog information** – this is a new field in MCS. If MCS shows a dog is listed and the orchard contact cannot confirm the dog is restrained, the sample will be cancelled. Unrestrained dogs on orchard will result in a stop sampling event.
- **Site requirements** – such as app sign in or access information.
- **Hazards** – all orchard specific hazards that pose a genuine risk to samplers must be recorded in MCS. The hazard list in MCS must be current, relevant to the orchard and as concise as possible to ensure real risks are elevated to samplers.

Please complete your updates and verification at the earliest opportunity.

Several programmes rely on up-to-date orchard information, active maps and completed verifications including participation in the pre-season residue programme, to be eligible for consideration in the Week 7 monitoring programme.

Please contact the MCS Team on 0800 874 515 or email [maturity.support@zespri.com](mailto:maturity.support@zespri.com) if you need any assistance.

For further information on how to complete updates and verifications, please visit [Canopy > Tools > Tools & systems > Maturity Clearance System](#), where you'll find training documents and videos, CSV upload templates, and a key to guide you on which fields require specific information.



GLOBALG.A.P.



GLOBALG.A.P. assures customers worldwide that products such as kiwifruit are produced under responsible and verified standards regarding health, safety, and environmental care.

We understand the frustrations that growers experience with GAP. The Grower Enablement stream of the Horizon Programme, along with initiatives like replacing the Spray Diary, is exploring ways to utilise digital tools to streamline compliance for growers. Our goal is to reduce duplication and manual processes involved in GAP inspections. Developing and implementing these new tools will take time.

WE ARE HERE TO HELP:

Be sure to check this month's edition of the Bridging the GAP newsletter under [Canopy > News > Publications > Bridging the GAP](#) for useful tips and tricks to help you integrate GAP practices into your orchard management.

Sign up for monthly updates [here](#). If you need additional guidance or support, please visit the Support for Zespri GAP page on Canopy, or feel free to reach out to the Extension team by emailing [extension@zespri.com](mailto:extension@zespri.com).



# ZESPRI BRAND RANKED #1

The Zespri brand continues to strengthen, with our latest Kantar Brand Power report indicating that Zespri is the top ranked fruit brand across our core 15 markets for the first time.

Brand power is ultimately the strength of the brand which translates into the value consumers see in a brand and how willing they are to buy. This achievement reflects the connection we're forging with customers and consumers through our global campaigns including the KiwiBrothers who have now been rolled out in all of our core markets following their launch in China and the USA this season. It also stands out, especially against brands like Dole, Chiquita, and Del Monte, which have broader retail presence through larger portfolios of fresh and processed fruit products.

At the same time, the research reiterated that our competition is strengthening as well, including other kiwifruit brands which are increasing their investment in brand building and eroding our share of media spend in seeking to replicate our success and take market share. This isn't because we are spending less on media, but because competitors are spending more than they have in the past.

Our focus remains on creating long term value for New Zealand kiwifruit growers by selling more New Zealand kiwifruit at higher value and ensuring our customers are willing to pay for it. We do this by building a strong brand to justify our premium pricing, investing our advertising budget as efficiently as possible, leveraging opportunities, and exploiting our scale in the category. It's also why we launched the ZGS Producer Vote as part of our ongoing work towards reaching 12-month supply to hold onto our shelf space all year round.

CEO Jason Te Brake says, "A strong brand supports grower returns and it's something we can't take for granted, especially with the increasing competition in the produce category from emerging brands."

"We need to continue to build our brand through consistent quality fruit, year-round presence in front of consumers through 12 month supply, and strong sales and marketing campaigns which emphasise the health and nutritional benefits of our brand and product."



The KiwiBrothers make a splash in the USA for the first time.



The Zespri Zing Campaign has performed well in Europe.



The launch of the Zespri brand on social in Portugal has supported our best ever season there.

## 2025 SEASON PLANNING UPDATE

The New Zealand kiwifruit industry saw the largest ever increase in crop volume in 2024, and preparation is now underway for a moderate crop increase in 2025 as planted areas continue to expand the industry's production base.

A similar approach to 2024 season planning has been undertaken as we prepare for 2025, involving industry-wide discussions across NZKGI, post-harvest and Zespri. Again, we remain focused on fruit quality, starting the season well, maintaining consistent flow throughout harvest to take advantage of early season sales opportunities and utilisation of onshore capacity, and reducing complexity but adding collaboration throughout the supply chain.

### PRESERVE A HIGH STANDARD OF FRUIT QUALITY BEING DELIVERED TO THE CUSTOMERS AND CONSUMERS IN MARKET

Decisions relating to managing the increasing volumes, both onshore and offshore, will be centered around preserving a high standard of fruit quality first and foremost. This includes ensuring we have sufficient fruit that stores well and provides utility throughout the later part of the season. As with 2024, we'll continue to use data and insights to ensure we're making timely, well-informed decisions to maximise grower returns by delivering the right fruit at the right time to the right markets.

### SUCCESSFUL EARLY START AND SMOOTH, CONSISTENT FLOW OF FRUIT THROUGHOUT HARVEST

A successful season relies on an early and smooth start to harvest, and a relatively front-loaded shipping and sales programme. Being able to get fruit to market as early as possible ensures a positive start to the season with better sales rates. This avoids fruit being sold late in the season when fruit loss and quality costs are more significant and grower returns are impacted.

We are also focused on planning to ensure available onshore supply chain capacity (packing, cool storage, trucking and loading) is used efficiently while offshore supply chain considerations like in-market inventory levels are also reflected in the planning.

It's important that the commercial drivers are well-defined to support both a successful early, smooth start to the season as well as ensuring that the right fruit is harvested at the right time to assist with optimum quality outcomes at the end of the season. Both the KiwiStart and Time rates are currently being reviewed as part of the industry's usual process to ensure they are set appropriately and will be communicated to the industry in December.



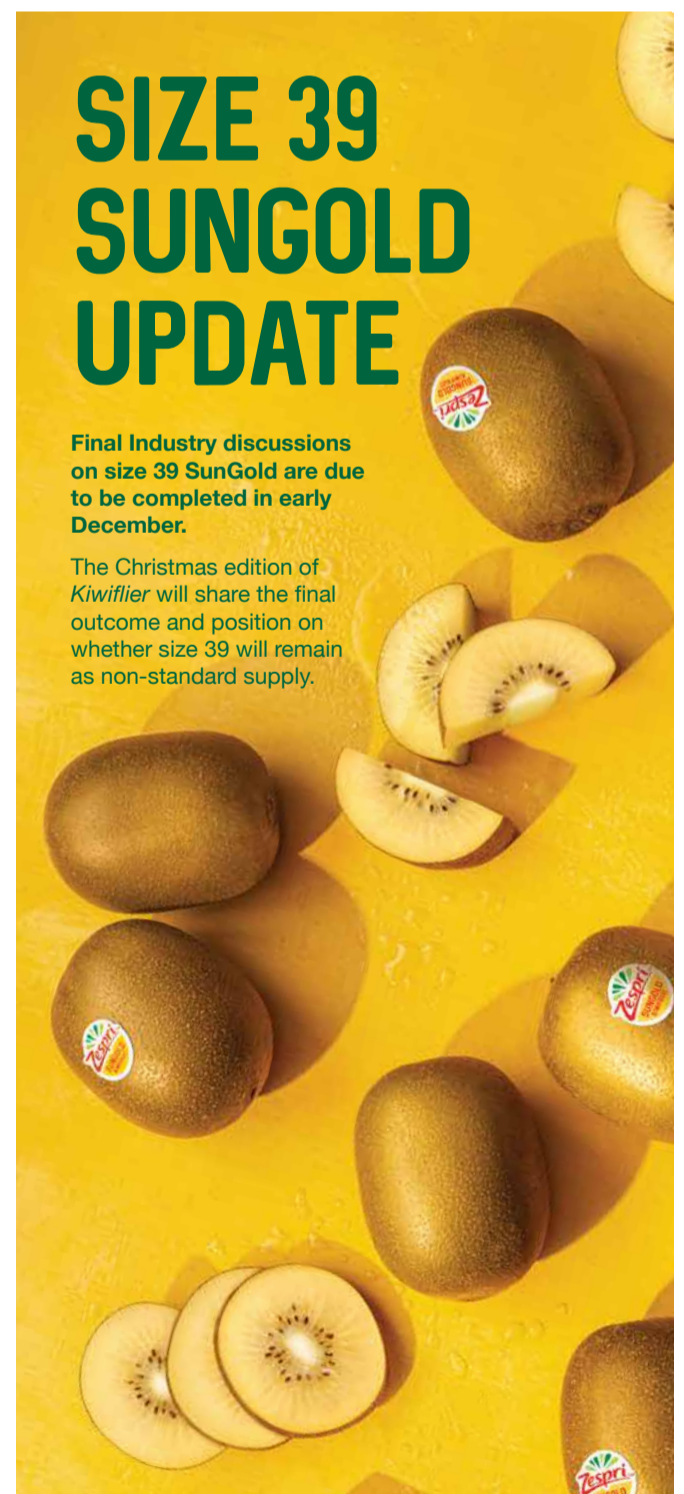
To hear more about the planning that's already underway for next season, listen to this short episode of 'The Scoop' podcast [here](#).



## SIZE 39 SUNGOLD UPDATE

Final Industry discussions on size 39 SunGold are due to be completed in early December.

The Christmas edition of *Kiwiflier* will share the final outcome and position on whether size 39 will remain as non-standard supply.







# CROWN GARNET TREATMENT OF PROCEEDS

**The Crown Garnet insurance claim for fruit loss was due to the significant rodent infestation on the first 2024 European vessel. This article updates the industry on the status of the insurance claim and the potential handling of any insurance proceeds received after the closure of the SunGold pool for 2024.**

All the fruit affected has been treated as fruit loss in the SunGold Conventional 2024 Pool. Based on current calculations, the total cost of the affected fruit from the incident is an average of 23c per tray.

We are going through an insurance process to return as much of this value back to growers as possible.

## STATUS OF THE INSURANCE CLAIM

Zespri has two types of insurance policy that could respond to this loss: Marine Cargo (which has a lower threshold but offers narrower cover) and Product Contamination (which has a high threshold for a claim to be accepted but offers wide cover).

All Marine Cargo Insurers have accepted our claim under the policy. However, accepting a claim doesn't mean they will be settling for the full loss. They are currently considering the final loss assessment report, which contains assessment information on the cause of loss, quantity and values of amounts for the claim.

The Product Contamination Insurer has not yet determined whether it will accept the claim, but we are working with them to progress certain policy interpretation points.

Until the insurer's review is complete, we will not have a clear indication of the potential amount of proceeds.

It's likely that confirmation of proceeds will happen in stages. Industry experience shows that large claims like this tend to progress slowly, and some can take several years to resolve.

## STATUS QUO TREATMENT OF INSURANCE POLICY PROCEEDS

The fact that proceeds from the Crown Garnet claim may occur after the 2024 pools have closed has prompted an industry discussion on the handling of these proceeds that could be recovered.

Status quo treatment under the 2024 Supply Agreement requires Zespri to close the 2024 SunGold pool by June 2025 and fix the final price at that time. Any insurance proceeds received after June 2025

would then be attributed to the SunGold pool open at the time of payment. If we don't receive any recovery proceeds before June 2025, the proceeds could be paid out to a future SunGold pool and SunGold growers in subsequent years.

Typically, the variation in insurance events, costs, and proceeds between seasons is not significant enough to have a material impact. However, the value of the Crown Garnet loss means there will be a material impact on the 2024 SunGold growers who have borne the fruit loss and associated costs.

## POTENTIAL OPTIONS

There are two main categories of options for how to treat the ultimate insurance proceeds:

- 1. Status Quo:** Costs and proceeds would 'lie where they fall' under the 2024 Supply Agreement and beyond. Insurance proceeds would be paid out to the SunGold pool open at the time. Supply Entities could then choose to apportion such proceeds to their growers as they see fit, with Zespri providing supporting information to assist in calculations.
- 2. Variation to Supply Agreement:** The 2024 Supply Agreement could be varied to effectively "ringfence" any future insurance proceed payments for the current growers in the 2024 GA1CK SunGold pool. Examples could include:
  - a. A specific Crown Garnet variation to the 2024 Supply Agreement; or
  - b. An enduring change to future Supply Agreements based on a quantum trigger or type of payment (e.g. insurance recoveries).

## DISCUSSION AND NEXT STEPS

We are working with our insurers and in discussions with NZKGI, the Industry Supply Group and the Industry Advisory Council to find an equitable solution for impacted growers and will provide an update by the end of the year.



## FRUIT QUALITY UPDATE

### ONSHORE QUALITY

**Onshore fruit quality for this season was the best in five years for both Green and SunGold.**

We've reported the lowest rate of storage defects onshore in 2024, with important quality defects, such as rots, NPFG (Non-Pathogenic Fungal Growth), and soft and overripe fruit at the lower end of the five-year average. The amount of SBD (Storage Breakdown Disorder) reported onshore was slightly higher than in previous seasons and was mostly related to the larger volumes of low-maturity fruit harvested in weeks 16 and 17.

Overall, Green had the best onshore storage performance in five years, as reflected in the lower rates of NPFG, rots, and softs, along with the lowest fruit loss and repack rates across five seasons. SunGold was also better than the previous four years, with record low fruit loss and repack rates.

### OFFSHORE QUALITY

**For offshore quality, defects in Green are now at the high end of the five-year average, while SunGold is the best it has been in five years.**

Early season quality in Green was better than in recent years, with total defects up to the end of August the lowest in five years. From the beginning of September onwards, there was an increase in defects mainly driven by higher rates of soft fruit arriving in our European markets with the longer transit time. However, China and Japan also reported higher rates of soft fruit, especially later in the season. These softs are thought to be linked to chilling injury, as several trials involving cutting of soft fruit revealed about 80 percent of the soft fruit had SBD symptoms. Despite the level of soft fruit, most are still salable through repacking. Skin disorders and rots in Green is below the five-year average.

The average total defects in SunGold were the lowest across five years, with storage skin disorders (e.g. NPFG and dehydration) and rots lower than in the previous four seasons. SBD was reported in both KiwiStart and early Mainpack fruit, which is related to the relatively larger volumes of low maturity fruit harvested in 2024. The Zespri Quality and Fruit Performance teams, in close collaboration with the offshore operations teams, have effectively managed the SBD risk. Physical damage in SunGold was the highest in five years but remained within acceptable levels. The in-market rot percentage in SunGold was significantly lower than in previous seasons, indicating that the slightly higher levels of flesh damage observed onshore did not result in increased physical damage rots.

**Zespri's Fruit Performance & Insights team has been working with post-harvest on understanding the potential factors for the higher-than-expected increase in Hayward softs late in the season.**

The team are looking at several onshore variables, including yield, size, storage duration, coolstore, maturity (dry matter, firmness, Brix and Brix when fully ripe at clearance), as well as several shipping and in-market factors, and why some facilities have experienced a higher rate of softs than others.

A more detailed analysis will be reported to the industry as soon as more insights become available.







# GROWER ROADSHOW REVIEW

**We know growers have been busy on orchard recently and we've appreciated you joining us for a few hours at our most recent round of grower roadshows.**

We hold three rounds of roadshows at key times during the season to update on key issues and take grower questions and feedback, with our Chairman Nathan Flowerday, Deputy Chairman Craig Thompson, CEO Jason Te Brake and Executive Officer for Grower & Industry Engagement Tracy McCarthy visiting our key growing locations over the past couple of weeks.

As well as discussing the latest season update, we covered the November forecast in more detail, including talking through the treatment of fruit from the mouse-affected Crown Garnett earlier this year. This is being treated in the forecast as fruit loss in the 2024 conventional SunGold pool - an average of 23c per tray - however our work with insurers to return as much value as possible to growers is continuing. You can read more about that process on page 4.

We've also appreciated the feedback on the need for shareholder alignment. This has included plenty of support for the Loyalty as Shares and Dividends as Shares initiatives starting next year which are seen as a good first step and we've heard a clear message that growers want to see Zespri doing even more to lift grower share ownership. This will be a major focus of our engagement activity in 2025.

Other topics of discussion have included fruit incentives and particularly the balance of KiwiStart incentives versus time rates, implementation of GLOBALG.A.P., the commercial signals around RubyRed fruit size, and the ongoing cost of quality which is still leaving too much money on the table for Green. As noted on page 4 reducing the cost of quality is a key focus.

Roadshows wrap up this week with a recording of the Te Puke Roadshow now available on Canopy. The next round of roadshows will be at the end of February, with a focus on the season ahead.



## WATCH AND LISTEN PAGE ON CANOPY

Stay ahead of the curve with our media hub on Canopy, specifically designed for growers. Here, you can watch and listen to the latest industry news and updates, along with valuable resources to refresh your skills and expand your knowledge.

You will also find our podcast, "The Scoop," which features engaging discussions and interviews with industry professionals, providing insights and updates about the current environment. Over the last two months, we've released six episodes starting off by covering some important topics related to Zespri Global Supply (ZGS), Supply Chain, and key industry priorities. If you have some feedback, suggestions for topics or people to chat too, we'd love to hear from you at [the.scoop@zespri.com](mailto:the.scoop@zespri.com).



Check it out on Canopy under Home > News > Watch & listen or scan the QR code.



# ZESPRI FUNDED BIOCHAR FIELD TRIAL UNDERWAY



**We're excited to have kicked off the first Zespri-funded field trial of biochar to see how this can potentially help lower the carbon footprint of kiwifruit orchards and support soil health and production.**

The application of biochar to soil is recognised as a carbon removal option by global climate change organisations including the Intergovernmental Panel on Climate Change. This is because it is a stable form of carbon storage that can persist in soil for hundreds of years, with potential to improve soil health and production.

In a recent literature review conducted by Dr Mary Black, across a range of studies in both annual and perennial crops overseas, biochar has been found to have positive impacts on production in many instances. There have also been instances where it has had no or negative impacts on productivity, therefore, a trial to understand its impact on kiwifruit production is important.

Owen Solomon, Environmental Sustainability Innovation Leader at Zespri says the field trial got underway last month with the aid of Zespri's innovation funding initiative, known as ZAG.

"The trial is looking at the impact biochar might have specifically on kiwifruit production, so we can understand its potential benefit to the industry.

Although it's a relatively new area for Zespri, we have made connections with others using biochar to learn from their work," he says.

This includes a group of growers and Zespri team members visiting a biochar pilot site at Yealands winery earlier this year.

Biochar has been identified as a promising carbon removal opportunity for our industry based on its potential impact and commercial readiness.

The trial is being undertaken on one of the orchards in Zespri's Carbon Neutral Trial in Pukehina. The biochar was applied with and without compost and its impacts on kiwifruit, soil health and production will be assessed.

We expect to have the first major results and learnings from the trial to share towards the end of 2025.

Alongside the field trial, Zespri is currently working with carbon experts to understand if the use of biochar in kiwifruit

orchards can be counted as carbon removal to lower the net emissions (i.e. carbon footprint) of orchards, and if so, what requirements the biochar application needs to meet. For example, whether it needs to be a particular composition or be made a certain way. If biochar can be used for this purpose, then positive field trial results will provide another valuable option for growers as we look to further embrace sustainable practices within the industry.



*Biochar is a charcoal-like substance formed by burning biomass (such as forestry waste) at high temperatures without the presence of oxygen.*



# FROM THE MARKETS

## SEASON CLOSEOUT TRACKING WELL

Sales rates are tracking well as we progress through the final stages of the NZ season, with approximately 7 million trays of total volume across all fruit groups remaining to be sold at end of November. In Europe and Korea, ZGS SunGold rates are performing well post completion of sales of NZ origin SunGold, with deliveries now 16 percent through plan.

120 million trays of NZ origin Class 1 SunGold Conventional have been delivered – 96 percent of plan for the season. In China, campaigns for Double 11, (China’s biggest annual shopping festival) were highly successful and our planned

sales have helped with rates in this market, which accounts for the large majority of remaining SunGold to be sold. Australia, US and Singapore are the other main markets still selling SunGold.

3.6m trays of NZ origin Class 1 SunGold Organic have been delivered, with less than 1 percent of fruit remaining to be sold in the USA and Singapore. SunGold quality continues to perform well in markets as we approach completion of sales.

We are tracking well in Class 1 Green Conventional and Organic, now 91 percent and 86 percent through the plan

respectively. In recent weeks there have been challenges with Green offshore quality, with an increase in the amount of soft fruit in-market. Most of the remaining Green will be sold in Europe and Japan, where teams are focused on management of the remaining inventory and accelerating sales rates to minimise late-season quality costs.

Across Europe, retail promotions and in-store activations continue to maintain strong sales rates, with final efforts in Japan primarily focused on pack promotions for smaller-sized Green.

### SINGAPORE: ZESPRI SAVES THE FRUIT PLATE IN SINGAPORE

For many Singaporeans, enjoying a plate of fruit after dinner is a common childhood memory.

However, a Zespri-commissioned survey of 500 Singapore residents in October 2024 found that nearly half of those who used to regularly enjoy having fruit after dinner no longer follow this healthy habit as frequently. One of the main reasons cited was that 39 percent of respondents simply do not have the habit of preparing fruit for themselves.

To address this, Zespri has launched ‘Start Small Add A +1’ to encourage Singaporeans to boost their fruit intake. This has included bringing back the award-winning Fruit Pillbox first launched as a pilot earlier this year, with its seven compartments labelled Monday through Sunday, each containing a Zespri SunGold Kiwifruit, designed to make it easier for consumers to eat a kiwifruit a day.

Zespri Global General Manager of Marketing Kok Hwee Ng says we are committed to finding small yet innovative ways to inspire mighty changes toward healthier eating habits.

“The small step of adding a ‘+1’ serving of fruits to dinner can lead to mighty changes in consumers’ overall wellbeing. The Fruit Pillbox is just one example of how Zespri encourages consumers to effortlessly incorporate more fruits into their daily routines. Additionally, by bringing back this tradition, we hope to remind Singaporeans how easy and rewarding it is to include more fruits in their meals, while reigniting a cherished mealtime ritual.”



The ‘Start Small Add A +1’ campaign encouraging Singaporeans to eat more fruit.

### CHINA: ZESPRI ON SHOW AT CHINA INTERNATIONAL IMPORT EXHIBITION

One of the world’s largest trade expos, the China International Import Exhibition (CIIE) took place in Shanghai at the start of last month with strong customer support for Zespri.

The Zespri China team attended the event alongside Chairman Nathan Flowerday and CEO Jason Te Brake and representatives from around 70 other New Zealand export companies. Trade Minister Todd McClay was leading the delegation of kiwi businesses and visited the Zespri booth at the expo. The strong level of support for Zespri and the customer turnout at our site was encouraging.

The Minister also spoke at Zespri’s customer dinner event held to celebrate the China market’s success with a record breaking \$1 billion in sales – up 30 percent on last season and more than 40 percent by volume.

The Trade Minister’s delegation wrapped up their trip to China with a visit to the new state-of-art Joy Wing Mau coolstore in Shenzhen, a visit to the Walmart/Sam’s Club HQ, one of Zespri’s top tier retail customers, and a tour of a Sams Club store to see the Zespri fruit on display.



Zespri’s Jiunn Shih, Michael Jiang and Jason Te Brake with the Zespri China Marketing team.



Trade Minister Todd McClay with Zespri Greater China President Michael Jiang.



The Zespri booth at CIIE.

### KOREA: RECORD GROWTH IN CONSUMER PENETRATION

Zespri has recorded its strongest ever penetration growth in Korea following its ‘Get a Hit of Vitamin C with Zespri’ campaign.

This year there’s been a record volume of New Zealand-grown fruit with 13.8 million trays to sell in Korea.

The Vitamin C campaign gave consumers the opportunity to assess their dietary Vitamin C intake using a custom digital calculator and learn how Zespri Kiwifruit can help them meet their Vitamin C needs. Marketing activity included instore activity with displays and a leaflet with a QR code in packs taking consumers to the calculator.

Korea Regional Market Manager Bokeun Kang says Zespri has strong market penetration, at 31.4 percent already at the end of September, up from 30.6 percent at the end of the season last year.

“It’s fantastic to see our Vitamin C campaign resonate so well with consumers with the Zespri brand gaining more share of the market in Korea this year when we’ve had more fruit to sell.”



The ‘Get a Hit of Vitamin C with Zespri’ campaign included instore activity.



A QR code on Zespri packs to help consumers calculate their Vitamin C intake.

### JAPAN: KIWIFRUIT HOTPOT SUPPORTING SALES

A Zespri spin on the popular Asian dish hotpot is helping drive sales at the tail end of the New Zealand season in Japan.

Marketing efforts in Japan throughout the 2024 season have focused on the nutrition and health benefits of kiwifruit and particularly Zespri Green at the end of the season.

This has included coverage on TV in Japan, with a popular national programme introducing a recipe for ‘Kiwi Sukiyaki’ (a type of hotpot dish) using green kiwifruit to tenderise meat in the dish, reaching an audience of 17 million people.



Kiwi Sukiyaki a hit on a popular TV show in Japan.





# ZGS UPDATE

## ZGS DELIVERY SEASON KICKS OFF WITH PROMISING START

With some markets having now sold through our record New Zealand crop, the 2024/25 Zespri Global Supply (ZGS) season is officially underway. In Europe, operations have started successfully, with the first SunGold deliveries received in mid-October, enabling sales to commence across the EU market. The first week of November recorded the second-highest sales week of the last two seasons.

After the success of last year's Direct Delivery Project, this season's direct deliveries are progressing well. This year, the objective is to serve key distributors and retailers across all European countries and continue scaling up this model.

Fruit quality is trending well, with average Brix and firmness levels consistent with previous seasons.

As for ZGS Green, after prioritising the extended New Zealand season, all projects and pre-season activities are now

advancing smoothly. Sampling and supplier set-up is nearing completion in Italy and Greece. The first orders are expected to be delivered in the second week of December.

The geopolitical situation in the Red Sea and Suez Canal has posed challenges, increasing transit times and shipping rates. However, ZGS is shipping a dedicated volume for Taiwan and China to maintain a presence in key retailers in time for the Chinese New Years sales period.

### LOOKING AHEAD

As the season progresses, ZGS remains committed to overcoming challenges and achieving its goals. The dedication and hard work of the team, coupled with strategic planning and quality assurance, are paving the way for a successful delivery season.



First export pallets from France.



Italian SunGold at one of our distributors in Germany.



## ZESPRI IN THE COMMUNITY

### CELEBRATING THE EFFORTS OF OUR TAMARIKI

Zespri recently visited tamariki in Edgecumbe and Auckland to celebrate their commitment and hard work in the 2024 Zespri Young and Healthy Virtual Adventure. The programme runs over five weeks, and encourages kiwi kids and their whānau to create healthy habits, such as drinking more water, eating more fruit and vegetables and replacing screen time with outdoor activities.

Now that the programme has wrapped up for the year Kim Harvey, Founder of Young and Healthy, has been making her way around some of the schools to check in with the tamariki and hear about their new healthy habits.

Some of the Zespri team were lucky enough to go along to Room 4 at Edgecumbe Primary School to hear all about the kids' experience with the Virtual Adventure and to gift them a tray of Zespri Kiwifruit and a pair of brand new Asics shoes that they had won for their effort in the weekly mini challenges. They were all beaming with excitement and had lots of great stories to tell about the fun they had participating in the Zespri Young and Healthy Virtual Adventure.

To close out the adventure for 2024, there was a big fun-filled community day held at Manurewa West Primary School to recognise and celebrate their efforts in creating new habits to look after their physical and mental health. The celebration day was filled with games, bouncy castles, skateboarding, face paint, dress ups, plenty of Zespri kiwifruit and more.

"It was awesome that we were able to head along to a couple of the school visits, and see for ourselves the positive impact that the programme has on our tamariki not only during the five weeks but on their overall mindsets when it comes to their health and wellbeing too," says Huia Ackerman, Zespri External Relations Advisor.



Tamariki from Manurewa West School enjoying kiwifruit at the Fun Day.



Tamariki from Edgecumbe School in their brand-new Asics shoes.

### 2024 ZESPRI HORTICULTURAL SCHOLARSHIPS AWARDED

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

Meg is currently studying towards a Bachelor of Science at University of Otago. "As a Bachelor of Science student, I am interested in how we can use innovative techniques and new technology to adapt to challenges from the changing environment and continue to produce world-renowned products in the horticultural industry."

Neil is studying a Bachelor of Design – Visual Communication Design and Bachelor of Horticultural Science at Massey University. "I'm excited to contribute to a future where horticulture plays a central role in building communities and promoting environmental sustainability. My goal is to ensure that horticultural practices are not only sustainable but also inclusive, prioritising human-centred solutions and sustainable practices."



Big congratulations to these two very deserving recipients. Left: Meg Shuker, right: Neil Buchanan.





# SHARES UPDATE: NOVEMBER

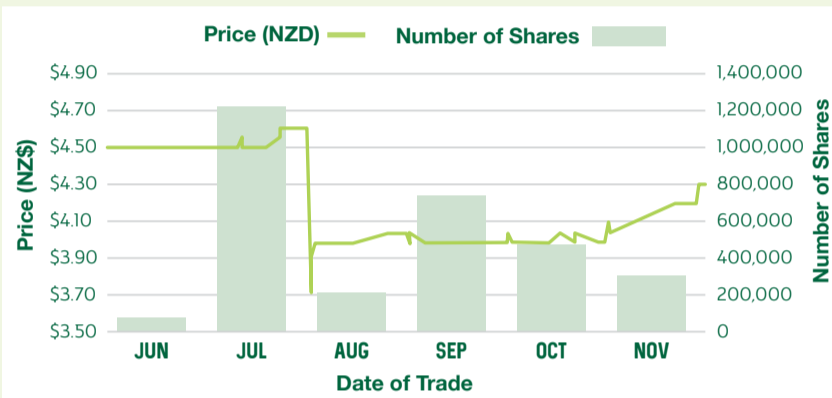
## WHAT'S HAPPENING IN THE MARKET

BIDS (BUYERS)		
Orders	Quantity	Price (\$)
1	7,000	\$4.30
1	29,470	\$4.30
1	50,000	\$4.20
1	3,000	\$4.20
1	15,625	\$4.10
1	3,000	\$4.10
1	10,480	\$4.05
1	20,000	\$3.80
1	27,497	\$3.75

OFFERS (SELLERS)		
Orders	Quantity	Price (\$)
1	3,000	\$4.40
1	10,000	\$4.50
1	3,000	\$4.50

LAST 10 TRADES			
Date	Quantity	Price (\$)	Value (\$)
21/11/24	93,333	\$4.30	\$401,331.90
20/11/24	3,000	\$4.30	\$12,900.00
19/11/24	5,630	\$4.20	\$23,646.00
18/11/24	10,000	\$4.20	\$42,000.00
18/11/24	10,000	\$4.20	\$42,000.00
13/11/24	19,000	\$4.20	\$79,800.00
13/11/24	108,335	\$4.20	\$455,007.00
1/11/24	50,000	\$4.10	\$205,000.00
25/10/24	14,520	\$4.05	\$58,806.00
25/10/24	10,000	\$4.10	\$41,000.00

### ZESPRI GROUP LIMITED SHARE TRADES: JUNE 2024 TO NOVEMBER 2024



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

The Zespri share price dropped from \$4.50 on 31 July to \$3.75 on 1 August as expected, following the shares going ex-dividend that same day. The dividend of \$0.75 per share was paid on 9 August.

### 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.reapp.io](http://www.reapp.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 21 NOVEMBER 2024

#### OVERSHARED SHARES REQUIRED TO BE SOLD - DECEMBER

NUMBER OF SHARES  
**0**

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 - DECEMBER

NUMBER OF SHARES  
**0**

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 AS AT 21 NOVEMBER 2024

NUMBER OF SHARES  
**1.5M**

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

#### DIRECTOR SHARE TRADING AS AT 21 NOVEMBER 2024

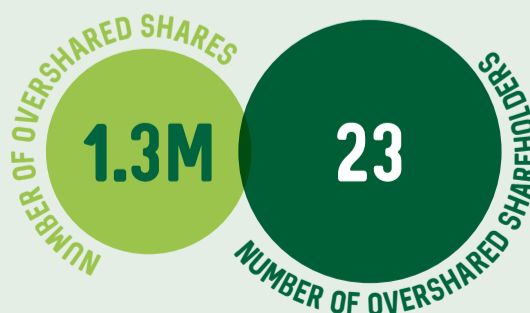
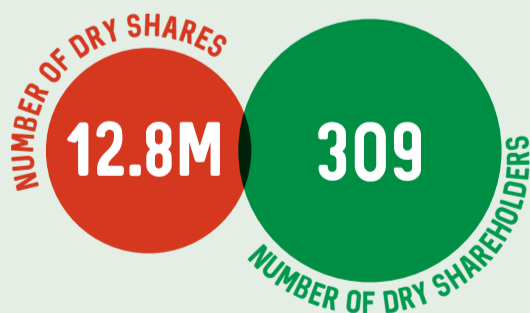
NUMBER OF SHARES  
**165,412**

Shares traded by entities associated with Zespri Directors.

## OUR SHAREHOLDERS

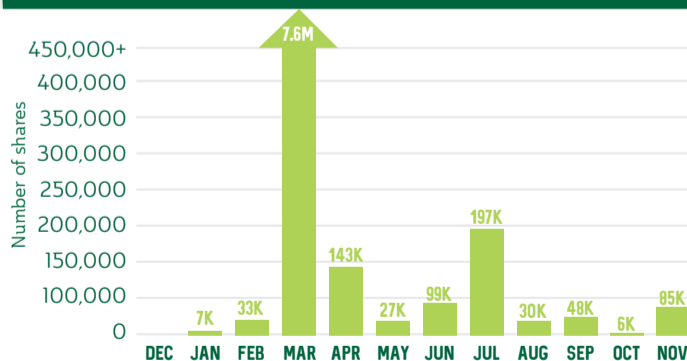


### DRY AND OVERSHARED SHARES

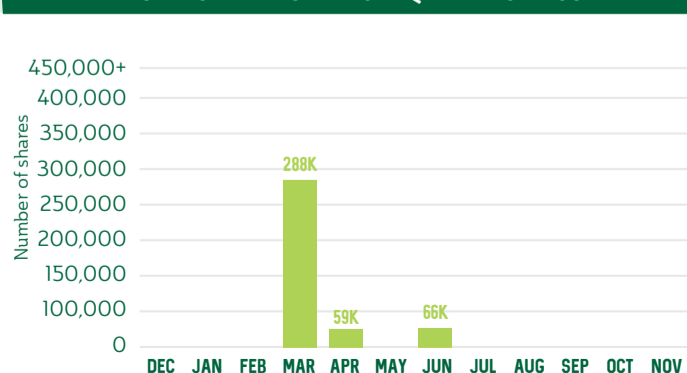


DISCLAIMER: The above figures are a snapshot in time and are subject to change at any time due to shares being traded.

#### DRY SHARES CONVERTING TO B CLASS BY MONTH B CLASS SHARES ARE NOT ELIGIBLE FOR DIVIDENDS



#### OVERSHARED SHARES REQUIRED TO BE SOLD



## LOOKING TO BUY ZESPRI SHARES?

### WHO CAN PURCHASE SHARES?

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

### OFF-MARKET TRADING

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

### ON-MARKET SHARE TRADING

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

### CHOOSE A USX-APPROVED BROKER



### SHARES AVAILABILITY BOARD

The Shares Availability Board on the 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 is currently one seller with 7,760 shares listed for sale, and there are 20 buyers seeking 1,526,000 shares on the Shares Availability Board.

You can register your shares for sale, or your interest to buy shares at the following link: [Canopy > Supply & 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 at [shares@zespri.com](mailto:shares@zespri.com).





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

Full-Year Return	2024/25 - November Forecast							2023/24 - Actual						
	Zespri Green	Zespri Organic Green	Zespri Gold3	Zespri Organic Gold3	Zespri Red19	Zespri Green14	All Pools	Zespri Green	Zespri Organic Green	Zespri Gold3	Organic Gold3	Zespri Red19	Zespri Green14	All Pools
<b>Total Forecast:</b>														
Total trays supplied (m)	59.9	3.6	124.0	3.6	1.5	0.1	196.9	39.4	2.0	89.2	2.3	0.2	0.1	137.1
Kilograms supplied (m)	207.0	12.6	433.9	12.7	4.9	0.4	685.7	137.8	7.1	310.2	8.0	0.8	0.4	477.5
Average size per tray	34.3	34.9	27.7	28.3	41.3	36.8		30.4	32.6	25.4	25.6	39.0	34.8	
Fruit payments (\$m)	309.1	26.2	1,175.0	37.0	31.6	1.0	1,626.9	264.7	18.0	901.2	25.6	5.5	1.1	1,259.9
Fruit incentives (\$m)	265.9	17.0	558.7	26.6	(0.1)	0.5	868.6	206.8	10.8	546.2	16.2	(0.1)	0.4	780.3
Service costs (\$m)	112.8	9.2	322.1	6.6	(0.1)	0.0	451.3	43.1	3.1	164.7	3.2	(0.0)	(0.0)	214.6
<b>Fruit and service payments excl. loyalty premium (\$m)</b>	<b>687.7</b>	<b>52.4</b>	<b>2,055.8</b>	<b>70.2</b>	<b>31.3</b>	<b>1.5</b>	<b>2,946.8</b>	<b>514.6</b>	<b>31.9</b>	<b>1,612.0</b>	<b>45.1</b>	<b>5.4</b>	<b>1.6</b>	<b>2,254.8</b>
<b>Total Forecast per tray (\$):</b>														
Submit payment <sup>1</sup>	2.73	2.75	3.60	3.60	5.10	2.95		2.75	2.75	3.60	3.60	3.60	2.95	
Progress payments	2.41	4.42	5.87	6.62	15.75	5.52		3.98	6.13	6.50	7.59	18.79	7.60	
<b>Total fruit payments per net submit trays</b>	<b>5.14</b>	<b>7.17</b>	<b>9.47</b>	<b>10.22</b>	<b>20.85</b>	<b>8.47</b>		<b>6.72</b>	<b>8.88</b>	<b>10.10</b>	<b>11.19</b>	<b>22.39</b>	<b>10.55</b>	
KiwiStart <sup>2</sup>	0.83	0.77	1.15	1.20	0.00	0.60		1.00	0.53	1.10	1.08	0.00	0.38	
Taste Zespri	3.56	3.85	3.29	6.07	0.00	3.67		4.24	4.81	5.01	6.00	0.00	3.71	
Supplier Accountability	0.07	0.08	0.06	0.08	-0.08	-0.01		0.01	-0.03	0.01	-0.01	-0.20	0.00	
<b>Fruit incentives</b>	<b>4.46</b>	<b>4.70</b>	<b>4.50</b>	<b>7.35</b>	<b>-0.08</b>	<b>4.26</b>		<b>5.25</b>	<b>5.31</b>	<b>6.12</b>	<b>7.07</b>	<b>-0.20</b>	<b>4.09</b>	
Pack type	0.30	0.11	0.44	0.33	0.00	0.02		0.57	0.35	0.54	0.60	-0.09	0.00	
Time payment	1.59	2.42	2.15	1.49	0.00	0.00		0.53	1.17	1.30	0.81	0.00	0.00	
<b>Service costs</b>	<b>1.89</b>	<b>2.53</b>	<b>2.60</b>	<b>1.82</b>	<b>0.00</b>	<b>0.02</b>		<b>1.09</b>	<b>1.52</b>	<b>1.85</b>	<b>1.41</b>	<b>-0.09</b>	<b>0.00</b>	
<b>Class 1 fruit and service payments per net submit trays</b>	<b>11.49</b>	<b>14.40</b>	<b>16.57</b>	<b>19.39</b>	<b>20.77</b>	<b>12.76</b>		<b>13.07</b>	<b>15.71</b>	<b>18.07</b>	<b>19.68</b>	<b>22.10</b>	<b>14.63</b>	
Loyalty premium	0.25	0.25	0.25	0.25	0.25	0.25		0.30	0.30	0.30	0.30	0.30	0.30	
Less: onshore fruit loss	-0.05	-0.12	-0.10	-0.10	-0.01	0.00		-0.08	-0.18	-0.29	-0.14	-0.08	(0.07)	
Fruit loss percentage <sup>3</sup>	0.42%	0.81%	0.62%	0.52%	0.04%	0.01%		0.60%	1.15%	1.55%	0.70%	0.34%	0.48%	
<b>Class 1 fruit and service payments (incl. loyalty) per gross submit trays</b>	<b>11.69</b>	<b>14.53</b>	<b>16.72</b>	<b>19.54</b>	<b>21.01</b>	<b>13.00</b>		<b>13.29</b>	<b>15.83</b>	<b>18.08</b>	<b>19.84</b>	<b>22.32</b>	<b>14.86</b>	
Plus Class 2 Return <sup>4</sup>	0.26	0.49	0.15	0.20	0.14	0.03		0.38	0.61	0.20	0.16	1.71	0.00	
Plus Non-Standard Supply (NSS) <sup>4</sup>	0.02	0.06	0.03	0.10	0.14	0.00		0.01	0.05	0.06	0.09	6.91	0.00	
Plus Other Income (Non dividend) <sup>5</sup>	0.01	0.00	0.01	0.02	0.01	0.00		0.01	0.01	0.01	0.02	0.03	0.00	
<b>Average revenue per gross submit trays</b>	<b>11.98</b>	<b>15.09</b>	<b>16.91</b>	<b>19.86</b>	<b>21.31</b>	<b>13.03</b>		<b>13.69</b>	<b>16.50</b>	<b>18.35</b>	<b>20.10</b>	<b>30.97</b>	<b>14.86</b>	
<b>LESS: Post-harvest costs deducted<sup>6</sup></b>														
Base packing and packaging	-1.67	-1.87	-3.21	-3.42	-3.37	-3.26		-1.95	-1.95	-3.10	-3.30	-3.42	-3.00	
Pack differential	-0.29	-0.11	-0.44	-0.33	0.00	-0.02		-0.56	-0.35	-0.54	-0.60	0.09	0.00	
Base cool storage	-1.13	-1.10	-1.13	-1.12	-1.14	-1.13		-1.08	-1.07	-1.07	-1.07	-1.08	-1.06	
Logistics	-0.19	-0.20	-0.20	-0.19	-0.20	-0.16		-0.19	-0.20	-0.20	-0.18	-0.22	-0.17	
Time and CC/RK charges	-0.60	-0.63	-0.72	-0.48	0.00	0.00		-0.36	-0.40	-0.53	-0.24	0.00	0.00	
<b>Total post-harvest costs per gross submit trays</b>	<b>-3.88</b>	<b>-3.92</b>	<b>-5.70</b>	<b>-5.54</b>	<b>-4.71</b>	<b>-4.56</b>		<b>-4.14</b>	<b>-3.97</b>	<b>-5.43</b>	<b>-5.40</b>	<b>-4.63</b>	<b>-4.23</b>	
<b>OGR per gross submit trays</b>	<b>8.10</b>	<b>11.17</b>	<b>11.22</b>	<b>14.32</b>	<b>16.60</b>	<b>8.47</b>		<b>9.55</b>	<b>12.53</b>	<b>12.92</b>	<b>14.71</b>	<b>26.34</b>	<b>10.63</b>	
<b>Average industry yield per productive hectare<sup>7</sup></b>	<b>10,737</b>	<b>7,712</b>	<b>14,469</b>	<b>10,286</b>	<b>4,280</b>	<b>6,369</b>		<b>6,879</b>	<b>4,476</b>	<b>11,374</b>	<b>7,715</b>	<b>1,547</b>	<b>4,688</b>	
<b>Number of productive hectares<sup>8</sup></b>	<b>5,598</b>	<b>476</b>	<b>8,626</b>	<b>354</b>	<b>353</b>	<b>19</b>		<b>5,757</b>	<b>458</b>	<b>7,968</b>	<b>299</b>	<b>159</b>	<b>23</b>	
<b>OGR per hectare</b>	<b>\$86,948</b>	<b>\$86,154</b>	<b>\$162,290</b>	<b>\$147,296</b>	<b>\$71,047</b>	<b>\$53,956</b>		<b>\$65,717</b>	<b>\$56,086</b>	<b>\$146,987</b>	<b>\$113,449</b>	<b>\$40,741</b>	<b>\$49,841</b>	
<b>Average kilogram per tray<sup>9</sup></b>	<b>3.46</b>	<b>3.45</b>	<b>3.50</b>	<b>3.50</b>	<b>3.22</b>	<b>3.47</b>		<b>3.50</b>	<b>3.49</b>	<b>3.48</b>	<b>3.48</b>	<b>3.28</b>	<b>3.50</b>	
<b>OGR per kilogram</b>	<b>2.34</b>	<b>3.24</b>	<b>3.21</b>	<b>4.09</b>	<b>5.15</b>	<b>2.44</b>		<b>2.73</b>	<b>3.59</b>	<b>3.72</b>	<b>4.23</b>	<b>8.03</b>	<b>3.04</b>	

Notes:

- Submit rate presented for Zespri Green reflects Submit rate of \$2.75 for sizes 18-39, and \$2.55 for size 42.
- KiwiStart includes Priority Premium payments. These are period one related payments that apply to fruit shipped in the applicable weeks and vessels.
- Fruit loss percentage includes ungraded fruit inventory losses.
- Zespri does not procure Class 2 and NSS in all categories, returns are as reported in the Ingham Mora post-harvest survey.
- Other Income may include any Service Level Agreement payments, Class 3 income and interest.

6. Post-harvest cost data was compiled by Ingham Mora Limited in Sep 2024.

7. The average industry yield per hectare equals Class 1 volumes submitted divided by productive hectares. Average yield levels are calculated based on current volume data incorporating the actual FOBS data with actual onshore fruit loss percentages. The OGR may be distorted by the inclusion of orchards in the first years of production in the calculation.

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

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

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





# 2024/25 PROGRESS PAYMENTS FOR DECEMBER AND FEBRUARY

CLASS 1 - APPROVED PROGRESS PAYMENT 13 DECEMBER 2024	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42	46
Zespri Green	\$0.28	\$0.80	\$0.90	\$0.50	No payment	No payment	No payment	No supply
Zespri Organic Green	\$0.15	\$0.60	\$1.20	\$0.05	\$0.05	\$0.05	\$0.05	No supply
Zespri Gold3	\$0.79	\$0.95	\$0.80	\$0.70	\$0.70	No supply	No supply	No supply
Zespri Organic Gold3	\$0.75	\$0.80	\$0.85	\$0.60	\$0.80	No supply	No supply	No supply
Zespri Red19	\$0.77	\$2.45	\$2.00	\$0.90	\$0.75	\$0.75	\$0.70	\$0.85
Zespri Green14	\$0.36	No payment	\$0.85	\$0.60	\$0.30	\$0.30	\$0.20	No supply

CLASS 1 - INDICATIVE PROGRESS PAYMENT 14 FEBRUARY 2025	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42	46
Zespri Green	\$0.53	\$1.20	\$1.30	\$1.10	No payment	No payment	No payment	No supply
Zespri Organic Green	\$0.63	\$1.00	\$1.00	\$0.70	\$0.50	\$0.50	\$0.75	No supply
Zespri Gold3	\$0.76	\$0.85	\$0.70	\$0.80	\$0.65	No supply	No supply	No supply
Zespri Organic Gold3	\$0.86	\$0.75	\$0.90	\$0.85	\$0.95	No supply	No supply	No supply
Zespri Red19	\$0.23	\$0.80	\$0.50	\$0.45	\$0.30	\$0.30	\$0.20	\$0.15
Zespri Green14	\$0.31	No payment	\$0.15	\$0.35	\$0.30	\$0.30	\$0.30	No supply

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

## FINANCIAL COMMENTARY

### Progress payments

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

SunGold Conventional has increased on indicative, due to fruit quality improvements.

SunGold Organic Sizes 16/18/22 and 25/27 have increased on indicative to align the percentage of total fruit and service payments for all sizes.

Progress payments for Green Conventional sizes 36/39 and 42 have been particularly impacted by increased volume and the updated shipping schedule. The fruit is now going later in the year resulting in more being paid out in time payments and less as progress payments. As a result, there are no further progress payments scheduled in these sizes until April 2025 based on the current forecast, with the majority of the progress payments paid in July 2024.

Green Conventional sizes 16/18/22 and 25/27 have increased on indicative to align the percentage of total fruit and service payments for all sizes.

### December 2024 approved progress payments on Net Submit trays

Approved per tray progress payments for 13 December 2024:

Class 1	
Zespri Green	\$0.28
Zespri Organic Green	\$0.15
Zespri Gold3	\$0.79
Zespri Organic Gold3	\$0.75
Zespri Red19	\$0.77
Zespri Green14	\$0.36

### February 2025 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 14 February 2025:

Class 1	
Zespri Green	\$0.53
Zespri Organic Green	\$0.63
Zespri Gold3	\$0.76
Zespri Organic Gold3	\$0.86
Zespri Red19	\$0.23
Zespri Green14	\$0.31





# 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 November 2024/25 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 DECEMBER							
ISO month	Submit	Pack and Time	KiwiStart/Supplier Accountability	Taste Zespri	Progress	Total payment / TE Supplied	% of Pool Paid YTD
Apr-24	\$3.60	\$0.13				\$3.73	22%
May-24		\$0.06				\$3.79	23%
Jun-24		\$0.14				\$3.93	24%
Jul-24		\$0.08		\$0.72	\$1.78	\$6.51	39%
Aug-24		\$0.34	\$0.57	\$1.00	\$0.63	\$9.04	55%
Sep-24		\$0.50	\$0.00	\$0.54	\$0.33	\$10.42	63%
Oct-24		\$0.88	\$0.59	\$0.29	\$0.41	\$12.59	76%
Nov-24		\$0.37	\$0.01	\$0.68	\$0.78	\$14.43	87%
Dec-24	\$0.09	\$0.01	\$0.07	\$0.79		\$15.40	93%
Jan-25			\$0.01			\$15.41	93%
Feb-25			\$0.01		\$0.76	\$16.19	98%
Mar-25			\$0.01		\$0.15	\$16.35	99%
Apr-25					\$0.10	\$16.45	99%
May-25						\$16.45	99%
Jun-25					\$0.13	\$16.57	100%
<b>Paid YTD</b>	<b>\$3.60</b>	<b>\$2.50</b>	<b>\$1.16</b>	<b>\$3.22</b>	<b>\$3.94</b>	<b>\$14.43</b>	
<b>Balance to pay</b>	<b>\$0.00</b>	<b>\$0.09</b>	<b>\$0.05</b>	<b>\$0.07</b>	<b>\$1.93</b>	<b>\$2.14</b>	

Total fruit and service payments - 2024/25 Forecast **\$16.57**

ZESPRI ORGANIC GOLD3 DECEMBER							
ISO month	Submit	Pack and Time	KiwiStart/Supplier Accountability	Taste Zespri	Progress	Total payment / TE Supplied	% of Pool Paid YTD
Apr-24	\$3.60	\$0.07				\$3.67	19%
May-24		\$0.10				\$3.77	19%
Jun-24		\$0.09				\$3.86	20%
Jul-24		\$0.21		\$1.38	\$2.50	\$7.95	41%
Aug-24		\$0.35	\$0.58	\$1.88	\$0.05	\$10.80	56%
Sep-24		\$0.45	\$0.00	\$1.31	\$0.07	\$12.63	65%
Oct-24		\$0.42	\$0.63	\$0.26	\$1.40	\$15.34	79%
Nov-24		\$0.05	\$0.02	\$1.18	\$0.62	\$17.21	89%
Dec-24	\$0.07	\$0.02	\$0.06	\$0.75		\$18.10	93%
Jan-25			\$0.02			\$18.12	93%
Feb-25			\$0.02		\$0.86	\$18.99	98%
Mar-25			\$0.02		\$0.15	\$19.16	99%
Apr-25					\$0.10	\$19.26	99%
May-25						\$19.26	99%
Jun-25					\$0.13	\$19.39	100%
<b>Paid YTD</b>	<b>\$0.00</b>	<b>\$0.02</b>	<b>\$6.01</b>	<b>\$4.63</b>		<b>\$17.21</b>	
<b>Balance to pay</b>	<b>\$0.00</b>	<b>\$0.02</b>	<b>\$0.06</b>	<b>\$1.99</b>		<b>\$2.18</b>	

Total fruit and service payments - 2024/25 Forecast **\$19.39**

ZESPRI RED19 DECEMBER							
ISO month	Submit	Pack and Time	KiwiStart/Supplier Accountability	Taste Zespri	Progress	Total payment / TE Supplied	% of Pool Paid YTD
Apr-24	\$5.10					\$5.10	25%
May-24		\$0.06				\$5.10	25%
Jun-24		\$0.14				\$5.10	25%
Jul-24		\$0.08		\$0.72	\$1.78	\$16.85	81%
Aug-24		\$0.34	\$0.57	\$1.00	\$0.63	\$17.49	84%
Sep-24		\$0.50	\$0.00	\$0.54	\$0.33	\$18.63	90%
Oct-24		\$0.88	\$0.59	\$0.29	\$0.41	\$19.07	92%
Nov-24		\$0.37	\$0.01	\$0.68	\$0.78	\$19.41	93%
Dec-24	\$0.09	\$0.01	\$0.07	\$0.79		\$20.19	97%
Jan-25			\$0.01			\$20.19	97%
Feb-25			\$0.01		\$0.76	\$20.42	98%
Mar-25			\$0.01		\$0.15	\$20.52	99%
Apr-25					\$0.10	\$20.54	99%
May-25						\$20.54	99%
Jun-25					\$0.23	\$20.77	100%
<b>Paid YTD</b>	<b>\$5.10</b>	<b>\$0.00</b>	<b>-\$0.08</b>	<b>\$0.00</b>	<b>\$14.39</b>	<b>\$19.41</b>	
<b>Balance to pay</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$1.36</b>	<b>\$1.36</b>	

Total fruit and service payments - 2024/25 Forecast **\$20.77**

ZESPRI GREEN DECEMBER							
ISO month	Submit	Pack and Time	KiwiStart/Supplier Accountability	Taste Zespri	Progress	Total payment / TE Supplied	% of Pool Paid YTD
Apr-24	\$2.73	\$0.02				\$2.75	24%
May-24		\$0.08				\$2.83	25%
Jun-24		\$0.05	\$0.00			\$2.88	25%
Jul-24		\$0.03		\$0.60	\$1.07	\$4.58	40%
Aug-24		\$0.12	\$0.37	\$0.90	\$0.05	\$6.01	52%
Sep-24		\$0.28	\$0.00	\$0.64	\$0.05	\$6.98	61%
Oct-24		\$0.67	\$0.47	\$0.55	\$0.05	\$8.72	76%
Nov-24		\$0.61	\$0.01	\$0.79	\$0.12	\$10.26	89%
Dec-24	\$0.04	\$0.01	\$0.07	\$0.28		\$10.66	93%
Jan-25			\$0.01			\$10.67	93%
Feb-25			\$0.01		\$0.53	\$11.21	98%
Mar-25			\$0.01		\$0.07	\$11.29	98%
Apr-25					\$0.07	\$11.36	99%
May-25						\$11.36	99%
Jun-25					\$0.13	\$11.49	100%
<b>Paid YTD</b>	<b>\$2.73</b>	<b>\$1.85</b>	<b>\$0.85</b>	<b>\$3.48</b>	<b>\$1.34</b>	<b>\$10.26</b>	
<b>Balance to pay</b>	<b>\$0.00</b>	<b>\$0.04</b>	<b>\$0.05</b>	<b>\$0.07</b>	<b>\$1.07</b>	<b>\$1.23</b>	

Total fruit and service payments - 2024/25 Forecast **\$11.49**

ZESPRI ORGANIC GREEN DECEMBER							
ISO month	Submit	Pack and Time	KiwiStart/Supplier Accountability	Taste Zespri	Progress	Total payment / TE Supplied	% of Pool Paid YTD
Apr-24	\$2.75					\$2.75	19%
May-24		\$0.03				\$2.78	19%
Jun-24		\$0.03				\$2.81	20%
Jul-24		\$0.08		\$0.65	\$1.95	\$5.48	38%
Aug-24		\$0.13	\$0.37	\$1.07	\$0.29	\$7.35	51%
Sep-24		\$0.26	\$0.00	\$0.54	\$0.50	\$8.65	60%
Oct-24		\$1.07	\$0.41	\$0.59	\$0.13	\$10.85	75%
Nov-24		\$0.88	\$0.01	\$0.92	\$0.13	\$12.80	89%
Dec-24	\$0.04	\$0.01	\$0.08	\$0.15		\$13.09	91%
Jan-25			\$0.01			\$13.10	91%
Feb-25			\$0.01		\$0.63	\$13.75	95%
Mar-25			\$0.01		\$0.30	\$14.06	98%
Apr-25					\$0.17	\$14.23	99%
May-25						\$14.23	99%
Jun-25					\$0.17	\$14.40	100%
<b>Paid YTD</b>	<b>\$2.75</b>	<b>\$2.49</b>	<b>\$0.79</b>	<b>\$3.77</b>	<b>\$3.00</b>	<b>\$12.80</b>	
<b>Balance to pay</b>	<b>\$0.00</b>	<b>\$0.04</b>	<b>\$0.06</b>	<b>\$0.08</b>	<b>\$1.43</b>	<b>\$1.60</b>	

Total fruit and service payments - 2024/25 Forecast **\$14.40**

ZESPRI GREEN14 DECEMBER							
ISO month	Submit	Pack and Time	KiwiStart/Supplier Accountability	Taste Zespri	Progress	Total payment / TE Supplied	% of Pool Paid YTD
Apr-24	\$2.95					\$2.95	23%
May-24		\$0.08				\$2.95	23%
Jun-24		\$0.05	\$0.00			\$2.95	23%
Jul-24		\$0.03		\$0.60	\$1.07	\$6.03	47%
Aug-24		\$0.12	\$0.37	\$0.90	\$0.05	\$7.82	61%
Sep-24		\$0.28	\$0.00	\$0.64	\$0.05	\$10.14	80%
Oct-24		\$0.67	\$0.47	\$0.55	\$0.05	\$10.72	84%
Nov-24		\$0.61	\$0.01	\$0.79	\$0.12	\$11.68	92%
Dec-24	\$0.04	\$0.01	\$0.07	\$0.28		\$12.04	94%
Jan-25			\$0.01			\$12.04	94%
Feb-25			\$0.01		\$0.53	\$12.34	97%
Mar-25			\$0.01		\$0.07	\$12.44	98%
Apr-25					\$0.10	\$12.54	98%
May-25						\$12.54	98%
Jun-25					\$0.21	\$12.76	100%
<b>Paid YTD</b>	<b>\$2.95</b>	<b>\$0.02</b>	<b>\$0.59</b>	<b>\$3.67</b>	<b>\$4.45</b>	<b>\$11.68</b>	
<b>Balance to pay</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$1.07</b>	<b>\$1.07</b>	

Total fruit and service payments - 2024/25 Forecast **\$12.76**

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

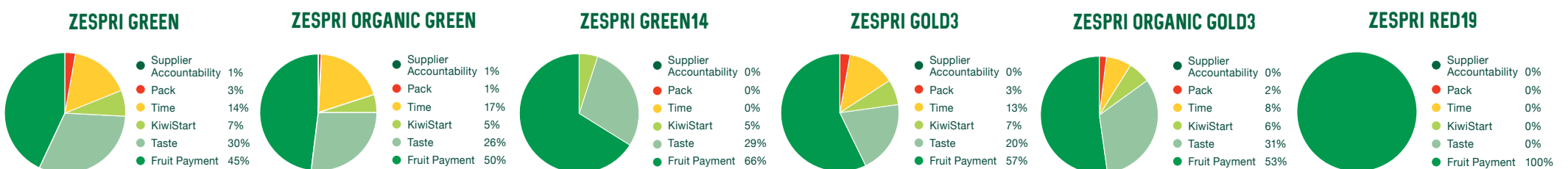
Note 2: Rates per TE of \$0.00 have values of less than \$0.005.

Note 3: Loyalty has been removed from the table due to the change in loyalty payments now being based on Gross submit.

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

## 2024/25 SEASON GROWER PAYMENT PORTIONS – TOTAL FRUIT AND SERVICE PAYMENTS

2024/25 NOVEMBER FORECAST







# GLOBAL EXTENSION TEAM UPDATES

## THE MONTH AHEAD: DECEMBER

CANOPY  
MANAGEMENT

PROTECTING  
YOUR FRUIT

IRRIGATION



### CANOPY MANAGEMENT

#### Skin sensitivity

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

- Red19: high risk from 25 days
- Gold3: some risk from 21 days, high risk from 28 days
- Hayward: high risk from approx. 14 days to 35 days.

We encourage you to prioritise any essential canopy activities in advance of these sensitivity periods. Work can still be done but more carefully. Prunings can be left in the canopy, however this dead material can contribute to fruit staining later in the season.

Complete all zero-leaving, blind-shoot removal, and thinning before going on holiday. Preventing excessive growth that competes with fruit will help maximize taste.

If the growth of grafted plants has been strong and leaders are ready to be laid down, this should be done promptly to ensure good lateral development.

#### Girdling

The optimum time for your size girdle in Hayward and Gold3 is three to four weeks after fruit bloom. Girdles after this period will not be as effective for fruit size. Think about Psa and be mindful of tool hygiene.



### PROTECTING YOUR FRUIT

**Sclerotinia:** Some growing districts have had wet humid conditions over recent weeks, which are ideal conditions for Sclerotinia. Monitor the fruitlets in your canopy, as infected fruitlets quickly can minimise the spread of Sclerotinia. Ensure males are pruned promptly and that you maintain open canopies to help reduce any further infections. Research has shown the removal of infected fruitlets from the orchard is an effective tool in reducing disease pressure in subsequent seasons.

**Passionvine Hopper:** PVH nymphs have hatched and now's the time to actively monitor for signs of PVH nymph emergence in areas adjacent to your orchard. If PVH nymphs are present in high numbers, the application of a pyrethrum product with 0.5 percent oil can be effective at reducing the nymph population. Application in the evening is recommended, to ensure a slower drying time and reduced UV breakdown. Check Canopy events for details of a PVH-specific field day, including the latest Zespri funded research by Plant & Food scientists.

**Scale:** Oil sprays will control scale when fruit are on vines but when to apply these is critical and varies for each cultivar. Oil sensitivity periods need to be taken into consideration – see Canopy for details.

**Leafroller:** The period between fruitset and monitoring is key for leafroller management. It's important to get the first post-blossom spray on within the first two weeks post-fruitset. The second post-blossom spray should be around 21-28 days after the first spray to protect the fruit as close to monitoring as possible.



### IRRIGATION

NIWA forecasting for November 2024 to January 2025 predicts temperatures to be above normal across the country. Forecast rainfall is expected to be normal in the East of the North Island. Across the remainder of the country rainfall is expected to be normal or below normal. With this in mind, growers with irrigation can improve at-harvest fruit size by avoiding water stress throughout the season, especially in the early fruit development stage. Key actions to include are:

- Irrigation system checks and maintenance for even and accurate water application
- Keeping an eye on rainfall and soil moisture levels from early in the season
- Being proactive about turning on irrigation before soils dry out too much.



### CROP PROTECTION

- [Fruit production > Growing fruit > Protecting your fruit > Disease > Sclerotinia](#)
- [Fruit production > Growing fruit > Protecting your Fruit > Pest > Passionvine hopper](#)
- [Fruit production > Growing fruit > Protecting your Fruit > Pest > Scale](#)
- [Fruit production > Growing fruit > Protecting your Fruit > Pest > Leafroller](#)



### SEE MORE

- [Fruit production > Growing fruit > Managing Canopy & pruning > Managing canopies in summer](#)
- [Fruit production > Growing Fruit > Increase fruit size and dry matter > Girdling](#)
- [Fruit production > Growing fruit > Soil, nutrients & water > Manage water and irrigation](#)

## CANOPY TIP OF THE MONTH



To enhance your experience on the Canopy site, we've got some useful tips to share with you.

To keep pages tidy and orderly, certain content is grouped under small headers that feature downward arrows on the right side. These content groups are referred to as accordions. When you hover over an accordion header, it highlights in green to indicate your current position, and clicking the header reveals the content.

## IMPACT ORCHARD NETWORK FIELD DAY

Impact Orchard Network (ION) is a new grower-led demonstration orchard network showcasing what sustainability means for growers in the network and how it goes hand-in-hand with maintaining long-term business viability.

ION is being launched with a first field day on 10 December, where Katikati host grower Daniel Kenna and his family will share their tactics for optimising production with minimal inputs and environmental impact. This interactive event will look at the novel practices they're testing, and the data and technology they're using to inform on-orchard decisions.

### SPACES ARE LIMITED

Head to [Canopy > Events > Impact Orchard Network \(ION\) Field Day](#) to register by Friday 6 December.



ION grower Daniel Kenna on his Hangawera orchard.





# MSO TRAINING FOR ZESPRI GAP

This past month we piloted the new Management Systems Owner (MSO) training for Zespri GAP. The Global Extension Team (GET) created this training programme to help all new MSOs feel confident as they approach their first Zespri GAP audit. The goal was for participants to gain a clear understanding of Zespri GAP, how it relates to their work in the orchard, the steps they need to take for success, and where they can access further resources and support.

An interactive in-person workshop in Te Puke gave the group of new MSOs an overview of Zespri GAP, the Grower Manual, how to complete a Risk Assessment and Management Plan, how to prepare for an audit, and an overview of GRASP. The workshop included a visit to an orchard where Anthony Pangborn (grower, orchard manager and owner of Agriculture Risk Management) shared his knowledge and explained how he completes a Site Risk Assessment and Health and Safety Risk Assessment. This session was a highlight for many, demonstrating how Zespri GAP paperwork relates to the activities happening on the orchard. For those who were unable to attend in person, the same content was delivered over four online sessions.

Participants' feedback has been positive, with many MSOs appreciating the comprehensive nature of the training and the practical approach that makes it easy to apply what they have learned in their daily work. The opportunity to interact with fellow MSOs and share experiences has also been highlighted as a valuable aspect of the training

As this is a pilot, feedback is going to be requested when this audit season is complete to ensure that this training is fit for purpose. The success of the pilot will pave the way for the continued rollout of the programme next year. This will include the development of online e-learning modules to equip all MSOs with an understanding of how to complete their Zespri GAP responsibilities efficiently and effectively in a way that also allows them to extract value for their orchard operations. This training programme has been tailored to new MSOs but will also be a helpful refresher for any existing MSOs wanting to learn more.



A group of new MSOs at the in-person workshop (left). Anthony Pangborn from Agriculture Risk Management sharing about how he completes a Site Risk Assessment for his orchard (right).

**i** If you are interested in finding out more about the MSO training, please contact GET at [extension@zespri.com](mailto:extension@zespri.com).

## KIWIGREEN UPDATES

All producing block details should now be up to date in Spray Diary. If you still haven't updated all of your blocks, please update this by 1 December to avoid any delays with your harvest.

It's important that all block changes are done before starting pest monitoring. Doing so ensures that your spray lines are accurate when you enter them, matches your pest monitoring records correctly, and helps you avoid any potential China market restrictions come harvest. We strongly recommend that you do not make any block changes throughout the harvest season, including during spraying.

**i** This is a good reminder to make sure you've signed up with a Pest Monitoring Centre (PMC). If you're not sure if you have one or would like to know what other ones are available, you can find this list on Canopy under [Home > Fruit production > Protecting your fruit > KiwiGreen > Pest monitoring centres](#).

If you are currently conducting any test audits, your audits may fail because there are no pest monitoring results available. This is not a cause for concern; it serves as a reminder to ensure that pest monitoring results are entered into the system before you complete a final pre-harvest audit.

# PROPOSED AMENDMENTS TO THE BIOSECURITY ACT

The Ministry for Primary Industries (MPI) has completed a review of the Biosecurity Act 1993 and is currently consulting on several proposed amendments.

Since 2018, KVH has been actively involved in the review process, providing input on behalf of the kiwifruit industry, and it is pleasing to see that this input has been reflected in some of the proposed changes.

There are more than 70 proposed changes to the Act which vary in significance to our industry. MPI has grouped these proposals into six topics and provided discussion documents and more detailed regulatory impact assessments for each:

- System wide issues
- Funding and compensation
- Border and imports
- Readiness and response
- Long-term management
- Legislative interfaces.

These documents can be found on the MPI website [here](#).

KVH is drafting a comprehensive submission that will address most of the proposed changes, as each has some bearing on how the biosecurity system will operate in the future, although some of the proposals are much more significant to our sector, particularly those in the sections about funding and compensation, readiness and response, and long-term management.

KVH has attended several workshops with other members of the primary sector to ensure we understand the major issues, and to help inform our position on these. Over the next month we will be testing and socialising our position with the kiwifruit industry, including the NZKGI Forum, Industry Advisory Council, and the Technical Forum.

We welcome the opportunity for further discussion with growers on these matters and it has been part of our presentation at the recent Zespri Grower Roadshows.

### MEET THE TEAM

In the next few issues of the *Kiwiflier*, we'll be sharing more about our team, the roles we have, and how each of us interact with you in our day-to-day activities.

First cab off the rank for introductions is Andrew McConnell.

I'm the National Operations & Compliance Officer here at KVH. I've been in the role since early 2022 and have a wealth of experience in biosecurity, pest management, and risk management.

I've worked across the private sector, central, and local government, and most recently, I was a Senior Biosecurity Officer at Waikato Regional Council, where I managed large pest animal control and eradication projects. Fun fact - in a past life I was also a Quarantine

Officer at the Ministry for Primary Industries in Auckland where I inspected items coming into the country for biosecurity risks. Also, during the last Queensland Fruit Fly incursion in 2019 I was seconded to manage the movement of risk goods into and out of the Controlled Areas.

I'm no stranger to the kiwifruit industry though. I worked at Aongatete Coolstores in production and technical roles, and I dabbled in running their KiwiGreen and Psa programmes.

I joined KVH when I returned home to Mount Maunganui after many years out of the region, and the best part of my role is the awesome collaboration I see every day. I get to work with regional councils and landowners on the national wild kiwifruit control programme and manage the movement of risk material throughout the country. It's exciting to be with dedicated people who want to do everything they can to protect industry and the environment.



### YOUR NEW FREE CALENDAR IS HERE NOW

Hot off the press, we have the latest unwanted pest calendars for you, included in this edition of *Kiwiflier*. If you, your pack-house, organisation, school, kindergarten (or anywhere else) would like one of these fantastic, bright, and colourful 2025 biosecurity calendars - specifically designed for the kiwifruit industry to highlight areas of high interest each month - send us an email at [info@kvh.org.nz](mailto:info@kvh.org.nz) letting us know your postal address and we'll pop one in the mail to you.



KVH's 2025 biosecurity calendar.





## Q&A FROM THE FIELD

### KEY CONTACTS

Grower & Industry Relations Manager  
Malkit Singh: 027 665 0121

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

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

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

Jemma Pryor – Te Puke:  
027 283 6192

Robin Barker-Gilbert – Katikati,  
Lower North Island, Nelson:  
027 779 5910

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

Teresa Whitehead - Organics:  
027 257 7135

### Is it possible for me to obtain a copy of my orchard's Zespri Variety Licence documents on my own?

Yes, you can access your orchard's Zespri Variety documents by logging into the Canopy website. Once logged in, navigate to the Industry Portal which can be found under "My Quicklinks" on the homepage. Then follow these steps:

- Once you are on the Industry portal homepage, Go to the "Orchards" tab.
- Click the dropdown and select which KPIN/s you need the Licence documents for.
- Then click on the "Documents" tab.
- You'll see a list of your licenses. Look for a downward arrow (↓) next to each licence. Clicking this arrow will download a copy of the corresponding license document.

If you have multiple licenses, you'll need to repeat this process for each one.

Please note: Licence documents will only appear if you have returned a signed copy to Zespri for execution. If you don't see your documents, please contact the Zespri Licence Team at 07 572 6440 or email us at [new.cultivars@zespri.com](mailto:new.cultivars@zespri.com).

### What do I need to update in spray diary to prepare for the 2025 harvest?

It's essential to have accurate block information for the crop estimation process. Please make sure to update your block status to reflect your harvest plans. If your block is currently listed as non-producing but you plan to harvest it, be sure to change the status to "producing."

### Why does Zespri need my bank account for the 2024 January Loyalty payment?

As part of our Industry Alignment programme, Zespri has announced two initiatives designed to help strengthen grower shareholding of Zespri. This includes providing growers with an opportunity from 2025 to receive their June loyalty payment (relating to our 2024 harvest season) as shares and reinvesting their dividend payments as shares. All loyalty payments from 2025 will be made directly from Zespri to Growers' nominated bank account, rather than being paid by your post-harvest entity as most have done in the past. It's important therefore that Zespri has all growers bank details for loyalty payments, irrespective of whether you intend to opt-in to the Loyalty as Shares and Dividends as Shares initiatives starting next year. If we don't have your bank details then we cannot pay you your loyalty payment.

We have developed an easy-to-complete online form where growers can enter their bank account details, GST number, and proof of account via the Zespri Industry Portal.

You can find the "My bank account details" user guide on the Canopy website under the [Home > Supply & operations > Your orchard business > Grower contracts](#) and then by clicking on the "See how to update your bank account details here" button.

## CUSTOMER TOURS 2025: BECOME A ZESPRI GROWER TOUR HOST

Are you interested in hosting Zespri tour groups on your orchard? Our tour programme is a valuable opportunity to showcase our industry to customers, regulators, media, and others seeking to educate themselves from orchard to plate. One of the highlights we offer is an engaging and informative orchard tour, often accompanied by a meal at a grower's home.

To host these events, locations must provide suitable bus parking and have appropriate facilities to accommodate groups of various sizes. We'd love for you to be involved.



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



It's a wonderful way to share what makes our industry so great!

### UPCOMING EVENTS



## GROWER FINANCE SEMINAR

When: Monday 9 December 2 pm – 4 pm

Where: Zespri Head Office, Mount Maunganui

We invite you to join us for an overview of Zespri company profitability, Zespri Grower payments, and commercial incentives. We'll focus on the total fruit and service payments, explain how the incentives are calculated and how KiwiStart and time rates are established.

The session will be held both in person and online via Microsoft Teams. Please register to reserve your spot or to receive the online link.



Register here: [Canopy > Events > Grower Financial Seminar](#)



## EXPRESSIONS OF INTEREST: 2025 ASIA GROWER TOUR

The next grower tour is to Asia in 2025, primarily in China, with a short stopover in Taiwan.

China is Zespri's largest and most significant market, and on the Zespri tour, you will see how the market works first-hand by visiting repacking facilities, retailers, and wholesalers, as well as orchards along the way. Highlights of the tour will be Shanghai, Terracotta Warriors in Xi'an, Beijing, Chengdu and Shenzhen.



To register your interest in the grower tour, please contact Rachel Knowlson by email: [Rachel.Knowlson@zespri.com](mailto:Rachel.Knowlson@zespri.com).

## EXPRESSION OF INTEREST: 2025 REGISTERED SUPPLIERS

Zespri is now seeking Expressions of Interest from parties who wish to be contracted Registered Suppliers with Zespri for the supply of Kiwifruit and/or services in respect of Kiwifruit to be supplied by grower numbers, for the 2025 season.

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



Expressions of Interest are to be advised in writing by COB Monday 20 January 2025 to Susie King: Email: [susie.king@zespri.com](mailto:susie.king@zespri.com)  
Mail: P.O. Box 4043, Mount Maunganui South, 3149



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[contact.canopy@zespri.com](mailto:contact.canopy@zespri.com)

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