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VIEW



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AHEAD - FEBRUARY



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THE FIELD

MOMENTUM

25-26 FEBRUARY 2026



MOMENTUM PROGRAMME HIGHLIGHTS: WHAT'S AHEAD FOR GROWERS AND INDUSTRY

Momentum will take place at Mercury Baypark on 25 – 26 February 2026. Over two days, MCs Toni Street and David Downs will introduce conversations on the trends, technologies and strategies creating our healthiest future, supported by an outstanding line-up of speakers.

This year's conference begins with a look at future trends and what they mean for our sector, led by Kia Hallaji, Head of Futures at Synthesis. Zespri CEO Jason Te Brake will then outline our 2035 strategy and ambition to become the world's healthiest fruit brand, followed by Jonathan Hall, Managing Partner, Sustainable Transformation Practice at Kantar sharing insights on health, nutrition and the role of brands in meeting changing consumer expectations. Later in the day, Chief Marketing Officer Kok Hwee Ng will unveil Zespri's refreshed brand platform. The day concludes with Carlos Garcia-Galan from NASA's Gateway Program, who will explore lessons from space exploration and how these approaches can help us build more sustainable food systems here on Earth.

Day two focuses on partnership and collaboration, beginning with a panel discussion led by Zespri Executive Officer – Sustainability, Carolyn Mortland on reducing shipping emissions and building climate resilience. The remainder of the day is dedicated to interactive workshops, giving attendees the chance to explore topics such as consumer health trends, global supply and growing systems, packaging innovation, gene editing, and responding to climate risks and opportunities. These sessions are designed to encourage discussion and help shape the future of our industry together.

Momentum is a fantastic opportunity to get together to discuss, and learn alongside others in the industry, where you'll be part of building a healthier, more resilient future.



Check out the full programme on **page 3**.

To register, visit: <https://www.momentum.zespri.com/programme>.



FRESH CARRIERS HAYWARD MEDAL GALA DINNER

The Fresh Carriers Hayward Medal Gala Dinner will be held on the evening of 25 February 2026.

This special event celebrates leadership, innovation and commitment to our industry and will feature guest speaker, Dame Lisa Carrington, New Zealand's most decorated Olympian and proud Zespri ambassador.

Reserve your ticket before they're sold out:
<https://events.zespri.com/momentum-2026/registration/Site/Register>



Fresh Carriers Hayward Medal Gala Dinner guest speaker Dame Lisa Carrington.

ACKNOWLEDGING THE BAY OF PLENTY LANDSLIP TRAGEDIES

It had been a difficult time for the Bay of Plenty region and New Zealand as a whole, following the landslip tragedies in Mount Maunganui and at Welcome Bay. Our thoughts are with the families and friends of those whose lives have been tragically lost.

We also acknowledge the first responder teams who are working tirelessly in the aftermath of this disaster, and the incredible charities who have helped provide support during these times. To this end, Zespri has made a donation to the Acorn Foundation to help continue to support the efforts of charities and first responders going forward.

Zespri is also continuing to work with NZKGI to provide support to growers whose orchards have been impacted by the recent weather events. If you need advice or assistance, please get in touch with your Grower Relationship Manager or our Grower Service Centre Team on 0800 155 355 or email contact.canopy@zespri.com.

IN THIS EDITION

OPTIMISING GREEN GROWER RETURNS

We take a look at the key factors in the success of the Zespri Green Kiwifruit category in 2025. Check out **page 2**.

2026 LICENCE RELEASE

See **pages 4 and 5** for more detail on the upcoming licence release, including how the ascending-price open auctions work.

GROWING THE RED CATEGORY

Find out more about how we'll be supplying the Zespri RubyRed Kiwifruit sales window with two varieties. See **page 3**.

THE MONTH AHEAD: FEBRUARY

Are you ready for the 2026 harvest? Check out **page 12** for key information from our Orchard Research and Trials team, including important tips for girdling and canopy management, crop protection, and leaf testing.

19 FEB
6 MAR

GROWER ROADSHOWS

Join CEO Jason Te Brake, members of the executive team, and Zespri Grower Directors for a season and financial forecast update, a look at our 2035 strategy, Europe market spotlight, an update on our fruit quality strategy, and planning for the 2026 season.

Note, for February we will have a reduced schedule of roadshow meetings, working around the Momentum Industry Conference and other events in February/March. We have also had to make some logistical changes due to the closure of the Gisborne/Ōpōtiki gorge following the recent severe weather events. This includes a time change for the Gisborne meeting, a date change for the Ōpōtiki meeting, and we have cancelled the Paengaroa session. The Te Puke session will be online, with a recording on Canopy. We'll move back to a full schedule for August.



Register:

<https://events.zespri.com/grower-roadshows-februarymarch-2026/grower-roadshow-registration-2026>



Questions?

Contact Chynna Davie: chynna.davie@zespri.com

DATE	TIME	LOCATION
19 Feb	9-11 am	Te Puke – The Orchard Church
	2-4 pm	Katikati – Katikati Golf Course
23 Feb	9-11 am	Waikato – Mystery Creek Events Centre
	2-4 pm	Auckland – Navigation Homes Stadium
24 Feb	9-11 am	Kerikeri – The Turner Centre
	2-4 pm	Whangārei – Semenoff Stadium
27 Feb	10:45 am-12:30 pm	Gisborne – Midway Surf Life Saving Club
5 Mar	10 am-12 pm	Ōpōtiki – RSA
6 Mar	11 am-1 pm	Nelson – Top 10 Holiday Park



JASON'S VIEW

Hi everyone,

Firstly, I want to acknowledge what has been a difficult and distressing start to the year for many in the Bay of Plenty and beyond.

The intense January rainfall led to localised flooding and slips around areas including Mount Maunganui and Welcome Bay, and more broadly through Northland, Gisborne, and the Coromandel, with several growers and community members impacted. Our thoughts are with all those dealing with loss, damage and disruption, and on behalf of Zespri we'd like to offer a huge thank you to everyone across the industry who has been supporting one another through this challenging period.

Early assessments indicate there's flood and slip damage in several orchards, as well as some local infrastructure challenges, although we know any impact is significant for those affected. Zespri is continuing to work with NZKGI to provide support to affected growers, so if you do need advice or assistance, please get in touch with your Grower Relationship Manager or our Grower Service Centre Team on 0800 155 355 or via contact.canopy@zespri.com.

Despite the challenging start to the year, we enter 2026 on the back of Zespri's largest-ever New Zealand crop and strong global demand. Our weekly sales rates strengthened across major markets throughout December, particularly in Europe, the US, and Asia, supported by strong late season campaign activity, which was critical to support the close out of a season where Zespri SunGold Kiwifruit quality was not where we expected it to be.

Our Zespri Global Supply (ZGS) programme, which plays a critical role in maintaining shelf space and brand presence ahead of the New Zealand season, is progressing well, with around 75 percent of our Zespri SunGold Kiwifruit crop and 40 percent of our Zespri Green Kiwifruit crop sold.

A strong ZGS performance sets us up well to commence a new NZ Supply season. While summer weather conditions have been mixed, the frequent rainfall has fueled canopy and fruit growth. We're expecting good volume and fruit size, and we are seeing a significant improvement in Red19 size. Dry matter for Hayward and Gold3 is tracking as expected for this time of year, though final taste outcomes will depend heavily on late summer weather patterns. Overall, the fundamentals point to another strong crop, with our focus on maintaining quality through a smooth, consistent harvest, with hopefully some more settled weather in the coming months to support this.

It was great to see the conclusion of negotiations on the New Zealand-India Free Trade Agreement in late December, which for Zespri marks a significant step forward in boosting access to one of the world's fastest growing consumer markets and delivers significant tariff relief. You can read more about this on page 7.

February will be a busy month of industry engagement. I'm looking forward to seeing many of you at Momentum 2026, taking place 25 – 26 February at Mercury Baypark in Mount Maunganui. It will be a milestone event for our industry, it being six years since we last hosted a Momentum conference. I'll be sharing our refreshed 2035 Strategy, outlining how we position Zespri and our growers for a competitive, sustainable, and more resilient future, built around our three strategic drivers of unleashing brand-led demand, transforming global supply, and creating the product portfolio of the future.

We'll also be hearing from an exceptional line up of thought leaders at Momentum – people who will challenge us, broaden our thinking, and help ensure we're preparing well for the global environment we'll be operating in over the next decade. The conference will be a chance to connect, contribute, and collectively shape the direction of our industry, so please join us if you can.

Beyond Momentum, we'll also be hosting the first round of this year's Grower Roadshows starting in late February. Our team will be discussing the February forecast – our final forecast for the 2025/26 season – and providing key updates from across the business, including a market spotlight on our Europe business.

Despite the challenging start for some of our communities, our industry continues to show what makes it special – resilience, collaboration, and a shared commitment to delivering value for growers. We've entered 2026 with positive sales momentum and a determination to provide consistently high-quality fruit to deliver leading returns to growers and we have a significant opportunity this year to build on the progress we've made.

Thank you for all you do. I look forward to catching up with many of you at Momentum or some of our other events next month.

Take care.

Jason Te Brake

Chief Executive Officer



A WINNING FORMULA: HOW SMART HARVESTING AND IMPROVED SIZE DROVE GREEN KIWIFRUIT SUCCESS IN 2025

DELIBERATE DECISIONS AND PLANNING DELIVER STANDOUT GROWER RETURNS.

The impressive green kiwifruit returns seen during the 2025 season are no accident – they are the direct result of purposeful changes in harvest timing and fruit sizing.

In 2024, the industry faced challenges with high levels of soft and overripe fruit, which, combined with a smaller-than-ideal size profile, led to increased costs from customer claims. Learning from these setbacks, Zespri's Technical team dug into multi-season data and found that fruit harvested later in the season consistently showed better quality and storage performance.

In 2024, much of the Green crop was picked earlier than usual, leading to fruit that matured sub-optimally and quality issues surfacing offshore up to six weeks ahead of the norm. The smaller average fruit size – around 34.3, compared to the preferred 30.5 – meant more small fruit lingered in the market, increasing the risk of defects and further claims.

Heading into 2025, Zespri rolled out a targeted plan centred on robust information sharing and technical support for post-harvest and supply chain partners. This included extra monitoring of Storage Breakdown Disorder (SBD) and softs, both domestically and internationally, to better track quality and act quickly if 2024's problems reappeared. The message was clear in pre-season technical sessions: harvesting Green Mainpack fruit later, at optimal maturity, is crucial for quality. Even when logistical pressures tempt earlier packing, maintaining

discipline around timing pays off, as all Green Mainpack can be packed within two weeks if needed.

In 2025, harvest was intentionally delayed – partly due to weather, but also as a deliberate strategy. This resulted in fruit maturity matching the five-year average more closely, with strong yields, high dry matter, and better firmness. The average fruit size improved to 31.9, much closer to the ideal fruit size, and this larger profile, combined with the more mature harvest, reduced the incidence of quality issues and claims. Proactive inventory management and strong demand, especially in Europe, kept offshore inventory low and further minimised quality-related costs.

As planning begins for the 2026 Green harvest, we have a clear way forward. Sticking to disciplined harvest timing and aiming for the preferred size profile have proven to deliver top-quality fruit and maximise grower returns, and repeating this approach will be key for continued success in this space.



2026 MATURITY CLEARANCE SYSTEM UPDATES

The Maturity Clearance System (MCS) team is looking forward to the 2026 season and we have some important updates to share.

1 HAYWARD SEEDS INHERITANCE

Once ≥97 percent Black Seeds is achieved, it's guaranteed that any subsequent results will not reverse that achievement. Seed achievement can be inherited from any previous clearance sample, whether it passed or failed KiwiStart criteria. You'll still see the actual seed result, and any inheritance will be highlighted with a green border.

2 RS ADVANCED MAINPACK CRITERIA

Red19 now includes an Advanced Mainpack criteria: ≥8 Brix average combined with a colour threshold (CT) of ≤75° hue colour, in addition to dry matter and pressure, please [refer to section 6 of the Quality Manual](#). For more information on how MCS will assess the sample results, please refer to the Order of assessment criteria section on Canopy: [Canopy > Tools > Tools & systems > Maturity Clearance System > Maturity clearance reports](#).

3 PROVISIONAL NON-DRY MATTER RESULTS

These will be available from 7.00 am on the MCS website.

The final MA clearance result (pass or fail) will only be available after the full release at 11.30 am, so the clearance to pick (CTP) can only be generated when the final result is confirmed. For more information, see this article on Canopy in the News section, published 16 January: [2026 provisional non-dry matter results in MCS](#).

4 WEEK 7 CLEARANCE MONITORING WILL GENERATE AN EARLY SEASON 2026 MATURITY DATA SET, FROM APPROXIMATELY 1000 SUNGOLD MATURITY AREAS ACROSS PRODUCTION REGIONS.

Orchards that meet the eligibility requirements on or before **Sunday 1st of Feb**, will be considered for random selection of MAs for Week 7 monitoring. The selected orchards will receive a sampling notification from MCS (as per the standard sampling process).

5 LAB PROFICIENCY TESTING

In Week 9, post-harvest teams can join clearance providers in interlab proficiency testing. All results are reviewed by Zespri's Technical team.

Our 2026 MCS Team:

- **MCS Manager:** Kerri St Clair
- **MCS Specialists/Coordinators:** York Lin, Zoie Martin Urwin, Elise Cooper, Taylor Verhoeven, and Jess Clayton



Questions? Contact us:

E: maturity.support@zespri.com P: 0800 874 515

MOMENTUM

PROGRAMME

With less than one month until Momentum 2026, we're pleased to share some exciting updates to the programme, including key details about our speakers, topics and workshops.

Please keep an eye out for an email from the Momentum team confirming your registration details and important information to help you prepare for the event. You'll also be asked to select your two preferred Momentum workshops.

You can also check out the full Momentum programme online here: <https://momentum.zespri.com/>.

DAY 1: WEDNESDAY 25 FEBRUARY 2026		
7.30 am	Registration	
8.30 am	Official opening	Toni Street and David Downs
9.30 am	Session 1: Future trends	Kia Hallaji – Head of Futures, Synthesis Panel: Mark Kennedy – Managing Partner, Kantar Jason Zhang – Chair & CEO, Joy Wing Mao Hamish Simson – CEO, East Pack Leighton Oats – Director, Cornerstone Hort Limited Yvette Bedard – Global Buyer, Costco
10.35 am	Morning tea	
11.00 am	Session 2: CEO Address	Jason Te Brake – CEO, Zespri
12.00 pm	Session 3: Future of health, nutrition, and the role of brand	Jonathan Hall – Managing Partner, Sustainable Transformation Practice, Kantar
1.00 pm	Lunch	
2.00 pm	Session 4: Building the World's Healthiest Fruit Brand	Kok Hwee Ng – Chief Marketing Officer, Zespri
2.30 pm	Session 5: Future-fit food production – NASA's plans to make the impossible possible	Carlos Garcia-Galan – Gateway Program Deputy Manager, NASA
3.30 pm	Closing remarks	Toni Street and David Downs
4.00 pm	Afternoon tea	
6.30 pm-11.00 pm	Fresh Carriers Hayward Medal Gala Dinner	Guest speaker Dame Lisa Carrington Trudi Nelson – Fresh Carriers Hayward Medal Gala Dinner MC

DAY 2: THURSDAY 26 FEBRUARY 2026		
8.00 am	Registration	
9.00 am	Day 2: Welcome	Toni Street and David Downs
9.35 am	Session 1: Powering change – Unlocking a low-emissions and resilient future	Panel discussion facilitated by Carolyn Mortland – Executive Officer Sustainability, Zespri Panel: Bo Wegener, Chief Executive Officer, APAC – CMA CGM Dr Paul Bennett, Co-Founder, Biowave Blair Culph, Global Supply Chain Development Manager, Zespri Matteo Colombini, Co-CEO and CFO, Orsero
10.45 am	Morning tea	
11.15 am	Session 2: Workshops (Round 1)	
Workshop 1: Decode natural nutrition – Through consumers' eyes		Wendy Luo - Market Research Manager - Greater China, Zespri Brendon Smith - Innovation Manager, Future Cultivars, Zespri Mark Kennedy - Managing Partner, Kantar
Workshop 2: Global Supply – Where and how we will grow		Dr Jill Stanley - Science Group Leader - Fruit Crops Physiology, Bioeconomy Science Institute Dr Palash Biswas PhD - Innovation Manager, Future Growing Systems, Zespri Tom MacMorran - Future Growing Systems, Commercial Trials Manager, Zespri
Workshop 3: Packaging – More than just a box		Ben Hughes – Global Packaging Lead, Zespri
Workshop 4: Gene editing		Greg Clark – Head of Futures, Zespri Dr Revel Drummond – Senior Scientist, Bioeconomy Science Institute Premium Crops & Technology Professor Andrew Allan – Science Team Leader - Accelerated Breeding Concepts Kiwifruit New Cultivars, Bioeconomy Science Institute, Professor of Plant Physiology, School of Biological Sciences, University of Auckland
Workshop 5: Cultivating change – Climate opportunities		Carolyn Mortland – Executive Officer Sustainability, Zespri
12.30 pm	Lunch	
1.30 pm	Session 3: Workshops (Round 2) <i>Repeat of the workshops mentioned above – choose another workshop to attend</i>	
2.45 pm	Afternoon tea	
3.15 pm	Session 4: Wrap – Bringing it all together	Panel discussion facilitated by Toni Street and David Downs Panel: Jason Te Brake – CEO, Zespri Kok Hwee Ng – Chief Marketing Officer, Zespri Tim Mackle – Chief Supply Chain Officer, Zespri Carl Cooper – Executive Officer, Innovation and Commercialisation, Zespri
4.15 pm	Closing remarks	Jason Te Brake - CEO, Zespri

USING A MULTI-VARIETY STRATEGY TO GROW THE RED CATEGORY

Red80 was commercialised in December to work together with Red19 to extend the selling window for Zespri RubyRed™ Kiwifruit. Both varieties can deliver the RubyRed product proposition and will be sold under the same trademark. Crucially, they are harvested at different times, which allows Zespri to supply Zespri RubyRed Kiwifruit for longer and grow the category using complementary varieties.

We want our full portfolio of kiwifruit products to be available to shoppers for as much of the year as possible, with a consistent premium quality experience. Like other leading branded players in the primary sector, Zespri will be using more than one variety under a single trademark to help us extend our presence in market. Driscoll's uses this approach with their berries; and Pink Lady apples are another well-known example, with at least five apple varieties authorised to be sold under the Pink Lady trademark.

Longer selling windows can help us hold onto shelf space, increase overall demand, strengthen the Zespri brand, lead the category, and consequently deliver strong returns to growers and shareholders.

OPTIMISING SUPPLY

Since the commercial launch of Zespri RubyRed in 2022 and the establishment of the red kiwifruit category, Zespri has gained a greater understanding of the performance of red varieties on orchard, through the supply chain and into market. This experience has helped inform our decisions on target supply volumes and licence release for both Red19 and Red80.

New Zealand supply of Red19 and Red80 is expected to increase from three million trays in 2025/26 to 7.4 million trays supplied in 2030.

Zespri RubyRed Kiwifruit is important because it expands the kiwifruit category, reaches markets early, showcases Zespri as a vibrant and innovative brand, and helps build excitement for the season ahead. Red19 plays a particularly important role in opening the season as it is the earlier harvesting variety. It currently supplies about eight weeks of sales. However, due to the softer nature of the fruit, quality risks increase for Red19 toward the end of that period, and we have seen more claims and costs during that time. Red80 will allow us to supply demand beyond this point more reliably and in line with our premium Zespri brand.

Based on current supply estimates and demand projections from existing markets, there could be an oversupply of Red19 in those weeks where quality starts to decline. This is anticipated in the short term while we continue building the category. However, with expansion into additional markets like Vietnam and Australia in 2026, and by going deeper into existing markets such as the United States, we expect to manage this.

We want to grow demand for Zespri RubyRed Kiwifruit by consistently delivering the best fruit and providing a high-quality consumer experience for as long as possible. This means careful consideration of licence release to achieve the right balance of Red19 and new Red80 production, including shifting some hectares from Red19 to Red80.

WHAT THIS MEANS FOR RED GROWERS

Achieving the right balance of Red19 and new Red80 is why we have a cutover pool for Red19 growers. This will be available from the 2026 Red80 licence release, with more cutover hectares expected in 2027. After 2027, further cutover may be

offered, depending on demand across the season. This cutover pool provides an opportunity specifically for Red19 growers who may want to switch to Red80. Growers who would like to continue growing Red19 and add Red80, can participate in the Open Pool.

DEVELOPING OUR UNDERSTANDING OF THE RED CATEGORY

We model our outlook and licence plans based on the signals we get from our markets, taking into account what we have learnt from recent history, and what we know now. We will continue to learn more about the optimum supply of our red varieties as the product continues to grow, and commercial volumes increase. We encourage all growers to consider all the available information about Red80 and the red category before making any licence purchase decisions, including reading the latest Five-Year Outlook document which is available on the Zespri website.

The Red80 Variety Information Guide (Red80 VIG) will be released in February and made available on Canopy. For more information about the Red80 licence release, please see pages 4 and 5 of this issue of *Kiwiflier*.

Note also, the Red80 trial orchards are open for Field Days from 5-13 February. Register on the Events page on Canopy or email sue.groenewald@zespri.com.



2026 LICENCE RELEASE

The application period for participating in the upcoming licence release will be open from Monday 23 February until 6pm, Friday 6 March 2026.

All applicants wishing to purchase Red80 or Gold3 licence must submit an application during this period to be able to participate. Applying (and being approved) does not commit you to taking part in the auction. Pre-approval simply ensures you are eligible to bid on the relevant auction day.

KEY POINTS WHEN APPLYING

✓ Apply under the correct entity

The entity that submits the application is the entity that will participate in the auction and, if successful, become the licence holder. Please ensure the correct entity is selected at the time of application.

✓ New entities must register first

If a new entity intends to apply, a Grower Registration form <https://canopy.zespri.com/content/dam/new-canopy/nz/en/documents/public/business/buy-sell-lease/Grower-Registration.pdf> must be completed before the application period opens.

✓ Separate applications are required

A separate application must be submitted for each auction and for each applicant KPIN and/or entity.

✓ Check your contact details

Make sure all contact information for the applicant entity is current and accurate. All correspondence after the application period closes will be sent to the email and postal addresses on file.

✓ Applicant must be the landowner or lessee

The applicant must be either the landowner or the lessee of the orchard. Where a lessee is applying on an existing KPIN, the landowner will be required to sign a separate declaration as part of the submission process.

LICENCE RELEASE INFORMATION SESSION

The Zespri PVR and Licence team will be hosting an information session on 20 February from 2.00 pm to 4.00 pm, covering the basics for new growers and those wanting a refresher.

This session will be held both in-person at the Zespri office and online. Growers and representatives interested in understanding the licence application and auction processes are encouraged to attend.

Register here: <https://events.zespri.com/licence-release-information-session/registration/Site/Register>

LICENCE APPLICATION OVERVIEW AND RULES (LAOR) AND SUPPORTING DOCUMENTS

The following documents will be available from 5 February on the 'Buying a Licence' page on Canopy, alongside existing resources:

- Red80 Restricted LAOR
- Red80 Unrestricted LAOR
- Red80 Variety Information Guide
- Gold3 Unrestricted LAOR
- Gold3 Variety Information Guide
- 2026 Licensed Variety Information Guide

Applicants are required to read the relevant *Variety Information Guide* together with the *LAOR* before submitting an application to participate.

The *LAOR* contains several key rules that prospective applicants should be aware of. Some of these are highlighted below:

RED80 RESTRICTED/CUTOVER

- The minimum area that may be applied for in any one application is 0.50 hectares, or less if the area applied for represents 100 percent of the surrendered Red19 Licence.
- The total area applied for by any one applicant plus the total area applied for by any persons or entities that have a high level of common ownership or control with that applicant (on a look-through basis) must not exceed five hectares.
- The graft by date for the 2026 Restricted/Cutover Red80 licence is 31 January 2027, which will be strictly adhered to.
- Red19 and Red80 can be grown concurrently for the season following the licence purchase i.e. one final Red19 crop is produced before the Red19 is removed. The Red19 must be removed on or before 30 June 2027.

RED80 UNRESTRICTED

- The minimum area that may be applied for in any one application is 0.50 hectares, or less if:
 - ♦ A Property is identified in the Application and the area applied for represents 100 percent of the Plantable Area on that Property. "Plantable Area" means any area on the Property which is or which in Zespri's sole opinion could reasonably be used for planting/grafting kiwifruit; or

- ♦ Red80 Licence was successfully purchased in the 2026 Red80 Restricted allocation by the same applicant in respect of the same Property as that identified in the application.
- The total area applied for by any one applicant plus the total area applied for by any persons or entities that have a high level of common ownership or control with that applicant (on a look-through basis) must not exceed five hectares.
- The graft by date for the 2026 Unrestricted Red80 licence is 31 January 2028, which will be strictly adhered to.

GOLD3 UNRESTRICTED

- There is no minimum bid area for the Gold3 allocation.
- The total area applied for by any one applicant plus the total area applied for by any persons or entities that have a high level of common ownership or control with that applicant (on a look-through basis) must not exceed 30 hectares.
- The graft by date for the 2026 Unrestricted Gold3 licence is 31 January 2029, which will be strictly adhered to.

COMMON OWNERSHIP OR CONTROL – ALL LICENCE POOLS

To provide clarity and transparency for growers, the respective LAORs include guidance on what constitutes a high level of common ownership or control. This ensures fairness and prevents circumvention of licence limits.

Common ownership or control is generally defined as one person or entity holding more than 50 percent ownership across multiple applicant entities, or having the ability to control governance decisions, such as appointing a majority of directors, trustees, or exercising veto rights. However, shared directors acting professionally and independently will not automatically trigger common control if ownership is substantially different and directors are not acting in concert. The Independent Evaluation Panel has discretion to accept applications in these situations. These rules are designed to ensure fairness and prevent any person or entity from exceeding the maximum bid limits of each auction.

If clarification is required, please contact Cooney Lees Morgan prior to submitting an application.

KEY 2026 DATES

DATE	DETAILS
5 February	Licence Application Overview and Rules documents, along with supplemental information available on the Zespri Canopy website
20 February	Licence release information session Zespri HQ and online
23 February	Application process opens. Applications must be completed and submitted online to Cooney Lees Morgan for validation
6 March	Application period closes at 6.00pm. Applications must be received by Cooney Lees Morgan for validation by this time
7 April onwards	Cooney Lees Morgan notifies approved applicants of approval to participate
Mid-April	Practice auction(s) held for approved applicants
29 April	Red80 Restricted Cutover auction commences at 9.00am on Wednesday 29 April 2026
30 April	Red80 Unrestricted auction commences at 9.00am on Thursday 30 April 2026
1 May	Gold3 Unrestricted auction commences at 9.00am on Friday 1 May 2026
Mid-May	Deposit of 25 percent of the licence purchase price due to Zespri for payment (exact date to be confirmed)
3 July	Final licence settlement monies due to Zespri for payment

HOW TO SUBMIT AN ONLINE APPLICATION

All applications are submitted online via the Industry Portal. Ensure you have all required information on hand, and the entity contact details are up to date.

- **Step 1:** Log into the Zespri portal via the Zespri Canopy website.
- **Step 2:** Click the Industry Portal tab (under 'Quick Links') via the Canopy homepage.
- **Step 3:** Select the "Submit A Licence Application" button in the Zespri Portal to access and complete the application.
- **Step 4:** Select the relevant auction being applied for from the dropdown list – Red80 Restricted/Cutover, Red80 Unrestricted, Gold3 Unrestricted. Note, a separate application is required for each auction and each KPIN/entity.
- **Step 5:** Complete the online application by choosing from the pre-populated options and typing your responses into the free text fields. You will also need to upload a copy of your GPS map.
- **Step 6:** Before submitting your application, please take the time to review your application form, then select the tick box confirming you agree to the terms and conditions of the *Licence Application and Overview of Rules*.

- **Step 7:** Click the 'Submit' button. A copy of your application form will be submitted directly to Cooney Lees Morgan and a copy will be sent to the email address specified on your application.
- **Step 8:** Read through the copy of the application that has been emailed to you to ensure that all information is correct. Contact Cooney Lees Morgan (licence.applications2026@clmlaw.co.nz) if you identify anything that needs to be amended.

NOTE: There are additional steps required to complete if you are applying as the lessee of the property:

- **Step 1:** Once you have received the emailed copy of the submitted application, the Landowner Declaration and Deed of Undertaking page will need to be signed by the landowner and witnessed.
- **Step 2:** Scan and email this page through to Cooney Lees Morgan at licence.applications2026@clmlaw.co.nz. This needs to be received by Cooney Lees Morgan completed prior to 6pm, 6 March 2026 in order for your application to be completed and eligible.



2026 LICENCE RELEASE

ASCENDING-PRICE OPEN AUCTIONS: SUMMARY

 Zespri publishes opening (reserve) price and target hectare allocation.
“\$\$ reserve”
“XX hectares to be allocated”



Growers apply to participate using the online forms.



Applicants are validated and receive a login/password to the auction software.



Round 1 is opened at the reserve price.
“Round 1 is open, at \$\$ reserve.”



If the hectares in the previous round were oversubscribed, a new round is initiated at a higher price.
“Round 2 is open, at \$\$ price.”



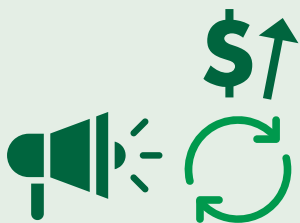
The results of the round are published: how many hectares were bid for.
“At \$\$ reserve, XX hectares were bid.”



Bidders have a fixed time to indicate the number of hectares they want at the reserve price.
“At \$\$ reserve, I want YY hectares.”



Bidders enter their desired hectares at the new round price. Bidders can't increase their hectares, and can't re-join after opting out.
“At the Round 2 price, I want YY hectares.”



Each time the target allocation is oversubscribed, a new round at a higher price is initiated. At each new price, bidders enter new hectares wanted (equal or less than prior round).
As the round price increases ↑
hectare demand decreases ↓



Final round: Where demand equals the target allocation. The final round price is paid by all remaining bidders.

PRE-SET BID OPTION

Bidders who don't want to bid live online will have the option to submit a pre-set bid prior to the auction commencing. Further information on pre-set bidding will be provided in next month's *Kiwiflier* and on the Zespri Canopy website.





FROM THE MARKETS



LOOKING BACK: THE ZESPRI BRAND IN 2025

As well as delivering a record crop, the 2025/26 season was a standout year for the Zespri brand.

While market conditions have been challenging, we retained our position as the number one fruit brand in our 15 core markets*.

Zespri Chief Marketing Officer Kok Hwee Ng says some of the significant headwinds in the record volume year included economic and political volatility, increasing competition in market, and greater consumer scrutiny.

At the same time, there were strong tailwinds – rising demand for health and wellness, consumers prioritising fresh food, and growth in the fruit category including for premium fruits.

“Amongst this environment, for the second year Zespri has retained its number one position ahead of brands such as Dole and Chiquita in our 15 core markets, which is testament to the strength of the Zespri brand,” says Kok Hwee.

We have also lifted our performance across household penetration and willingness to buy metrics, with more consumers choosing Zespri and recognising the value of our fruit.

Kok Hwee notes a stronger focus on working with partners to raise awareness of the importance of good nutrition in many of our core markets, helping more people lead healthier lifestyles.

“In 2025/26, Zespri’s nutrition education programmes reached 35 cities and 2,000 schools in China, 68,000 students in Japan, and 90,000 across Taiwan and Spain.”

Looking ahead, Kok Hwee will be at the Momentum 2026 conference in February, where we’ll share more about how we intend to strengthen our brand with a focus on natural nutrition, and the Zespri brand’s role in lifting demand for our fruit – including our ambition to be the world’s healthiest fruit brand.

*Source: Kantar Brand Tracker, 2025, across our 15 core markets, ranking based on average Brand Power (Global). Weighted average based on country population, CN / US / VN addressable market population.

HOME COMPOSTABLE LABELS ON ALL NEW ZEALAND-GROWN KIWIFRUIT IN 2026/27

Zespri’s home compostable label will be on all kiwifruit exported from New Zealand in the 2026/27 season.

The label, which decomposes into useable compost within one year, was developed in partnership with label provider Sinclair, and is the world’s first triple-certified home compostable label, certified by TÜV AUSTRIA, ABA, and DIN Certco at the end of 2024.

In the 2025/26 season, we started the transition to the new home compostable fruit label. While the majority of exported fruit from New Zealand used the new label, as part of the transition, we utilised the remaining plastic labels we had on some of our fruit. All ZGS fruit grown in Europe is carrying the new label in the 2025 season.

Our Zespri fruit label provides an important assurance to our consumers the fruit they are purchasing is authentic, safe and high-quality Zespri Kiwifruit. It also communicates variety and growing method to our consumers, and identifies where the fruit is grown.

Moving to one label this season puts Zespri and our suppliers in a more simplified position, eliminating product segregation and streamlining inventory management both onshore and offshore.

Our teams in our global markets started raising awareness with consumers about the home compostable label throughout 2025/26, with campaigns centred around the

catch phrase ‘one year to disappear’, with further campaigns planned for the upcoming season.

The sticker also saw Zespri awarded its first Cannes Lions from the Cannes Lions International Festival of Creativity – with a Silver Lion in the Innovation in Design Category. The Cannes Lions are the most prestigious global awards for creative excellence in advertising and marketing and often called the “Oscars of the ad world”.



ITALY: ZESPRI LAUNCHES CAMPAIGN IN ITALY HIGHLIGHTING HEALTH BENEFITS OF GREEN KIWIFRUIT AFTER EU-APPROVED HEALTH CLAIM

A three-month consumer campaign is underway in Italy to promote the health benefits of Zespri Green Kiwifruit, following the European Commission’s approval of a health claim based on more than 15 years of Zespri-led research.

The approved claim states that Green kiwifruit “contributes to normal bowel function by increasing stool frequency,” based on a daily intake of two fresh green kiwifruit (Hayward), providing at least 200g of flesh.

The campaign, which began in early December and runs until the end of February, includes:

- Instant prizes: Customers can win gift cards by purchasing Zespri Green Kiwifruit and uploading their receipt on the local Zespri website.
- Grand prize: All participants enter a draw for a three-night stay for two at the QC Terme wellness hotel.

- Zespri Green movement challenge: Consumers who upload a photo with two Zespri Green Kiwifruit have a chance to win one of five Kenwood kitchen food processors.

The health claim is also being added to selected consumer packs in Italy and Spain, with more markets to follow for the upcoming New Zealand season.





FROM THE MARKETS

NEW ZEALAND-INDIA FTA OPENS DOORS FOR NEW ZEALAND KIWIFRUIT

The New Zealand kiwifruit industry got an early Christmas present with the conclusion of the New Zealand-India Free Trade Agreement (FTA) in late December, providing tariff relief to the tune of an estimated \$128 million over five years.

Zespri CEO Jason Te Brake explains the deal marks a major step forward in improving access to one of the world's fastest growing consumer markets and delivers meaningful tariff relief.

"When the agreement enters into force, the tariff on New Zealand kiwifruit entering India will drop from 33 percent to zero for exports shipped 1 April – 15 October within a new annual quota of 1.8 million TE (6,250 tonnes) in Year 1.

"With New Zealand sending around 2.1 million TE (7,400 tonnes) of kiwifruit to India last season, the 33 percent tariff cost the industry around NZD 9 million on NZD 27 million of sales.

"This is a substantial boost to grower returns at a time when the market is calling for more high quality fruit," says Jason.

Under the FTA, the quota grows steadily by 500,000 TE (1,750 tonnes) each year, reaching 4.3 million TE (15,000 tonnes) by Year 6. Fruit shipped outside the quota will still benefit from a reduced 16.5 percent tariff.

This tariff compares with 16.5 percent for Chilean and Australian kiwifruit as agreed in the recent trade agreement between India and Australia.

"Zespri and Plant & Food Research (now part of the New Zealand Institute for Bioeconomy Science Institute) 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.

"The team in New Zealand has worked extensively with the governments of New Zealand and India, hosting multiple visits and preparing a comprehensive scoping study to support delivery of the cooperation," says Jason.

Jason says the agreement "unlocks one of the world's largest markets" for New Zealand growers. With Indian consumers increasingly focused on health and wellbeing, Zespri sees significant room to build high value demand for premium kiwifruit year-round in this strategically-important market with the significant tariff relief in the FTA.

A PARTNERSHIP APPROACH

In return for improved access, the New Zealand kiwifruit industry – through the Industry Advisory Council (IAC) – has committed to fund a horticultural assistance programme aimed at strengthening India's emerging – and counter-seasonal – green kiwifruit sector. The funding was approved by IAC as Kiwifruit New Zealand (the industry regulator) considers the horticulture assistance programme to fall outside the definition of Zespri's core business under the Kiwifruit Export Regulations 1999.

IAC has committed funding over five years to support the assistance programme, with calculated saving on tariffs over the five-year window of around \$128 million.

Delivered by the Bioeconomy Science Institute, the five-year programme will establish four Centres of Excellence across major growing regions, providing model orchards, technical training and supply chain support tailored to Indian conditions.

The programme will help create better outcomes for small scale Indian growers, helping expand the overall market for kiwifruit over both seasons to benefit both New Zealand and Indian growers. This programme will relate only to green kiwifruit and will not include any provision of SunGold plant material or know-how.

The New Zealand government is aiming to have a Bill introduced to Parliament in the second half of this year to ratify the FTA, potentially to be passed into law around the end of 2026-early 2027.

ABOUT THE INDIAN KIWIFRUIT INDUSTRY

- India's kiwifruit sector is young but strategically important for rural livelihoods, especially in the North and North-Eastern states, with around 5,390 hectares planted and 18,280 tonnes produced in 2023/24.
- The industry is seeing rising domestic demand but faces challenges such as fragmented supply chains, small average fruit size, variable quality and limited post-harvest infrastructure.
- Most Indian kiwifruit is sold by weight at flat prices, regardless of size or grade, which reduces incentives for growers to invest in quality improvements.
- Farmer Producer Organisations are helping to aggregate supply, negotiate better prices, and coordinate logistics - empowering smallholders and supporting shipments to major cities like Kolkata and Delhi.
- There is significant opportunity for value addition (such as dried fruit and purée), improved grading and cold chain development, which will help Indian kiwifruit reach premium domestic and export markets.



Officials from Zespri, the Bioeconomy Sciences Institute (BSI), New Zealand High Commission in Delhi and India's Ministry of Agriculture and Farmers' Welfare (MAFW), including Joint Secretary Priya Ranjan (centre), confirm the Kiwifruit Action Plan in Delhi.



Officials from Zespri, BSI, MAFW and the Nagaland state horticulture officials at the site where one of the kiwifruit Centres of Excellence will be based.

ZESPRI LEGAL VICTORY IN TAIWAN

The Intellectual Property and Commercial Court in Taiwan has ruled in Zespri's favour in a trademark infringement case.

In November 2023, approximately 10,752kg of gold kiwifruit was imported into Taiwan from Mainland China. The packaging resembled Zespri designs and bore Zespri's registered 'SunGold' trademark. Zespri applied to Kaohsiung Customs to have the fruit seized and filed a civil

case in relation to the trademark infringement, reinforcing our commitment to protecting the Zespri brand and the investment of our growers.

At the end of last year, a judge found the two defendants infringed Zespri's trademarks. The judge emphasised that the defendants had a duty of care to proactively verify whether imported goods infringe others' trademark rights. The Court ordered the defendants to cease using Zespri's trademarks,

granted the request for an injunction to destroy all infringing goods, and pay damages to Zespri of around NZD \$27,000, plus half of the related court costs.

The ruling is a significant step in protecting our markets, safeguarding Zespri's brand value and the confidence of both of customers and consumers.





ZESPRI GLOBAL SUPPLY UPDATE

ZGS: STEADY PROGRESS THROUGH THE CORE OF THE NORTHERN HEMISPHERE SEASON

Zespri Global Supply (ZGS) has now moved through the opening phase of the Northern Hemisphere season and into the core sales period. European packing is well advanced, export programmes are approaching completion, and market demand is gradually strengthening across most sizes. While the season has required careful operational and quality management, teams remain focused on maintaining product consistency, supporting market execution, and capturing opportunities through the remainder of the season.

EUROPEAN SUPPLY CHAIN: MANAGING PACE AND CONSISTENCY

In Italy, approximately 14.6 million trays of Zespri SunGold Kiwifruit have been packed, representing around 70 percent of the total estimated volume. France has completed its packing season, with nearly all fruit loaded.

European demand has been gradually improving across most sizes. Medium and large sizes continue to move steadily, while smaller sizes (36, 39, and 42) remain under pressure, with promotional activity being deployed to support rotation. As the season moves into its second half, demand is strengthening, while operational and packaging constraints continue to require careful coordination between supply and market teams.

Direct delivery performance into European customers continues to increase in line with seasonal targets (65 percent from Italy and close to 100 percent from France), helping improve responsiveness to customer needs. With this initiative, product is delivered directly from production regions to customers, instead of routing through European hubs in Zeebrugge, Tarragona, and Verona.

EXPORT MARKETS: APPROACHING COMPLETION

ZGS export programmes are close to completion, with approximately 2.6 million trays shipped to offshore markets (USA, China, Hong Kong, Canada, Brasil, SEA, and India). The United States remains the leading export market, while

China has received early arrivals and teams have been working closely with local sales to support appropriate market entry and alignment on commercial plans.

With export shipping now largely complete, focus is shifting toward supporting European market execution through the remainder of the season and closing remaining export commitments.

ASIA: JAPAN COMPLETION AND COMPETITIVE CONDITIONS IN KOREA

In Japan, ZGS volumes for Zespri SunGold Kiwifruit have completed packing and transportation. Total landed volume reached approximately 718,000 trays — around 27 percent higher than last season. Despite a challenging quality environment earlier in the year, sales progressed as planned, with the full volume sold and more than 90 percent already delivered to customers.

In Korea, loading continues in line with projected seasonal phasing. The final packed volume is 1.72 million trays, representing a 20 percent increase over last season. Promotional programmes are underway to support sales momentum in a competitive retail environment, where domestic fruit and increasing imports continue to influence in-store dynamics. Tactical in-market activity is being used to support movement of smaller sizes and maintain brand presence.

QUALITY: SUSTAINED FOCUS AND INCREMENTAL IMPROVEMENT

Quality management remains a central focus across all ZGS origins. The European Quality Action Plan introduced during the early season is supporting more consistent outbound fruit. Audit activity across packhouses continues, and shared learnings are being applied across origins to strengthen practices.

Across origins, the focus remains on maintaining stable product performance through storage and transit, supporting

confidence with customers, and ensuring any emerging risks are addressed early.

ZGS EXPANSION: PREPARING FOR FUTURE SUPPLY

Alongside current season execution, progress continues on the strategic expansion of ZGS SunGold production following the 2024 Producer Vote. Year One of expansion is progressing across all origins, with 52 percent of allocated hectares already planted.

This programme underpins Zespri's longer-term ambition to maintain year-round shelf presence in key markets, support brand-led demand, and build resilient future supply.

LOOKING AHEAD: CONTROLLED EXECUTION THROUGH THE SECOND HALF

As the season moves into its second half, the focus remains on maintaining quality, supporting balanced market supply, and closing remaining export and Asian programmes. In the weeks ahead, teams will stay focused on maintaining consistency, responding to market needs, and completing the ZGS season with aligned execution across all origins.



Packing at an Italian supplier.



ZESPRI IN THE COMMUNITY

SUPPORTING STUDENTS BACK TO SCHOOL

As tamariki return to classrooms across New Zealand, many schools are reporting more students arriving too hungry to learn.

One principal shared the reality many schools are facing:

"We check lunch boxes and sometimes a child might have half a packet of chips in there, and it's not enough. Four children recently didn't come to school at all because they didn't have anything to bring for lunch."

With cost-of-living pressures affecting families across the country, schools are stepping in to bridge the gap. KidsCan CEO and Founder Julie Chapman says the organisation is determined to help.

"Right now, we have 58 schools – including four in the Bay of Plenty – waiting for support from KidsCan in the form of

food, shoes, jackets, and health items. As children return to school, our goal is to raise enough money to take every one of these schools off our waitlist and give these kids their best shot to shine."

ZESPRI'S SUPPORT

Zespri is proud to support KidsCan as an Associate Partner, helping fund essential programmes that give children the basics they need to participate confidently in their learning. This partnership reflects our commitment to strengthening communities and helping young New Zealanders thrive.

HOW WE CAN ALL HELP

Just \$30 a month can help KidsCan provide food, clothing, and basic health items that keep children in class, focused, and ready to learn.

To donate or learn more about KidsCan's, visit www.kidscan.org.nz.

13 FEB
2026

CHAT WITH THE CHAIRMAN

NZKGI Future Leaders invite you to connect with Zespri Chairman, Nathan Flowerday on Friday 13 February, 12-2pm at Zespri.

Join us for a relaxed and engaging session where you can ask questions, share ideas, and enjoy great conversation over good food and company.

This is the first Future Leaders event of 2026 - don't miss it!

RSVP with dietary requirements to future.leaders@nkzgi.org.nz.



KELLOGG RURAL LEADERSHIP PROGRAMME: SCHOLARSHIP APPLICATIONS OPEN

Do you know anyone looking to take the next step in developing their leadership skills in the primary sector?

The Kellogg Rural Leadership Programme is designed for people wanting to develop their leadership skills to take on roles in management and governance in the primary sector. Zespri is proud to sponsor one person from the kiwifruit industry each year to complete this prestigious programme.

The Programme runs for 19 days in-person and is spread over six months, making it easier to fit in around work and family commitments. The programme starts 16 June 2026:

- **Phase One (Lincoln):** 16 - 24 June 2026
- **Phase Two (Wellington):** 7 - 11 September 2026
- **Phase Three (Lincoln):** 16 - 20 November 2026



Find out more information about the programme here: <https://ruralleaders.co.nz/kellogg-rural-leadership-programme/>
Applications open **Monday 2 February** and close **Sunday 5 April 2026**.

Apply here: <https://www.zespri.com/en-NZ/our-communities/scholarships>



SHARES UPDATE: JANUARY

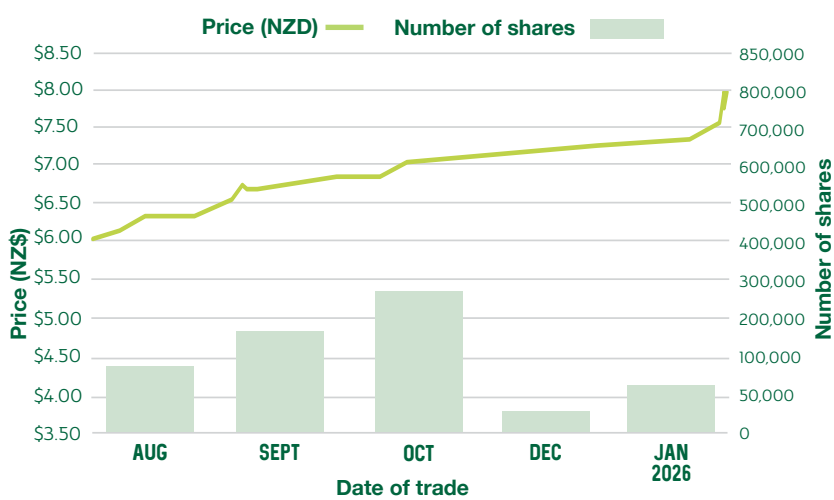
WHAT'S HAPPENING IN THE MARKET

BIDS (BUYERS)		
Orders	Quantity	Price
1	6,500	\$7.90
1	3,000	\$7.70
1	3,000	\$4.40
1	19,000	\$7.30
1	16,410	\$6.00
1	24,836	\$5.00

OFFERS (SELLERS)		
Orders	Quantity	Price
1	3,000	\$8.30
1	3,000	\$8.60

LAST 10 TRADES			
Date	Quantity	Price	Value
23/01/2026	10,000	\$7.90	\$79,000
22/01/2026	3,000	\$7.90	\$23,700
22/01/2026	3,000	\$7.70	\$23,100
21/01/2026	3,000	\$7.50	\$22,500
13/01/2026	39,930	\$7.30	\$291,489
19/12/2025	29,744	\$7.20	\$214,157
29/10/2025	19,740	\$7.00	\$138,180
22/10/2025	46,905	\$6.80	\$318,954
10/10/2025	107,241	\$6.80	\$729,239
19/09/2025	5,000	\$6.65	\$33,250

ZESPRI GROUP LIMITED SHARE TRADES: AUGUST 2025 TO JANUARY 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 JAN 2026

OVERSHARED SHARES REQUIRED TO BE SOLD IN FEBRUARY 2026

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 THIS MONTH

NUMBER OF SHARES
15,000

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

NUMBER OF SHARES
2.61M

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

DIRECTOR SHARE TRADING AS AT DECEMBER 2025

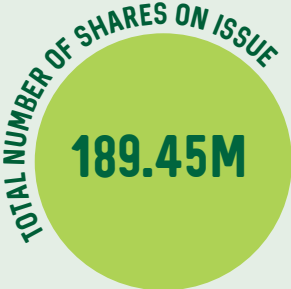
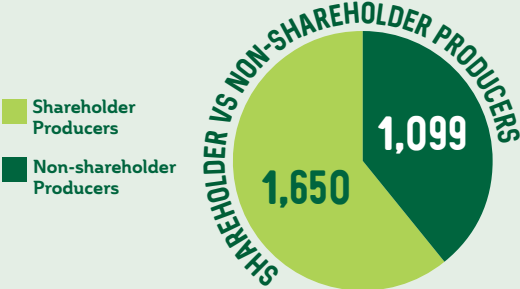
NUMBER OF SHARES BOUGHT
375,271

NUMBER OF SHARES SOLD
363,117

Shares traded by entities associated with Zespri Directors.



OUR SHAREHOLDERS

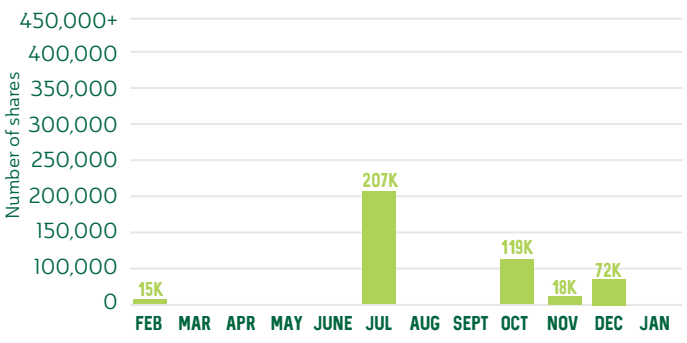


DRY AND OVERSHARED SHARES

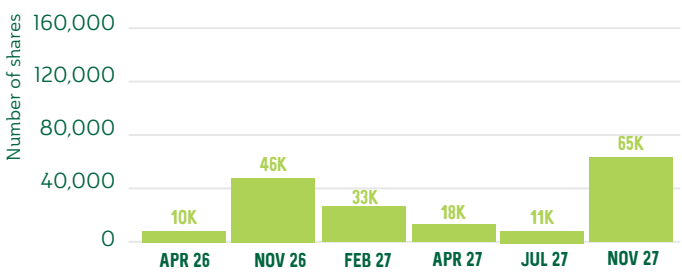


DISCLAIMER: The above figures are a snapshot in time and are subject to change at any time due to shares being traded.

DRY SHARES CONVERTING TO B CLASS FOR THE NEXT 12 MONTHS
B CLASS SHARES ARE NOT ELIGIBLE FOR DIVIDENDS



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 18 buyers seeking 2,798,500 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.

2025/26 PROGRESS PAYMENTS FOR FEBRUARY AND MARCH

CLASS 1 - APPROVED PROGRESS PAYMENT 13 FEBRUARY 2026	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42	46
Zespri Green	\$0.33	\$0.65	\$0.40	\$0.25	\$0.35	\$0.35	\$0.30	No supply
Zespri Organic Green	\$0.48	\$0.00	\$0.50	\$0.55	\$0.45	\$0.45	\$0.35	No supply
Zespri Gold3	\$0.66	\$0.70	\$0.60	\$0.70	\$0.60	No supply	No supply	No supply
Zespri Organic Gold3	\$0.81	\$0.75	\$0.80	\$0.85	\$0.85	No supply	No supply	No supply
Zespri Red19	\$0.51	\$0.55	\$0.40	\$0.50	\$0.55	\$0.55	\$0.50	\$0.45
Zespri Green14	\$0.63	No payment	\$0.15	\$0.90	\$0.60	\$0.60	\$0.50	No supply

CLASS 1 - INDICATIVE PROGRESS PAYMENT 15 MARCH 2026	AVERAGE ON NET SUBMIT	16/18/22	25/27	30/33	36	39	42	46
Zespri Green	\$0.05	\$0.10	\$0.10	\$0.05	No payment	No payment	\$0.10	No supply
Zespri Organic Green	\$0.15	\$0.00	\$0.15	\$0.15	\$0.15	\$0.15	\$0.15	No supply
Zespri Gold3	\$0.10	\$0.10	\$0.10	\$0.10	\$0.10	No supply	No supply	No supply
Zespri Organic Gold3	\$0.15	\$0.15	\$0.15	\$0.15	\$0.15	No supply	No supply	No supply
Zespri Red19	\$0.23	\$0.30	\$0.30	\$0.25	\$0.25	\$0.25	\$0.20	\$0.20
Zespri Green14	\$0.34	No payment	No payment	\$0.25	\$0.40	\$0.40	\$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.

CLASS 2 - APPROVED PROGRESS PAYMENT 13 FEBRUARY 2026	AVERAGE ON NET SUBMIT	16/18/22	27	30	33	36	39	42
Class 2 Green	\$0.99	\$1.15	\$1.05	\$0.90	\$0.90	\$1.00	\$0.90	\$1.00
Class 2 Organic Green	\$1.48	No supply	\$1.75	\$1.40	\$1.50	\$1.40	\$0.95	No supply
Class 2 Gold3	\$1.42	\$1.35	\$1.60	\$1.25	\$1.50	\$1.10	\$1.20	No supply

NON-STANDARD SUPPLY - APPROVED PROGRESS PAYMENT 13 FEBRUARY 2026	39
Zespri Gold3	\$1.60
Zespri Organic Gold3	\$1.80

CHANGES TO GREEN ORGANIC PROGRESS PAYMENT

As sales concluded for the 2025 New Zealand season, Europe has reported higher-than-expected quality costs on Organic Green sizes 18 and 22. This was driven by softer than expected demand and quality issues on later arrivals.

Since the volume in these sizes is relatively small (1.9 percent of overall volume), these claims have had a material impact on the Total Fruit and Service Payments (TFSP) for this size grouping – reducing returns below what has already been paid. Therefore, a payment clawback will be required for this size group only which will be processed in the March progress run.

Note, the indicative March progress payments in the table above will be updated once the Board signs off the February forecast.

To help minimise the overall impact on grower payments, Zespri will cancel the February 2026 progress payment of \$0.55 for this size grouping. Growers will still receive a net positive payment with the payments for all other size groups unaffected.

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.

Progress payments for Class 1 Green Conventional sizes 25/27, 30/33, 36/39, Green Organic all sizes except 42 and Gold Conventional sizes 25/27 have decreased on indicative due to late changes in the shipping schedule. This has resulted in more payments being paid as time payments in December and a smaller portion as progress payments, with no impact to OGR.

The cashflow tables on page 11 provide a monthly breakdown of all payments. These have been updated to reflect the adjustments to Time and Progress due to changes in the shipping schedule. These tables help show how the Total Fruit and Service payment is divided up by payment type. Progress payments are the balance of Total Fruit and Service payments once all the other payments have been made.

February 2026 approved progress payments on Net Submit trays

Approved per tray progress payments for 13 February 2026:

Class 1	
Zespri Green	\$0.38
Zespri Organic Green	\$0.48
Zespri Gold3	\$0.66
Zespri Organic Gold3	\$0.81
Zespri Red19	\$0.51
Zespri Green14	\$0.63

March 2026 indicative progress payments on Net Submit trays

Indicative per tray progress payments for 15 March 2026:

Class 1	
Zespri Green	\$0.08
Zespri Organic Green	\$0.15
Zespri Gold3	\$0.10
Zespri Organic Gold3	\$0.15
Zespri Red19	\$0.23
Zespri Green14	\$0.34



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 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 JANUARY							
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	\$9.13	53%
Sep-25		\$0.73	\$0.00	\$1.12	\$0.09	\$11.08	64%
Oct-25		\$0.51	\$0.65	\$0.23	\$0.56	\$13.03	75%
Nov-25		\$0.59	\$0.01	\$0.91	\$0.57	\$15.11	87%
Dec-25		\$0.13	\$0.01	\$0.02	\$1.01	\$16.28	94%
Jan-26			\$0.01			\$16.29	94%
Feb-26			\$0.01		\$0.66	\$16.96	98%
Mar-26			\$0.01		\$0.10	\$17.07	99%
Apr-26					\$0.10	\$17.17	99%
May-26						\$17.17	99%
Jun-26					\$0.10	\$17.27	100%
Paid YTD	\$3.60	\$2.55	\$1.33	\$3.90	\$4.91	\$16.29	
Balance to pay	\$0.00	\$0.00	\$0.02	\$0.00	\$0.96	\$0.98	
Total fruit and service payments - 2025/26 Forecast						\$17.27	

ZESPRI ORGANIC GOLD3 JANUARY							
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	20%
Jun-25		\$0.06			\$0.25	\$4.37	21%
Jul-25		\$0.16		\$1.23	\$1.95	\$7.72	37%
Aug-25		\$0.36	\$0.69	\$1.89	\$0.10	\$10.75	52%
Sep-25		\$0.72	\$0.00	\$2.29	\$0.07	\$13.83	67%
Oct-25		\$0.26	\$0.78	\$0.28	\$0.65	\$15.80	76%
Nov-25		\$0.03	\$0.02	\$1.45	\$1.31	\$18.60	89%
Dec-25		\$0.06	\$0.02	\$0.00	\$0.84	\$19.52	94%
Jan-26			\$0.02			\$19.54	94%
Feb-26			\$0.02		\$0.81	\$20.37	98%
Mar-26			\$0.02		\$0.15	\$20.54	99%
Apr-26					\$0.10	\$20.64	99%
May-26						\$20.64	99%
Jun-26					\$0.15	\$20.79	100%
Paid YTD	\$3.95	\$1.75	\$1.53	\$7.14	\$5.17	\$19.54	
Balance to pay	\$0.00	\$0.00	\$0.04	\$0.00	\$1.21	\$1.25	
Total fruit and service payments - 2025/26 Forecast						\$20.79	

ZESPRI RED19 JANUARY							
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	80%
Aug-25			-\$0.05		\$0.91	\$17.05	84%
Sep-25			\$0.00		\$1.10	\$18.15	90%
Oct-25					\$0.43	\$18.58	92%
Nov-25			\$0.00		\$0.38	\$18.96	94%
Dec-25		\$0.01	\$0.00		\$0.24	\$19.21	95%
Jan-26			\$0.00			\$19.21	95%
Feb-26			\$0.00		\$0.51	\$19.72	98%
Mar-26					\$0.23	\$19.95	99%
Apr-26					\$0.10	\$20.05	99%
May-26						\$20.05	99%
Jun-26					\$0.15	\$20.20	100%
Paid YTD	\$4.92	\$0.01	-\$0.05	\$0.00	\$14.33	\$19.21	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.99	\$0.99	
Total fruit and service payments - 2025/26 Forecast						\$20.20	

ZESPRI GREEN JANUARY							
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	21%
May-25		\$0.07	\$0.00			\$2.83	21%
Jun-25		\$0.05	\$0.00		\$0.25	\$3.14	24%
Jul-25		\$0.03		\$0.54	\$1.24	\$4.94	38%
Aug-25		\$0.12	\$0.32	\$0.81	\$0.08	\$6.28	48%
Sep-25		\$0.36	\$0.00	\$1.34	\$0.03	\$8.02	61%
Oct-25		\$0.79	\$0.41	\$0.61	\$0.03	\$9.85	75%
Nov-25		\$0.41	\$0.01	\$1.06	\$0.10	\$11.43	87%
Dec-25		\$0.73	\$0.01	\$0.00	\$0.40	\$12.58	95%
Jan-26			\$0.01			\$12.58	95%
Feb-26			\$0.01		\$0.33	\$12.92	98%
Mar-26			\$0.01		\$0.05	\$12.98	98%
Apr-26					\$0.08	\$13.06	99%
May-26						\$13.06	99%
Jun-26					\$0.11	\$13.18	100%
Paid YTD	\$2.74	\$2.58	\$0.76	\$4.37	\$2.14	\$12.58	
Balance to pay	\$0.00	\$0.00	\$0.02	\$0.00	\$0.58	\$0.59	
Total fruit and service payments - 2025/26 Forecast						\$13.18	

ZESPRI ORGANIC GREEN JANUARY							
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	19%
Jun-25		\$0.04			\$0.25	\$3.33	20%
Jul-25		\$0.11		\$0.71	\$2.16	\$6.31	39%
Aug-25		\$0.11	\$0.44	\$1.06	\$0.12	\$8.04	50%
Sep-25		\$0.54	\$0.00	\$1.70	\$0.05	\$10.32	64%
Oct-25		\$1.43	\$0.44	\$0.75	\$0.05	\$12.98	80%
Nov-25		\$0.40	\$0.01	\$1.24	\$0.09	\$14.72	91%
Dec-25		\$0.42	\$0.01	\$0.00	\$0.14	\$15.30	94%
Jan-26			\$0.01			\$15.31	94%
Feb-26			\$0.01		\$0.48	\$15.81	97%
Mar-26			\$0.01		\$0.15	\$15.97	98%
Apr-26					\$0.10	\$16.07	99%
May-26						\$16.07	99%
Jun-26					\$0.16	\$16.23	100%
Paid YTD	\$3.00	\$3.07	\$0.91	\$5.47	\$2.86	\$15.31	
Balance to pay	\$0.00	\$0.00	\$0.03	\$0.00	\$0.89	\$0.92	
Total fruit and service payments - 2025/26 Forecast						\$16.23	

ZESPRI GREEN14 JANUARY							
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	\$0.82	\$10.75	76%
Oct-25			\$0.35		\$0.10	\$11.20	80%
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		\$0.63	\$13.41	95%
Mar-26			\$0.00		\$0.34	\$13.75	98%
Apr-26					\$0.10	\$13.85	98%
May-26						\$13.85	98%
Jun-26					\$0.23	\$14.08	100%
Paid YTD	\$2.95	\$0.04	\$0.61	\$4.37	\$4.81	\$12.78	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$1.29	\$1.29	
Total fruit and service payments - 2025/26 Forecast						\$14.08	

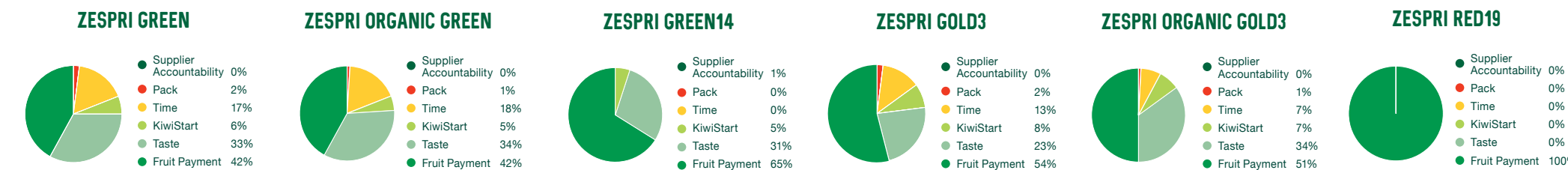
Note 1: The submit and progress payments detailed in the tables are based on net submit trays.

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

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

2025/26 SEASON GROWER PAYMENT PORTIONS - TOTAL FRUIT AND SERVICE PAYMENTS

2025/26 AUGUST FORECAST



THE MONTH AHEAD:
FEBRUARY

GETTING
PREPPED FOR
HARVEST
2026

GIRDLING
AND CANOPY
MANAGEMENT

CROP
PROTECTION
AND LEAF
TESTING



GETTING PREPPED FOR HARVEST 2026

How are things tracking? Zespri Smart Monitoring has commenced again. This is your chance to garner seasonal trends in fruit development from selected orchards and compare them to years past and help inform your management and harvest decisions. Find details on Canopy.

Handy tools and calculators

- **Fresh weight and dry matter multipliers:** These provide a guide to estimate fruit weight at harvest based on industry averaged data using current fruit weight and number of days after full bloom. This data is used to inform the Zespri thinning calculator.
- **Thinning calculator:** Use this to calculate your thinning fruit weight. This reduces the amount of undersized fruit

on the vine at harvest which reduce harvest costs and possibly packing costs. Weigh up the cost of putting the thinning crews through against potential saving. The calculation is based on your expected harvest date and minimum fruit size. The estimates are modelled on industry growth curves so aren't specific to an orchard or region.

Start your 'to do' list

Red growers can start ticking off your pre-harvest 'to do' list by completing your spray diary, contacting your harvest contractor, getting your orchard services agreement signed, updating your hazards register and orchard maps, and then liaising your post-harvest representative in setting up your maturity areas in Zespri's Maturity Clearance System.



CROP PROTECTION AND LEAF TESTING

Wheat bug

Wheat bug are a passenger pest that live in weeds in open and sunny spots such as loadout areas. If the bugs are found in fruit offshore they can cause quarantine issues. While they don't damage fruit, their hitchhiking abilities mean they are part of our pest monitoring programme.

Scale

If scale numbers are over the KiwiGreen threshold of four percent, then one application of oil at 1000ml/100L (1 percent oil) in the second or third weeks of February for Gold3, and February and March for Hayward, are optimum for controlling and repelling scale and avoiding fruit marking. It's now too risky to spray oil on Red19 due to skin sensitivity.

Research has highlighted the importance of applying oils under good drying conditions in the correct application window to avoid negative impacts on fruit. Good spraying conditions are:

- Less than 60 percent humidity
- No rain the day before
- Lower than 32°C
- Light breeze to aid drying

Summer oil applications are often part of annual, scale control programmes to ensure sufficient fruit is available for high value Asian markets.

Passionvine hopper

As the first adults begin to appear and passionvine hopper pressure increases, now is the time to apply pyrethrum + 0.5 percent oil to gully edges. If PVH pressure is high and adults have already moved onto orchard, there is the option to use pyrethrum. You can use in conjunction with Triple X, this may reduce sooty mould. See crop protection standard for details. It is best to apply in the evenings to avoid direct sunlight and extreme heat which can affect efficacy of pyrethrum.

Late season leaf testing

A summer leaf test is a great way to assess the effectiveness of your fertiliser programme as all the nutrient levels in the plant have now stabilised. These late season leaf test results can be used in conjunction with your soil test results to make a plan for your nutrient management programme for the upcoming season. If you are doing a summer leaf test, make sure to collect samples only from leaves of fruiting shoots and select the second leaf past the final fruit cluster.



GIRDLING AND CANOPY MANAGEMENT

Girdling

Develop your dry matter girdling plan, taking into consideration factors such as vine health, cropload and seasonal outlook.

If vine stress is manifesting itself in blocks, avoid girdling affected vines. Ensure stressed vines are clearly marked – make it super obvious – so crews don't accidentally girdle and exacerbate vine stress.

Other quick reminders:

- If you girdle to the wrong depth, either too deep or too shallow, it slows or prevents the girdle from healing, leading to stressed vines
- Use good hygiene practices. Sterilise tools before and after each girdle and spray a protectant on the wound to prevent diseases like Psa
- Consider re-opening a girdle rather than a fresh second girdle, it enables the vine to heal faster than after a new girdle

- Girdle only in fine weather
- Trials looking at repairing poor girdles have shown that taping has not provided any benefit and may slow callousing speed

Canopy management

Late summer to autumn is the key period for dry matter accumulation. While this will be maximised with warm dry weather, ensuring fruiting laterals in particular remain well lit will assist accumulation. Removing late growth and tangles in dark areas will help and also make winter pruning easier. Next seasons' fruiting canes will also benefit from the additional light so it's a win/win. Address possible damage to low hanging fruit by tying it.

Late male growth will be highly susceptible to Psa if conditions suit in autumn so removing it before harvest while labour is available is advised.



MORE INFORMATION

Check out Canopy for a deeper dive into all these topics.

- [Fruit production > Harvesting > Fruit maturity monitoring](#)
- [Fruit production > Protecting your fruit > Pests > Passionvine hopper](#)
- [Fruit production > Protecting your fruit > Pests > Scale](#)
- [Fruit production > Growing fruit > Managing Canopy & pruning > Managing canopies in summer](#)

AFTER
THE
RAIN

With much of the North Island experiencing significant rainfall and wind recently, it's important to consider the impact this may have on your vines. Even if vines are only under water for 24 hours, significant root death may have occurred. This places vines under considerable stress. A separate management plan should be put in place for affected vine/block, which should look to reduce stress for the current and future season. Key practices to review include girdling, oil applications and maturity area setups.

For more information, check out these Canopy pages:

- [Fruit production > Protecting your fruit > Adverse weather preparation and response > Flooding](#)
- [Fruit production > Protecting your fruit > Adverse weather preparation and response > Managing stressed vines](#)
- [Fruit production > Protecting your fruit > Adverse weather preparation and response > Wind](#)

NZKGI LAUNCHES NEW WEBSITE



Growers and industry partners now have easier access to up-to-date industry information. Following its last refresh in 2021, NZKGI now have a new website which is much more intuitive to use. The new platform also has improved usability across devices, including on mobile phones.

The new interactive Horticulture Careers Map is a key feature of the new website. This tool shows the range of roles available across the kiwifruit industry and how people can progress through different career pathways. Each role is linked to real life profiles, helping make opportunities within the sector clearer and more tangible.

A full remapping of the site has improved the structure and organisation of content, making information easier to locate.

Navigation and search functionality have been enhanced, and content has been reviewed to ensure it is current, accurate and easier to read.

The site has also been redesigned in line with NZKGI's updated brand guidelines and built on a more stable, flexible platform. The new platform performs consistently across desktop and mobile devices, improving accessibility regardless of how users choose to access it.

Improved analytics capability has been built into the site, providing better insight into how content is used. This will help NZKGI understand what information is most valuable and guide future improvements.

Growers and visitors are encouraged to explore the new website and share feedback to support ongoing improvements.

Visit the new website: www.NZKGI.org.nz



KVH UPDATES

RESPONSE TO FRUIT FLY DETECTION CONTINUES

The biosecurity response to the detection of a single male Queensland fruit fly in Auckland's Mt Roskill (on 7 January) continues with extra traps in place, fruit testing underway, and great engagement from the community.

No further fruit flies have been found.

Special bins are in place in the controlled area for fruit and vegetable waste disposal. There is one for each household in Zone A and bins are publicly available right across Zone B. There is now also an interactive map showing the location of those Zone B bins, so residents can easily search for their nearest ones.

A specialist team is working in a mobile laboratory in the area, collecting and inspecting fruit for evidence of Queensland fruit fly. They have sliced and examined close to 100 kg of fruit, with no indication of an established breeding population.

Signs have been installed at every road entrance and exit to the controlled area, reminding people of the restrictions.

There have been 14 previous incursions of different fruit flies in Auckland and Northland, and all have been successfully eradicated.

KVH is working closely with Biosecurity New Zealand and other industry groups to minimise risk to New Zealand growers and exporters and ensure all response activities are in the interests of kiwifruit growers. A big shout out to APAC and Punchbowl for assisting in the field during current responses – both this one and the yellow-legged hornet response.

See updates and resources on our dedicated response webpage: <https://kvh.org.nz/biosecurity/qff-mtroskill>.



Fruit collected within the controlled area being inspected and tested in the dedicated mobile laboratory.



The Queensland fruit fly, which is 6-8mm long.



Response field staff inspecting fruit fly traps.

HOMEMADE TRAPS FOR YELLOW-LEGGED HORNETS

The response to the discovery of queen hornets and nests in the Glenfield and Birkdale areas of Auckland's North Shore continues.

There haven't been any detections outside of the North Shore, and we believe it's unlikely they are present outside this area. However, Biosecurity New Zealand and other groups involved in the response – including KVH – are closely monitoring the situation and we encourage people to remain vigilant and report any suspected hornet or nest sightings.

We know many people want to help by setting their own traps. These may be effective in attracting hornets and other flying insects, but significant bycatch of other insects should be expected.

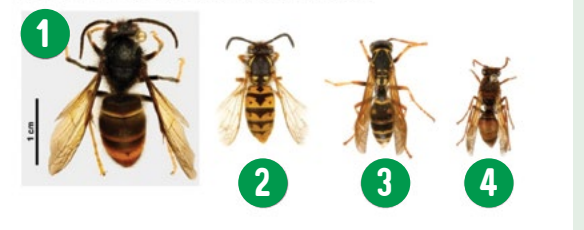
We have created some easy-to-follow instructions for building a simple homemade trap: [How to make a homemade hornet trap – Fact sheet \[PDF, 833 KB\]](#).

A suggested bait formula to add to your trap is 400g of sugar, 10g of yeast, and 1 litre of water. You can also

add 100ml of beer to this mixture. We recommend you change this bait every three weeks.

It is important to closely monitor any homemade trap – check them at least once a week and know what to look for as hornets are larger than common wasps found across New Zealand.

Hornets are larger than common wasps



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

TUNE IN TO THE LATEST BUZZ



A brand new KVH Snapshot podcast has dropped, and you won't want to miss it. We sit down with Te Puke beekeeper and orchardist Richard Klaus for an eye opening chat about the yellow-legged hornet response. We cover why it matters, what's at stake for our industry, and how every one of us can play a part in keeping this invasive pest out of our orchards and away from our hives.

Richard shares practical, easy steps we can all take to spot anything out of the ordinary, and why staying vigilant is one of the simplest ways to protect the health of our bees and the strength of our sector.

Listen now on [SoundCloud](#) or [Apple iTunes](#).



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	Peter Blair – South Tauranga (Lower Kaimai) Waikato, Coromandel, Auckland, Whangārei, Kerikeri: 021 024 02322
Grower Relations Managers Sue Groenewald – GRM Red: 027 493 1987	Jemma Pryor – Te Puke: 027 283 6192	Robin Barker-Gilbert – Katikati, Athenree, Waihi, Lower North Island, Nelson: 027 779 5910
	Brad Ririnui – Tauranga, Paengaroa, Hawke's Bay: 021 757 843	Malkit Singh - Organics: 027 665 0121

With all the rain we have had, should I be doing anything different with my Canopy to make sure I am optimising dry matter?

Yes. If you have had significant water impacted or lying around your orchard, refer to **page 12** of this edition of *Kiwiflier* for suggested actions to take.

Vine management to optimise dry matter will be critical if the remainder of the season doesn't deliver good dry matter accumulation conditions (sunlight and warmth). It isn't the time for "set and forget". After such a good growing season, it's really important that we finish the season off well and not end up with low dry matter fruit that is hard to sell. Refer to **page 12** for some tips on girdling (your most effective dry matter tool at this time of the year) and canopy management to ensure late growth doesn't impact next year's crop.

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 the Zespri Canopy Website: [Canopy > Supply & operations > Your orchard business > Licences > Managing your licence](#).

Please note: There are currently no gate sales permitted for Zespri RubyRed Kiwifruit.

How do I add my own equipment in Spray Diaries?

If you are a spray contractor or an individual spray applicator, you can now add your own equipment. To do this, go to 'Orchard/Contractor Set Up' > Equipment > Add New'. If you do not have this function, new equipment can be added by our Grower Service Centre Team. Please contact them on 0800 155 355 or alternatively email contact.canopy@zespri.com.

When do we expect the 2026 Supply Agreements?

Schedule 5 of the 2026 Supply Agreement has been posted out to all producing KPINs. This form must be signed by both the grower and the chosen registered supplier, with the supplier traditionally then returning the contract to Zespri to be processed.

Please contact the Grower Service Centre Team on 0800 155 355 or contact.canopy@zespri.com if you have:

- recently sold or purchased a new orchard
- have a lease expiring that will need to be re-instated
- recently changed post-harvest facilities.

PRE-SEASON RESIDUE TESTING

A number of KPIN's may have results from a 'Pre-Season Residue' test during January/early February. The pre-season test type and result will also show in Spray Diary but must not be confused with the Pre-Harvest Antibiotic/Multi Residue test, which is a requirement for all orchards. KPIN/Varieties should not harvest until this test is back.

The Pre-Harvest residue test is called 'Pre-Harvest Antibiotic/Multi-Residue' under the 'residue test' tab in Spray Diary. Any other test type shown here is part of our pre-season testing programme.

If you have any questions or concerns relating to this, please contact the Residues Team at residues@zespri.com.

UPCOMING TOURS AND EVENTS

4 FEB 2026 FUTURE GROWING SYSTEMS GROWER OPEN DAY

Location: Pongakawa hall, 952 Old Coach Road, Pongakawa

Join Zespri's Grower Relations and Innovation teams for an open day showcasing vertical growing systems. There'll be a short presentation providing an overview of the system and a progress update since the last open day.

Register:
<https://events.zespri.com/future-growing-systems-grower-open-day-2026/future-growing-systems-grower-open-day-2026-registration>

Questions?
Contact Malkit Singh:
mal.singh@zespri.com or 027 665 0121

9-13 FEB 2026 COME ALONG TO OUR RED80 FIELD DAYS

Growers are invited to visit our Red80 trial orchards in February. As well as looking at the vines, we'll be discussing the data and insights from the trial activity and sharing updates on the commercialisation process. Spaces are limited.

Register:
<https://events.zespri.com/red80-field-day-2026/red80-field-days-registration/Site/Register>

Questions? Contact Sue Groenewald, Grower Relations Manager – Red, at sue.groenewald@zespri.com or call 027 493 1987.

25 MAR 2026 KIWIFRUIT BREEDING CENTRE TOUR

Location: Kiwifruit Breeding Centre, 401 No. 1 Road, Te Puke

You're invited to our second Kiwifruit Breeding Centre (KBC) open day in Te Puke to meet the team and learn more about our breeding programme.

There are two sessions to choose from:

- The morning session from 9:30-11:30am or,
- The afternoon session from 12:30-2:30pm.

Register here: <https://events.zespri.com/kiwifruit-breeding-centre-tour-march-2026/kbc-tour-registration>

Questions?

Contact Malkit Singh:
mal.singh@zespri.com or 0276650121

JULY 2026 JOIN US ON OUR 2026 MARKET TOURS

For more than 20 years, Zespri has hosted growers on tours in our key markets to understand the Zespri systems offshore by seeing the value chain right through to market and consumer.

Zespri has spaces available on its China Market Trip where you will see Zespri's offshore operations — including supply chain, markets, and orchards in Shenzhen, Chengdu, and Shanghai.

These visits are self-funded, with costings provided as detailed itineraries are developed.

There are two date options:
5 - 11 July 2026 and 19 - 25 July 2026

To register for this market tour, contact Sue Groenewald on 0274931987 or email sue.groenewald@zespri.com.

