



P2: INDUSTRY  
ALIGNMENT



P5: FROM  
THE MARKETS



P7-9: FINANCIALS



P10: SHARES UPDATE

## 2026 FORECAST REFLECTS STRONG PROGRESS THROUGH A RECORD CROP

We have released our first full forecast for the 2026 season, with strong value expected to be returned to growers from a record crop of 225 million trays. Average per hectare returns are forecast to exceed last year's record returns for all categories other than Green and Organic Green, reflecting strong grower yields and the value being secured across global markets despite a more challenging market environment.

Forecast per tray returns remain within the indicative ranges provided in June. Green and Organic Green returns reflect strong demand, lower Green volumes and the expectation of a shorter selling window this season, while SunGold Kiwifruit returns reflect increased competition from summer fruit, pricing pressure across parts of Asia and a larger-than-expected crop.

Chief Executive Jason Te Brake says the forecast reflects the significant work being done across the industry to deliver a much larger crop than originally anticipated.

"We're selling SunGold volumes at levels we expected to see in 2029 based on record grower yields and high packout rates. At the same time, we're operating in a more challenging global market

environment, which makes the work being done across the industry to secure value for growers even more important."

Jason says with more fruit to sell, the focus has been on actively managing this season's crop to help maximise grower returns.

"There's continued strong demand in North America, which is helping offset some of the pressures we've seen this season. In recent weeks we've also seen encouraging signs in Europe as summer fruit exits the market, with our teams focused on closing out the season as strongly as possible."

Quality remains a major focus as the industry moves through the second half of the sales season. While fruit pressures are generally lower this year, provisions have been retained within the forecast to manage potential late-season quality risks and support a strong finish to the season.

Chair Nathan Flowerday says it has been encouraging to see the progress made through the season and the industry's ability to deliver a record crop in a more challenging market environment.

## 2026 AUGUST OGR FORECAST PER TRAY AND PER HECTARE RETURNS

| Pools (fruit categories)         | 2026 August Forecast Per Tray | 2026 August Forecast Indicative Range Per Tray | 2026 June Indicative Range Forecast Per Tray | 2026 August Forecast Per Hectare | 2026 August Forecast Indicative Range Per Hectare | 2026 June Indicative Range Forecast Per Hectare |
|----------------------------------|-------------------------------|------------------------------------------------|----------------------------------------------|----------------------------------|---------------------------------------------------|-------------------------------------------------|
| Zespri Green Kiwifruit           | \$9.90                        | \$9.70 - \$10.50                               | \$9.40 - \$10.40                             | \$99,793                         | \$98,000 - \$106,000                              | \$95,000 - \$105,000                            |
| Zespri Organic Green Kiwifruit   | \$13.77                       | \$13.30 - \$14.30                              | \$13.00 - \$14.50                            | \$82,278                         | \$79,000 - \$85,000                               | \$78,000 - \$87,000                             |
| Zespri SunGold Kiwifruit         | \$11.50                       | \$11.10 - \$11.90                              | \$11.00 - \$12.25                            | \$191,208                        | \$185,000 - \$198,000                             | \$183,000 - \$203,000                           |
| Zespri Organic SunGold Kiwifruit | \$15.67                       | \$15.10 - \$16.10                              | \$15.00 - \$16.50                            | \$192,112                        | \$185,000 - \$197,000                             | \$183,000 - \$201,000                           |
| Zespri Green14                   | \$10.15                       | \$9.90 - \$10.60                               | \$9.00 - \$10.75                             | \$85,543                         | \$83,000 - \$89,000                               | \$77,000 - \$92,000                             |
| Zespri RubyRed Kiwifruit         | \$17.02                       | \$16.65 - \$17.15                              | \$16.25 - \$17.25                            | \$117,805                        | \$115,000 - \$119,000                             | \$112,000 - \$119,000                           |

## SPECIAL DIVIDEND ANNOUNCEMENT

We've announced a special dividend of **20 cents per ordinary share**.

Registered holders of ordinary shares as at **5.00pm on 4 September 2026** (record date) will be eligible to receive the special dividend, with payment to be made on **11 September 2026**.

The dividend will be paid as a **special unimputed taxable dividend**. This means that **no imputation credits will be attached**. Shareholders may wish to seek their own tax advice regarding the tax implications of this dividend.

The dividend follows the Board's decision not to run a buy-back in 2026. Instead, surplus capital raised through the 2026 share ownership initiatives, Loyalty as Shares (LaS) and Dividends as Shares (DaS), will be returned to eligible holders of ordinary shares through this special dividend.

Shares issued through the 2026 LaS and DaS initiatives raised net proceeds of \$56.4 million. Of this, \$39.0 million will be distributed through the special dividend, with approximately \$17.4 million retained to support Zespri's capital requirements and financial resilience. This reflects the capital requirements framework approved by the Board in June 2026, which targets approximately 2% of forecast global net fruit sales.

### KEY DATES AND DETAILS

- Dividend amount:** 20 cents per ordinary share
- Eligible shareholders:** Holders of ordinary shares only. Under the Zespri Constitution, class B shareholders are not eligible to receive dividends.
- Dividend type:** Special unimputed taxable dividend, with no imputation credits attached.
- Tax:** New Zealand resident shareholders may be subject to Resident Withholding Tax. Non-resident shareholders may be subject to Non-Resident Withholding Tax, and no supplementary dividends will be paid.
- Record date:** 5.00pm, 4 September 2026
- Payment date:** 11 September 2026
- Payment method:** The dividend will be paid in cash. The Dividends as Shares (DaS) scheme will not apply to this dividend.
- 2026 LaS and DaS shares:** Newly issued shares from the 2026 LaS and DaS schemes will receive the dividend.

Shareholders do not need to take any action. Payment will be made to eligible shareholders using the bank account details recorded with Computershare.



If you have any questions about the dividend payment, please contact the Investor Relations team on 07 572 6402 or email [shares@zespri.com](mailto:shares@zespri.com).

### IN THIS EDITION

#### STRENGTHENING ZESPRI GREEN

Green146 is being assessed for its potential to strengthen grower returns, enhance the consumer experience and support long-term growth for the Green category.

READ MORE ON PAGE 2

CREATE THE PRODUCT PORTFOLIO OF THE FUTURE

#### UNLEASHING BRAND-LED DEMAND THROUGH GROWN FOR GOOD

Chief Marketing Officer Kok Hwee Ng shares how our new Grown for Good platform is using nutrition-led marketing to strengthen consumer demand, build trust in the Zespri brand and create long-term value for growers.

READ MORE ON PAGE 3

UNLEASH BRAND-LED DEMAND

### ANNUAL MEETING 2026

Zespri leaders reflect on a record 2025/26 season and the priorities shaping future grower returns, from fruit quality and customer trust to global supply, innovation and brand-led demand.

READ MORE ON PAGE 3



#### ZGS SUPPLY AND CROP UPDATE

Zespri Global Supply production is forecast to reach 29.14 million tray equivalents this season, up 17.4 percent on 2025, supported by growth across our northern hemisphere supply origins.

READ MORE ON PAGE 6

TRANSFORM GLOBAL SUPPLY



## JASON'S VIEW

*Hi everyone,*

It's been great to see so many of you recently through our Shed Talks, Roadshows and Annual Meeting. For me it's important to be able to hear directly from you around how we're performing and on the key issues we're discussing. Thank you for taking the time.

Even though we've faced a more challenging and competitive market environment this season, we're continuing to see solid performance across our key markets as we move towards the back end. North America has performed particularly well – up around 40% for the second year in a row, with our sales rates in Europe strengthening too as summer fruit exits the market. While conditions in Asia have been more variable, sales have generally tracked within expectations and as we move into the final part of the season, our focus will continue to be maintaining strong sales momentum and working closely with customers to keep fruit moving steadily through the market.

Fruit quality remains a key area of attention, with lower harvest pressures this season contributing to softer fruit and increased quality risk compared with recent years. The industry has responded with increased monitoring, targeted quality intervention and tighter inventory management to help protect customer confidence and grower value. While there is still important work ahead to finish the season strongly, the Board's August forecast reflects another positive result for growers, with average per-hectare returns expected to exceed last year's record levels across most categories and demonstrating the value we've continued to secure from global markets.

While we're focused on delivering the rest of the season, in recent weeks we've started an important conversation about how we protect and strengthen our position in our changing China market.

We are confident in the future of the market but it is becoming more challenging, including facing more competition from China G3 which is increasingly competing with variable New Zealand G3 at the back end of our season. The emergence of Chinese G3, with good quality, brands and routes to market is something we need to respond strongly to with a focus on having high-quality fruit on shelves all year to protect and build our brand, hold our shelf space, strengthen relationships with our partners, and maintain our category leadership.

We've had really constructive feedback from growers who have been clear on the need to explore the potential for China Supply, while also highlighting areas you'd like us to consider and provide more information on to help you make an informed decision. We'll be sharing more over the coming months, and putting forward a potential commercial model for grower feedback from October.

My focus is on delivering a solution which protects our premium and brand and grower returns from China now and into the future.

Our priority will always be maximising New Zealand grower returns and as part of that we need to give ourselves the ability to compete as strongly as possible, securing our channels and retail and distribution relationships with the highest quality fruit year-round.

That fruit quality is critical. We can only command a premium when our quality consistently justifies it and the clear feedback from our customers is that at the moment it's not, particularly at the back end of the season where it is variable and where it is competing directly with Chinese G3. That means higher quality costs, slower sales, and risk to our brand premium over time if we don't respond.

Any solution also needs to be practical and sustainable. If we pursue China Supply, the model must create and protect value for New Zealand growers while giving Chinese partners a clear incentive to meet Zespri standards and support the brand long term.

There are risks and opportunities with both options, and we will keep working through these openly with growers over the coming months.

Most importantly, no decisions have been made. Any future proposal would only proceed with grower support through a producer vote, which we may consider in 2027 depending on feedback.

I look forward to working through this issue with you over the coming months.

*Jason Te Brake*

Chief Executive Officer

# STRENGTHENING ZESPRI GREEN

Zespri's strategy sets an ambitious goal of becoming the world's healthiest fruit brand by 2035. One of the key drivers in this is creating the product portfolio of the future – providing fruit that meets consumer needs, grows demand, delivers sustainable value for growers and maintains Zespri's category leadership over time.

Zespri Green will continue to play a critical role in our ability to deliver this. It introduces consumers to kiwifruit, provides scale, delivers nutritional benefits and helps maintain our presence in markets around the world. Hayward has done a great job in laying a solid platform for the industry. However, as we look to build resilience in the category and unlock growth and new value for growers in a more competitive environment, we need to look at how we can improve our green proposition for both consumers and growers.

Hayward has served the green category well for a long time and continues to remain a cornerstone for many growers and consumers. Nevertheless, there are limitations in its on-orchard performance, and as we look to continue providing consumers with a classic green taste experience, we can see room for improvement in consistency, eating experience and convenience within the category.

Commercialising one of the green cultivars in our pre-commercial programme is being considered as one of the tools we can use to strengthen Zespri Green and create more value over time. Green146 is the leading candidate from the programme and, based on our trials so far, can deliver yields around 50 percent higher than the regional averages in Bay of Plenty and Northland. It is also less reliant on HiCane and more resilient in warmer conditions.

The market signals are encouraging with Green146 having the potential to bring more consumers to the green category and to have

them purchasing more kiwifruit more often. Early evidence indicates opportunities to strengthen household penetration and repeat purchase through delivering a more consistent consumer experience, while also supporting growth in our ZGS programme, extending the selling season and improving quality at the tail end of our Zespri Green programme.

The commercialisation decision for Green146 will be based on what we know at the end of this year's trial programme and what current evidence tells us about the role it could play in strengthening Zespri Green.

If commercialisation goes ahead, we will continue to gather information about orchard performance, consumer preferences, customer response, pricing, demand creation and market behaviour as larger commercial volumes are grown and sold.

Grower feedback has been positive, particularly around the potential orchard gains that Green146 can deliver. Through Shed Talks and Roadshows we've also been asked what role Green146 might play in market. This is an ongoing consideration and its role might change over time as we learn more about the cultivar and how it performs and is received by customers and consumers. If new opportunities emerge that can create additional value for growers and strengthen the green category, we'll capitalise.

Every decision is being considered through the lens of what will create the most value for growers and the portfolio over the long term. Green146 is one potential tool that could help strengthen Zespri Green, but the bigger objective is ensuring green thrives as a critical part of the portfolio of the future.

## CHINA SUPPLY DISCUSSION: WHAT WE'VE HEARD FROM GROWERS SO FAR

**Over the past few weeks, we've been discussing the changing context in China and how we best set ourselves up to maintain our strong position in our largest market into the future.**

As part of that conversation, more than 500 growers joined the recent round of Shed Talks, with others also attending roadshows and our Annual Meeting where we shared what we're seeing in market and sought feedback on the two options on the table.

The first option is competing from New Zealand alone with a focus on improving quality, extending the storage life of G3, continuing work on a potential long-storing gold cultivar and pursuing innovation initiatives such as packaging and post-harvest technologies.

The second option would also see us implement a tightly controlled China Supply model that would involve Zespri procuring high-quality Chinese-grown G3 that meets Zespri's quality, maturity and food safety standards during New Zealand's off-season. This is similar to what we do now with ZGS Green.

### WHAT GROWERS ARE SAYING

Clear themes have emerged from the conversation so far:

- RECOGNITION OF THE CHALLENGE**  
 Growers recognise the changing competitive environment and are concerned about the emergence of local G3 and the importance of responding to protect value.
- SUPPORT FOR EXPLORING CHINA SUPPLY**  
 Growers have generally said we need to consider a China Supply model to explore whether it can support our efforts to compete more strongly and protect grower value.
- SEEKING MORE DETAIL**  
 Growers have asked for detail on core areas including how the model would work, what is the value at stake for New Zealand growers, how we would bring Chinese growers into the system (and whether they would want to work with us).
- RISKS AND MITIGATIONS**  
 There are valid concerns and questions about brand risk, food safety, quality standards, protecting our IP, and any wider implications for our legal position in China and growers are asking what these risks are and how we would mitigate them.

Feedback from this first round of conversations is helping to shape our thinking and approach. We have updated Canopy with more information including answers to some of the key questions and our intention is to share a proposed model for feedback following the Zespri Board meeting in October.

### OUR KEY PRINCIPLES

With a focus on protecting our brand, premium and your returns, the following principles are guiding the design of the proposed model:

**Maintaining category leadership:** China is our largest and highest-value market and we need to protect our category leadership.

**Delivering the best quality year-round:** Late season quality is the issue we can't ignore. In 2025, claims on fruit sold from November reached 22 percent and that comes straight off your returns. Addressing this means getting the highest quality Zespri Kiwifruit in front of consumers year-round.

**Protecting shelf space through 12-month supply:** 12-month supply means we can hold the best shelf space, strengthen our retail and distribution partners, build our brand and give our consumers what they need; 12-month supply in our largest and highest value market will help us deliver the strongest returns to New Zealand growers.

**Having strong relationships:** The Zespri system in market relies on having strong relationships with supply chain partners who together deliver the best results for growers. One of our key considerations for China Supply would be having the relationships we need to execute a model that is sustainable over the long-term and supports our market position going forward.

**Balancing risk & return to set us up for the future:** Like any commercial partnership there are risks involved and we need to identify these and work through potential mitigations. Ultimately, we need to weigh up the potential risks versus the potential return and find a way forward that will deliver value into the future and also protect our business moving forward.

### THE CHINA BLUEPRINT

While more detail will be made available after the October board meeting, the draft model being developed is based on a cool store door procurement approach. This would see Zespri purchase fruit from approved suppliers after it has been packed, stored and verified against Zespri requirements, rather than owning orchards or post-harvest facilities or dealing with growers directly. Only Class 1 fruit meeting Zespri standards would be eligible for procurement, and participating growers and facilities would need to meet certification, food safety and quality requirements.

A key objective is ensuring fruit sold under the Zespri brand is produced within a system that reflects the same quality and food safety disciplines that underpin our premium position today. This would include orchard monitoring, post-harvest audits, maturity and residue testing, supplier performance reviews and full traceability from orchard to packed product. Fruit that does not meet Zespri requirements would not be procured.

# ANNUAL MEETING 2026

This year's Annual Meeting brought growers and shareholders together to reflect on a record-breaking past season and a positive start to the 2026/27 season.

Growers and shareholders heard from Chair Nathan Flowerday, CEO Jason Te Brake, Chief Financial Officer Vicki McColl and Chief Marketing Officer Kok Hwee Ng. They reflected on a season in which the industry successfully marketed its largest crop to date while delivering strong returns for growers and shareholders.

Jason said that by remaining focused on delivering exceptional-quality fruit each season, and progressing our key strategic drivers, we can continue to provide sustainable value for growers and shareholders for many years to come.

## REFLECTING ON 2025/26

Nathan noted that the past season demonstrated what could be achieved when growers, post-harvest operators, industry partners and Zespri teams work together to deliver value for growers and consumers. While the industry has grown significantly over the past decade, maintaining our focus on fruit quality, customer relationships and long-term value creation remains as important as ever.

Nathan also reflected on the strong foundations built across the business, with several drivers of future growth now supporting the industry's success.

## BUILDING FOR THE FUTURE

Looking ahead, Jason spoke about the opportunities and challenges facing the industry as we work towards our ambition of becoming the world's healthiest fruit brand by 2035.

He highlighted the importance of continuing to build demand for Zespri Kiwifruit by strengthening our brand, while also growing global supply and investing in innovation to meet the changing needs of consumers and customers.

Jason said consistently delivering high-quality fruit remains critical to creating value and maintaining consumer trust in the Zespri brand. A more coordinated industry-wide approach, with greater transparency, consistency and accountability, will help lift fruit quality and strengthen returns.

He shared that our future success will depend on continuing to evolve in an increasingly challenging and competitive global marketplace, while remaining focused on delivering strong returns for growers.



A recording of the Annual Meeting is available on Canopy: <https://canopy.zespri.com/full/dashboard/news/preliminary-results-2026-zespri-annual-meeting>.



CEO Jason Te Brake addressing growers and shareholders at Zespri's Annual Meeting.

# UNLEASHING BRAND-LED DEMAND THROUGH GROWN FOR GOOD



Chief Marketing Officer Kok Hwee Ng joined our Annual Meeting to share how our new global brand platform, Grown for Good, is helping build demand through nutrition.

She highlighted how our commitment to becoming the world's healthiest fruit brand has seen the platform rolled out across our core markets this season, with nutrition-focused marketing activity and education programmes that help Zespri Kiwifruit stand out in a more competitive marketplace.

Kok Hwee says quality, taste and food safety remain fundamental, but consumers increasingly see these as a given. Brands therefore need to work harder to stand out and build lasting connections with consumers.

"Consumers today have more choice than ever before and are increasingly looking for brands they can trust. Through Grown for Good, we're highlighting the role natural nutrition can play in supporting healthier lives, while reinforcing the trust consumers have in Zespri and the quality of our fruit."

The approach builds on Zespri's strong global brand position. In 2025, we were named the world's number one fruit brand for

the second consecutive year, and our fruit reached a record 116 million households.

It also builds on our long-standing focus on nutrition and consumer wellbeing. Since 2006, Zespri-supported nutrition education programmes have reached more than 2.2 million children around the world.

Grown for Good brings these efforts together under one global story. Early results have been encouraging, with increased brand awareness, engagement and willingness to pay across several markets.

Kok Hwee says the platform is about creating positive outcomes for consumers while strengthening demand and delivering long-term value to growers.

"Grown for Good helps bring together what makes Zespri unique, connecting the high-quality, great-tasting fruit grown by our growers with the positive impact it can have on consumers around the world."



Chief Marketing Officer Kok Hwee Ng speaking at Zespri's Annual Meeting.

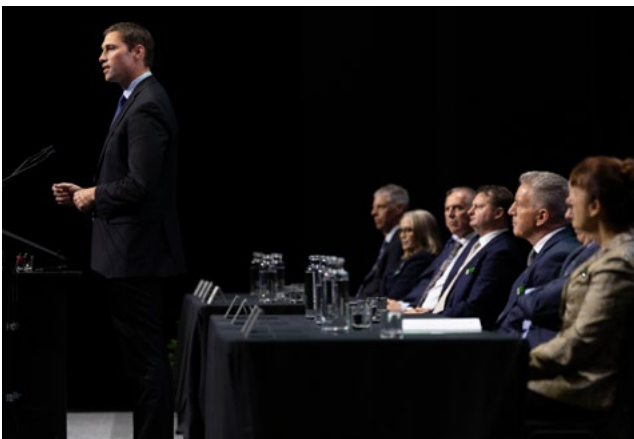


Shareholders gather at Zespri's Annual Meeting.

## FINAL RESOLUTION RESULTS

The results for the six resolutions voted on at the Zespri Annual Meeting are as follows:

| RESOLUTION |                                                                                                  | % VOTES FOR |
|------------|--------------------------------------------------------------------------------------------------|-------------|
| 1          | Approval of the Company's 2025/26 Annual Report                                                  | 99.97%      |
| 2          | Election of Independent Director - Vacancy 1 (Michael Ahie)                                      | 97.57%      |
| 3          | Election of Director - Vacancy 2 (Nathan Flowerday)                                              | 98.24%      |
| 4          | Election of shareholder member of the Director Remuneration Committee - Vacancy 1 (Adrian Gault) | 99.44%      |
| 5          | Appointment of Auditors (KPMG)                                                                   | 99.97%      |
| 6          | Increase to Director Remuneration                                                                | 93.40%      |



CEO Jason Te Brake on stage with Zespri Directors.

## RUBYRED 2026 SEASON PREFERRED FRUIT SIZE

The improved Zespri RubyRed Kiwifruit size profile this season was very well received in market and helped support a successful sales season. The larger profile was a significant factor in selling through the crop within a shorter sales window. Thank you to growers for the work already done responding to market feedback and lifting size profile.

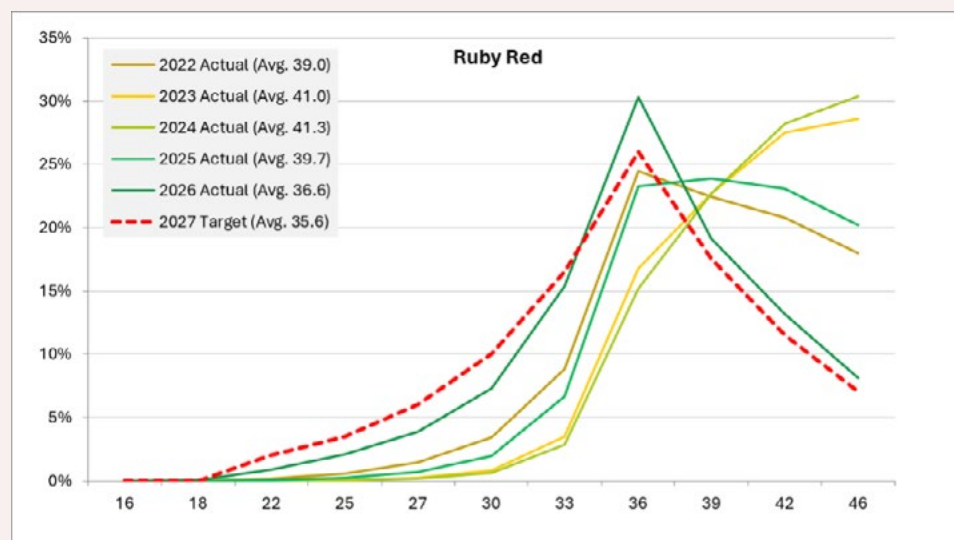
Continuing this focus will be important to support Zespri RubyRed Kiwifruit's premium positioning, to grow demand in existing and new markets, and to maximise sustainable grower returns.

The 'target' profile shown in the chart for Zespri RubyRed Kiwifruit in 2027 is 35.6, similar to the 2026 submit profile. The message to growers is to continue striving for larger fruit, particularly Size 33 and larger, while minimising the proportion of very small fruit.

Non-standard supply Size 46s continue to have extremely limited demand in market, with procurement likely to remain at a fixed volume for the 2027 season. Zespri will continue to assess the value proposition for this size in future years.

Alongside size, maintaining market access and ensuring high fruit quality remains crucial for the success of this variety to access a range of markets. This approach provides greater flexibility through the "pick, pack and ship" model and supports stronger sales outcomes.

A continued focus on orchard practices that lift size, protect quality and support market access will help strengthen customer and consumer confidence in Zespri RubyRed Kiwifruit and build long-term value for the variety.



## PRIMARY SECTOR GROWTH FUND: OPTIMISING KIWIFRUIT LAND USE – MORE FROM LESS

In the July *Kiwiflier*, we announced the launch of the kiwifruit industry's five-year 'More from Less' partnership with the Government. The \$47.8 million government-industry programme is focused on helping growers produce higher yields of premium fruit with less water, fewer nutrients and a lower environmental impact.

A range of projects are underway through the Optimising Kiwifruit Land Use - More from Less programme, which is being delivered by Zespri and New Zealand Kiwifruit Growers Inc. (NZKGI), with support from the Ministry for Primary Industries (MPI). Through the partnership, the Government's Primary Sector Growth Fund is contributing \$19.1 million, alongside \$28.7 million from the kiwifruit industry and Zespri through a combination of cash and in-kind support.

The co-investment allows the industry to undertake larger and faster innovation projects than would be possible through industry funding alone. Bringing new tools, technologies and growing practices to growers sooner, while supporting the delivery of Zespri's 2035 strategy.

The programme is organised around three workstreams:

- 1 More orchard productivity
- 2 More efficient use of resources
- 3 Less environmental impact

Work is underway across all three workstreams, with an initial focus on improving orchard productivity and resource efficiency.

### WORKSTREAM 1: MORE ORCHARD PRODUCTIVITY

This workstream focuses on improving fruit quality and budbreak, enhancing vine management and production techniques, developing alternative pest and disease controls, and improving decision-support tools.

A key area of focus is improving fruit quality and orchard performance for Red19. Research is exploring new ways to assess fruit quality, improve storage outcomes both on orchard and throughout the supply chain, reduce fruit variability and improve colour. It also involves improving understanding of fruit rot and reducing its impact.

Another area being explored is innovative growing systems that could increase production per hectare and support the adoption of new technologies and practices. This includes further work on evaluating vertical growing systems, where vines are grown on a vertical rather than horizontal plane, to improve productivity and land-use efficiency.

Other projects include:

- New flower-thinning approaches for Red19 and Gold3, along with techniques to reduce physiological fruit loss, such as fruit drop.

- Research into Psa management, including more environmentally friendly disease control options, improved understanding of disease cycles, and refining management techniques.
- Evaluating new products and technologies that could increase fruit size.
- Improving tools and approaches to reduce bird damage in orchards.
- Improving budbreak and increasing productivity per hectare through enhanced prediction models, decision-support tools and best-practice application methods tailored to different varieties and growing conditions, and the development of new environmentally friendly budbreak enhancement products.



### WORKSTREAM 2: MORE EFFICIENT USE OF RESOURCES

This workstream aims to help growers use water and nutrients more efficiently while maintaining productivity and reducing environmental impacts.

Research is focused on developing tools that will:

- Classify orchards based on water-use and nitrogen-loss characteristics to support land-use decisions.
- Help growers optimise water and nitrogen application to reduce environmental impacts while maximising productivity.

This includes developing irrigation and nutrient management decision-support tools that can help growers apply the right amount, at the right time and in the right place.



### WORKSTREAM 3: LESS ENVIRONMENTAL IMPACT

Our final workstream focuses on reducing the environmental footprint of kiwifruit production while helping the industry prepare for the impacts of climate change.

Projects include:

- Developing a methodology and calculator to measure carbon removal, alongside assessing the potential of biochar as a carbon removal option.
- Creating tools to help the industry better understand the potential impacts of climate change on kiwifruit production and improve the resilience of growing systems.

As research progresses, we will continue to update growers on key findings and opportunities to adopt new tools, technologies and practices through our usual extension channels, including Canopy, workshops and field days. Together, these projects are designed to build on the industry's strong track record of innovation and help deliver greater value for growers and shareholders, and the New Zealand economy.

## FRUIT QUALITY



Fruit quality remains a key focus as we move through the storage part of the season, with defects continuing to require close management across both Zespri SunGold Kiwifruit and Zespri Green Kiwifruit.



**Zespri SunGold Kiwifruit** quality remains broadly within expectations, although lower harvest pressures and reduced arrival firmness have contributed to higher soft fruit levels. Onshore and in-market monitoring continues to identify soft fruit, rot and minor storage defects as key areas of focus, along with SBD risk in early Mainpack fruit and late-season storage rot.



**Zespri Green Kiwifruit** quality is tracking slightly behind recent seasons, mainly due to lower harvest and arrival firmness. This has led to higher levels of softs and overripe fruit both onshore and in market, while NPGF, SKD and rot are also tracking above recent benchmarks.

We're continuing to apply our 2026 Quality Management Plan to help manage these risks through the remainder of the season. This includes doubling the ECPI check percentage during the storage period, running a risk-based SBD fruit cutting programme, supporting quality withdrawals where fruit meets export standards but is unlikely to deliver the quality outcomes expected in market, increasing Supplier Accountability differentiation, and actively managing quality risk across our remaining inventory.

### SCORECARDS

As part of ongoing efforts to increase transparency and support improved supplier accountability in delivering good quality fruit to the markets, the Industry Supply Group and Industry Advisory Council have approved the contract variations required to publish 'unblinded' scorecards detailing registered supplier performance.

These reports can be found on the Canopy website here: <https://canopy.zespri.com/full/dashboard/supply-and-operations/fruit-performance/inspection-defects>

## RED80 LICENCE UPDATE

**We've updated the final prices from this year's Red80 licence auctions following a review of two cancelled bids.**

Earlier this month, we confirmed that approximately 17.5 hectares of Red80 licence allocated to two entities had been cancelled after the required deposits were not paid. Following the cancellations, 2.96 hectares were reallocated to eligible bidders from the second-to-last auction round. The remaining 14.54 hectares were left unallocated and are being considered for the 2027 licence release.

After considering feedback from other bidders affected by the cancellations, we have decided to restate the closing prices for both Red80 licence auctions to the prices reached in the second-to-last auction round.

As a result, the final auction prices have been revised to \$68,000 per hectare (excl GST) for the Restricted pool and \$455,000 per hectare (excl GST) for the Unrestricted pool, down from \$70,000 and \$457,000 per hectare respectively.

All successful bidders will receive a refund of \$2,000 per hectare. Successful bidders will receive further details from Zespri's PVR and Licensing team.

As non-payment has not occurred in previous licence releases, we are reviewing the licence release process and considering any changes needed for future auctions. We will discuss this work with NZKGI over the coming months and confirm any updates ahead of the next licence release.

## UNLEASH BRAND-LED DEMAND



# FROM THE MARKETS

## ZESPRI PARTNERS WITH LA SPARKS TO PROMOTE HEALTHY LIVING

We've partnered with Women's National Basketball Association (WNBA) team the Los Angeles Sparks, supporting initiatives that encourage healthy eating, active lifestyles and literacy among young people across LA.

As part of the partnership, we will become the presenting partner of the Sparks' 'Read Like A Pro' programme, which promotes reading and education among primary school students. The initiative includes classroom visits from Sparks players, alongside opportunities for children to learn more about healthy nutrition and enjoy Zespri Kiwifruit.

Our partnership will also support selected Jr. Sparks youth basketball clinics throughout the season, helping connect

young athletes and their families with information about healthy living, nutrition and positive daily habits. It will also see Zespri featured at Sparks home games through a range of fan engagement activities, helping increase awareness of Zespri Kiwifruit among consumers in the United States.

Zespri President North America Darren LaMothe says we're proud to partner with the LA Sparks.

"Their commitment to health and wellness on and off the court creates a powerful platform to inspire better everyday habits. Together we're excited to champion programmes that encourage accessible nutrition and highlight the small, everyday choices that can make a real difference, including the role of fresh, nutrient-dense fruits like Zespri Kiwifruit in supporting overall wellbeing."



Zespri supporting a basketball clinic in LA.

## PORTUGAL EXPANDS IN-STORE ACTIVATION WITH MAJOR RETAILER

We've significantly expanded our Perfect Store activation programme with Portuguese supermarket chain Pingo Doce, increasing the number of participating stores by 30 percent compared with last season.

The Perfect Store is a retail management strategy to unleash brand-led demand - one of the key drivers of our 2035 Strategy. Its role is to create the best shopping experience to drive optimal sales, by making our kiwifruit easy to find, understand and irresistible to buy, helping the brand stand out and connect with shoppers.

Pingo Doce is Portugal's second largest supermarket chain, with the Perfect Store activation now running in 300 of its 480 stores nationwide, making it one of our largest in-store retail executions in the country to date.

With the Portuguese market continuing to develop, the programme is focused on helping consumers better recognise and differentiate Zespri's varieties at the point of sale, with a particular emphasis on increasing awareness and visibility of Zespri SunGold Kiwifruit.

To maximise impact across Pingo Doce's store network, three different display formats have been introduced. These include large island displays, single-pallet island displays and cardboard display units.

The expanded activation is expected to help increase visibility, strengthen consumer engagement and support demand throughout the season, while further building our presence with one of Portugal's leading retailers.



Portuguese supermarket chain Pingo Doce Zespri Kiwifruit display.

## JAPAN COMMERCIALS CONNECT WITH MILLIONS OF CONSUMERS

The two new TV commercials launched in Japan this season are proving to be a hit, reaching more than 100 million viewers combined.

The commercials bring Zespri's new global brand platform Grown for Good to life and build on efforts to highlight the nutritional benefits of kiwifruit in one of our most important markets.

Featuring the popular KiwiBrothers characters, the commercials showcase the 10 essential nutrients found in Zespri Kiwifruit, helping make nutrition simple, memorable and easy for consumers to understand. The campaign includes both a 15-second advertisement and a longer 60-second commercial.

The 60-second commercial reached approximately 50 million viewers, while the 15-second version reached around 60 million viewers. The '10 nutrients' message has also been brought into stores through packaging, displays, sampling and other promotional activity.



## BRINGING NUTRITION INTO GERMAN CLASSROOMS



We are helping more children in Germany learn about nutrition through a new primary school activation.

As part of our European summer marketing activity, and aligned with our global Grown for Good platform, the initiative has supported healthy breakfast sessions in primary schools to encourage nutritious eating habits. More than 50,000 Zespri Kiwifruit samples have been distributed alongside educational materials featuring fun facts about kiwifruit and information on their nutrient density and health benefits.

The activation was developed in response to Germany's highly regulated school environment, which limits traditional branded school programmes. By focusing on nutrition education, the team was able to create a positive and relevant experience for children, teachers and parents.

Feedback was overwhelmingly positive. Teachers displayed the materials in classrooms and school canteens, while parents welcomed a healthy snack option for their children. Demand also exceeded expectations, with many children wanting to take Zespri SunGold Kiwifruit home.

A second wave of the activation is planned for Germany's autumn season and will build on the strong response seen so far.



## ZESPRI GLOBAL SUPPLY (ZGS)



# ZGS AUGUST ESTIMATE SIGNALS STRONG GROWTH, LED BY ITALY



The August 2026 Official Supply Estimate confirms a robust production outlook across our ZGS growing regions. Total forecast volume is 29.14 million trays, an increase of 17.4 percent compared with the 2025 forecast. The expansion is supported by a larger producing footprint, stronger crop loads and recovery in key growing areas. Producing hectares now total 4,309, up 11.1 percent year-on-year.

Italy continues to drive the supply outlook. The August forecast stands at 24.51 million trays for Italy, 19.2 percent above 2025, supported by new hectares and higher crop load. However, prolonged summer heat is weighing on plant physiology and fruit size, with Bounty rootstock orchards showing greater resilience than Hayward. Heat stress, humidity-related events and potential late-August fruit drop remain the principal concerns.

Beyond Italy, France is forecast at 1.79 million trays, broadly stable at 0.8 percent above 2025. Greece, while still a small origin, rises to 45,000 trays, up 18.2 percent year-on-year, supported by improved yields and orchard maturation. Overall, the August estimate

is positive, but final supply will depend on pre-harvest weather, fruit drop, maturity management and quality preservation.

Our Asia growing regions are also showing double-digit growth. Korea is forecast to produce 1.99 million trays, up 15.7 percent year-on-year, reflecting additional hectares and a higher crop load. Japan is expected to produce 0.80 million trays, 11.1 percent above 2025, although its estimate is 2.6 percent below June as persistent heat and low rainfall affect fruit size. Across both origins, irrigation, heat stress and typhoon exposure will influence final outcomes.

### GLOBAL VOLUME OUTLOOK BY COUNTRY

| FORECAST             | TOTAL ZGS | ITALY | KOREA | FRANCE | JAPAN | GREECE |
|----------------------|-----------|-------|-------|--------|-------|--------|
| 2025 forecast (m TE) | 24.82     | 20.56 | 1.72  | 1.78   | 0.72  | 0.038  |
| August 2026 (m TE)   | 29.14     | 24.51 | 1.99  | 1.79   | 0.80  | 0.045  |

Note: Greece is shown in million trays (TE) for consistency (0.045 m TE = 45 k TE). Source: ZGS Official Supply Estimate, August 2026.

## EUROPEAN SMART MONITORING: THREE COUNTRIES, FOUR INDICATORS AND ONE SEASON IN FOCUS

FRANCE

Fruit weight remains below historical averages, keeping fruit size at the centre of attention. Maturity progression is more encouraging, with healthy dry matter accumulation and no concerns around Brix levels.

Results continue to vary between the Garonne and Adour regions, particularly for dry matter development.

ITALY

Results remain broadly in line with the 2025 fruit-weight trend, although Calabria is recording lower weights. Regional and rootstock differences continue to influence performance, particularly in Lazio, where Hayward and Bounty are showing both different fruit weight and dry matter patterns.

Dry matter accumulation in northern regions is tracking similarly to 2025, while southern regions remain below the levels seen in the past two seasons. Brix development remains satisfactory.

GREECE

Fruit weight is increasing across most monitored orchards. Kavala is the exception, with lower results affecting the national average, although further monitoring will help determine whether this is a sampling variation or emerging trend.

Despite this local variation, average fruit weight in Greece remains close to Italy's. The results show the importance of assessing orchard-level performance rather than relying solely on national figures.

ASIA IN THE SPOTLIGHT

JAPAN

Despite a summer of persistent heat and limited rainfall, Japanese growers are continuing to manage orchards well through careful irrigation and canopy practices. Fruit size is slightly below early expectations, but orchards remain in good condition, with no major issues reported.

As harvest preparations ramp up, attention is turning to the first fruit monitoring rounds and upcoming grower meetings. Typhoon activity remains the main risk in the weeks ahead, with the potential to affect fruit retention and quality. However, production is expected to be above last season, supporting a positive outlook for the 2026 harvest.

KOREA

South Korea continues to deliver encouraging crop results, with fruit size tracking 5 to 7 percent above last year and overall production expected to increase. Favourable growing conditions during the fruit enlargement period have supported strong fruit development and a promising season so far.

Recent grower engagement activities, including the Italy study tour, have helped strengthen knowledge-sharing and preparedness ahead of harvest. While hot and dry conditions are creating challenges,

particularly where water is limited, growers remain positive about the season ahead.

KOREAN GROWER TOUR IN ITALY

Earlier in August, Korean growers visited Italy to explore different approaches to kiwifruit production and orchard management.

During orchard visits, the group saw how Italian growers adapt their practices to different soils, climates and water availability. Smart irrigation was a key focus, demonstrating how monitoring tools can support fruit quality while improving water efficiency. They also learned about different rootstocks and their impact on orchard performance and resilience.

The tour provided useful perspectives for Korean growers as they adapt to rising temperatures and increasing pressure on water resources. It also created opportunities for growers, advisers and industry experts to exchange ideas and share practical experiences.

Alongside the technical learnings, the visit reinforced the importance of innovation, careful observation and long-term orchard planning. Cultural discoveries and informal moments strengthened relationships within the group. Overall, the journey combined knowledge, inspiration and collaboration, bringing home practical ideas for the future of Korean kiwifruit production.



Korean grower tour in Italy, August 2026.

2026 NZS SEASON PROGRESS PAYMENTS FOR SEPTEMBER AND OCTOBER

| CLASS 1 - APPROVED PROGRESS PAYMENT 15 SEPTEMBER 2026 | AVERAGE ON NET SUBMIT | 16/18/22   | 25/27  | 30/33  | 36     | 39        | 42        |
|-------------------------------------------------------|-----------------------|------------|--------|--------|--------|-----------|-----------|
| Zespri Green                                          | \$0.05                | \$0.05     | \$0.05 | \$0.05 | \$0.05 | \$0.05    | \$0.05    |
| Zespri Organic Green                                  | \$0.05                | \$0.05     | \$0.05 | \$0.05 | \$0.05 | \$0.05    | \$0.05    |
| Zespri Gold3                                          | \$0.14                | \$0.05     | \$0.10 | \$0.20 | \$0.30 | No supply | No supply |
| Zespri Organic Gold3                                  | \$0.06                | \$0.05     | \$0.05 | \$0.05 | \$0.15 | No supply | No supply |
| Zespri Red19                                          | \$1.40                | \$0.80     | \$1.70 | \$1.40 | \$1.40 | \$1.40    | \$1.30    |
| Zespri Green14                                        | \$1.07                | No payment | \$1.50 | \$1.25 | \$1.00 | \$1.00    | \$0.80    |

| CLASS 1 - INDICATIVE PROGRESS PAYMENT 15 OCTOBER 2026 | AVERAGE ON NET SUBMIT | 16/18/22   | 25/27  | 30/33  | 36     | 39        | 42        |
|-------------------------------------------------------|-----------------------|------------|--------|--------|--------|-----------|-----------|
| Zespri Green                                          | \$0.05                | \$0.05     | \$0.05 | \$0.05 | \$0.05 | \$0.05    | \$0.05    |
| Zespri Organic Green                                  | \$0.52                | \$1.60     | \$1.00 | \$0.40 | \$0.50 | \$0.50    | \$0.05    |
| Zespri Gold3                                          | \$0.36                | \$0.30     | \$0.20 | \$0.50 | \$0.70 | No supply | No supply |
| Zespri Organic Gold3                                  | \$0.42                | \$0.05     | \$0.05 | \$0.60 | \$1.50 | No supply | No supply |
| Zespri Red19                                          | \$0.38                | \$0.35     | \$0.50 | \$0.40 | \$0.35 | \$0.35    | \$0.40    |
| Zespri Green14                                        | \$0.29                | No payment | \$0.30 | \$0.50 | \$0.20 | \$0.20    | \$0.20    |

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 15 SEPTEMBER 2026 | AVERAGE ON NET SUBMIT | 16/18/22  | 27     | 30     | 33     | 36     | 39        | 42        |
|-------------------------------------------------------|-----------------------|-----------|--------|--------|--------|--------|-----------|-----------|
| Class 2 Green                                         | \$3.27                | \$3.35    | \$3.25 | \$3.20 | \$3.40 | \$3.30 | \$3.05    | \$3.10    |
| Class 2 Organic Green                                 | \$4.34                | No supply | \$4.90 | \$5.10 | \$4.70 | \$3.80 | \$1.50    | No supply |
| Class 2 Gold3                                         | \$4.54                | \$4.70    | \$4.50 | \$4.40 | \$4.80 | \$3.80 | No supply | No supply |

| NON-STANDARD SUPPLY - APPROVED PROGRESS PAYMENT 15 SEPTEMBER 2026 | 39     | 46        |
|-------------------------------------------------------------------|--------|-----------|
| Zespri Gold3                                                      | \$4.00 | No supply |
| Zespri Organic Gold3                                              | \$5.50 | No supply |
| Zespri Red19                                                      |        | \$5.00    |

1. Progress payments for Class 2 and Non Standard Supply fruit are paid on loaded out trays.
2. Loaded out trays = Net Submitted trays at year end = gross submitted trays less onshore fruit loss trays.



2026 SEASON TASTE ZESPRI PAYMENTS

| 2026 NZS SEASON FINAL TASTE ZESPRI PAYMENTS – BASED ON AUGUST 2026 FORECAST | Zespri Green | Zespri Organic Green | Zespri Green14 | Zespri SunGold | Zespri Organic SunGold |
|-----------------------------------------------------------------------------|--------------|----------------------|----------------|----------------|------------------------|
|                                                                             | \$ PER TE    | \$ PER TE            | \$ PER TE      | \$ PER TE      | \$ PER TE              |
| Interim August 2026 forecast fruit payment                                  | \$6.88       | \$9.30               | \$9.36         | \$9.67         | \$11.18                |
| Plus August 2026 taste payments                                             | \$4.73       | \$5.82               | \$4.16         | \$4.22         | \$7.43                 |
| August 2026 forecast fruit payments including taste                         | \$11.61      | \$15.12              | \$13.53        | \$13.89        | \$18.61                |
| Percentage payable as Taste Zespri                                          | 60%          | 60%                  | 60%            | 45%            | 60%                    |
| Maximum taste payment per tray                                              | \$6.97       | \$9.07               | \$8.12         | \$6.25         | \$11.16                |
| 2026 NZS Season average TZG                                                 | 0.68         | 0.64                 | 0.51           | 0.68           | 0.67                   |
| Average Taste Zespri payment per tray 2026 NZS Season                       | \$4.73       | \$5.82               | \$4.16         | \$4.22         | \$7.43                 |
| 2026 NZS Season Change in Taste payments between Final and Indicative       |              |                      |                |                |                        |
| Change in Average Taste Zespri payment                                      | \$0.29       | \$0.35               | -\$0.33        | \$0.21         | \$0.16                 |
| Change in Maximum Taste Payment                                             | \$0.96       | \$1.70               | \$0.06         | \$0.23         | \$0.68                 |
| Change in average TZG                                                       | -0.06        | -0.1                 | -0.05          | 0.01           | -0.03                  |
| Payment schedule                                                            |              |                      |                |                |                        |
| 15 July 2026 (based on November 2025 forecast)                              | 30%          | 30%                  | 30%            | 30%            | 30%                    |
| 14 August 2026 (based on November 2025 forecast)                            | 30%          | 30%                  | 30%            | 30%            | 30%                    |
| 15 September 2026 (based on August 2026 forecast)                           | 20%          | 20%                  | 20%            | 20%            | 20%                    |
| 13 November 2026 (based on August 2026 forecast)                            | 20%          | 20%                  | 20%            | 20%            | 20%                    |

Notes:  
The table details the calculation of the Indicative and Final Maximum Taste Payment and Average Taste Zespri payments for the 2026 NZS Season.

1. Payments are made on FOBS volumes (i.e. volumes shipped).
2. The Indicative Maximum Taste Payment, and associated Average Indicative Taste Zespri payments are based on the November 2025 Forecast. These form the basis for the July and August payments.
3. The Final Maximum Taste Payment, and associated Average Taste Zespri payments for the 2026 NZS Season are based on the August 2026 Forecast. As the July and August payments were based on the November 2025 Forecast, the 15 September 2026 payment will

include an adjustment following the August 2026 Forecast to account for the difference between the Final Maximum Taste Payment and the Indicative Maximum Taste Payment.

4. Interim August forecast used in the calculation of final MTP and Taste payments is before the final Time and KiwiStart rates are updated in the forecast model.
5. Trays shipped between the payment dates will receive a catch up payment on the 15th of the month following load-out.
6. No taste paid on Class 2 and NSS pools in the 2026 NZS Season.

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

FINANCIAL COMMENTARY

**Progress Payments overview**  
Progress payments have been calculated to ensure growers receive cash as quickly and fairly as possible across all fruit sizes. The payment structure aims to maintain an equal percentage of Total Fruit and Service Payments (TFSP) paid across sizes, where feasible. Consideration is given to current season sales, cashflow, the percentage of TFSP paid at the same time in prior seasons, current season risk factors, and the latest information available.

**Basis for September payments**  
The September progress payments are based on the final 2026 season payment rates for Taste, KiwiStart and Time payments. These final rates replace the indicative rates and reflect updated season performance, quality outcomes and forecast returns.

**Impact of final 2026 rates**  
The final 2026 payment rates have resulted in a number of changes across Time, Taste and KiwiStart payments.

**Taste Payments** have increased across all pools compared with indicative rates, except for Sweet Green. The increase was primarily driven by higher fruit payments, which increased the Maximum Taste Payment (MTP), partially offset by lower average TZG scores in most pools.

**KiwiStart Payments** have changed following the incorporation of final KiwiStart rates, replacing the indicative rates. Rate movements reflect final season performance outcomes and updated quality measures.

**Time Payments** Green and Organic Green Time payments have decreased due to a reduction in volumes and more volume going earlier. This has been partially offset by higher final Time rates. In contrast, SunGold Time payments have increased due to higher volumes and increased final Time rates.

The increase in Service and Incentive payments has reduced the amount of TFSP available for Progress payments across most pools.

**Cashflow breakdown**  
The cashflow tables on page 8 provide a monthly breakdown of all payments. This helps illustrate the relationship between Progress, Taste, KiwiStart and Time payments, and how changes in Service and Incentive payments impact the level of Progress payments available.

**Size-specific adjustments**  
Progress rates increased for RubyRed sizes 25/27 and Sweet Green sizes 25/27 and 42 compared with indicative rates. These increases were driven by an improvement in TFSP following the finalisation of quality claims in Japan, which increased the fruit value available for Progress payment.

**September 2026 approved progress payments on Net Submit trays**  
Approved per tray progress payments for 15 September 2026:

| Class 1              |        |
|----------------------|--------|
| Zespri Green         | \$0.05 |
| Zespri Organic Green | \$0.05 |
| Zespri Gold3         | \$0.14 |
| Zespri Organic Gold3 | \$0.06 |
| Zespri Red19         | \$1.40 |
| Zespri Green14       | \$1.07 |

**October 2026 indicative progress payments on Net Submit trays**  
Approved per tray progress payments for 15 October 2026:

| Class 1              |        |
|----------------------|--------|
| Zespri Green         | \$0.05 |
| Zespri Organic Green | \$0.52 |
| Zespri Gold3         | \$0.36 |
| Zespri Organic Gold3 | \$0.42 |
| Zespri Red19         | \$0.38 |
| Zespri Green14       | \$0.29 |

# CLASS 1 FRUIT AND SERVICE PAYMENTS AND TIMINGS

(INCLUDING LOYALTY PREMIUM)

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 SEPTEMBER                              |        |               |                          |              |          |                             |                    |
|-----------------------------------------------------|--------|---------------|--------------------------|--------------|----------|-----------------------------|--------------------|
| ISO month                                           | Submit | Pack and Time | KiwiStart Accountability | Taste Zespri | Progress | Total payment / TE Supplied | % of Pool Paid YTD |
| Apr-26                                              | \$3.60 | \$0.07        |                          |              |          | \$3.67                      | 21%                |
| May-26                                              |        | \$0.07        | \$0.01                   |              |          | \$3.75                      | 22%                |
| Jun-26                                              |        | \$0.08        | \$0.01                   |              | \$0.25   | \$4.09                      | 24%                |
| Jul-26                                              |        | \$0.06        |                          | \$0.77       | \$1.99   | \$6.90                      | 40%                |
| Aug-26                                              |        | \$0.26        | \$0.61                   | \$1.04       | \$0.31   | \$9.12                      | 53%                |
| Sep-26                                              |        | \$0.72        | \$0.01                   | \$1.21       | \$0.14   | \$11.18                     | 65%                |
| Oct-26                                              |        | \$0.49        | \$0.60                   | \$0.23       | \$0.36   | \$12.88                     | 75%                |
| Nov-26                                              |        | \$0.39        | \$0.01                   | \$0.96       | \$0.76   | \$15.00                     | 87%                |
| Dec-26                                              |        | \$0.04        | \$0.01                   | \$0.01       | \$1.10   | \$16.16                     | 94%                |
| Jan-27                                              |        |               | \$0.01                   |              |          | \$16.17                     | 94%                |
| Feb-27                                              |        |               | \$0.01                   |              | \$0.73   | \$16.90                     | 98%                |
| Mar-27                                              |        |               | \$0.01                   |              | \$0.10   | \$17.01                     | 99%                |
| Apr-27                                              |        |               |                          |              | \$0.10   | \$17.11                     | 99%                |
| May-27                                              |        |               |                          |              |          | \$17.11                     | 99%                |
| Jun-27                                              |        |               |                          |              | \$0.10   | \$17.21                     | 100%               |
| Paid YTD                                            | \$3.60 | \$0.54        | \$0.62                   | \$1.81       | \$2.55   | \$9.12                      |                    |
| Balance to pay                                      | \$0.00 | \$1.64        | \$0.64                   | \$2.41       | \$3.40   | \$8.09                      |                    |
| Total fruit and service payments - 2026/27 Forecast |        |               |                          |              |          | \$17.21                     |                    |

| ZESPRI ORGANIC GOLD3 SEPTEMBER                      |        |               |                          |              |          |                             |                    |
|-----------------------------------------------------|--------|---------------|--------------------------|--------------|----------|-----------------------------|--------------------|
| ISO month                                           | Submit | Pack and Time | KiwiStart Accountability | Taste Zespri | Progress | Total payment / TE Supplied | % of Pool Paid YTD |
| Apr-26                                              | \$4.25 | \$0.00        |                          |              |          | \$4.25                      | 20%                |
| May-26                                              |        | \$0.01        | \$0.00                   |              |          | \$4.27                      | 20%                |
| Jun-26                                              |        | \$0.06        | \$0.00                   |              | \$0.25   | \$4.58                      | 22%                |
| Jul-26                                              |        | \$0.14        |                          | \$1.51       | \$2.43   | \$8.67                      | 41%                |
| Aug-26                                              |        | \$0.34        | \$0.59                   | \$2.12       | \$0.05   | \$11.77                     | 56%                |
| Sep-26                                              |        | \$0.60        | \$0.00                   | \$2.17       | \$0.06   | \$14.62                     | 69%                |
| Oct-26                                              |        | \$0.11        | \$0.67                   | \$0.12       | \$0.42   | \$15.92                     | 76%                |
| Nov-26                                              |        | \$0.03        | \$0.00                   | \$1.51       | \$0.91   | \$18.38                     | 87%                |
| Dec-26                                              |        | \$0.02        | \$0.00                   |              | \$1.35   | \$19.75                     | 94%                |
| Jan-27                                              |        |               | \$0.00                   |              |          | \$19.75                     | 94%                |
| Feb-27                                              |        |               | \$0.00                   |              | \$0.85   | \$20.60                     | 98%                |
| Mar-27                                              |        |               | \$0.00                   |              | \$0.20   | \$20.81                     | 99%                |
| Apr-27                                              |        |               |                          |              | \$0.10   | \$20.91                     | 99%                |
| May-27                                              |        |               |                          |              |          | \$20.91                     | 99%                |
| Jun-27                                              |        |               |                          |              | \$0.15   | \$21.06                     | 100%               |
| Paid YTD                                            | \$4.25 | \$0.56        | \$0.60                   | \$3.63       | \$2.73   | \$11.77                     |                    |
| Balance to pay                                      | \$0.00 | \$0.77        | \$0.69                   | \$3.80       | \$4.03   | \$9.28                      |                    |
| Total fruit and service payments - 2026/27 Forecast |        |               |                          |              |          | \$21.06                     |                    |

| ZESPRI RED19 SEPTEMBER                              |        |               |                          |              |          |                             |                    |
|-----------------------------------------------------|--------|---------------|--------------------------|--------------|----------|-----------------------------|--------------------|
| ISO month                                           | Submit | Pack and Time | KiwiStart Accountability | Taste Zespri | Progress | Total payment / TE Supplied | % of Pool Paid YTD |
| Apr-26                                              | \$5.10 | \$0.00        |                          |              |          | \$5.10                      | 25%                |
| May-26                                              |        |               | -\$0.01                  |              |          | \$5.09                      | 25%                |
| Jun-26                                              |        |               | -\$0.01                  |              | \$8.58   | \$13.66                     | 67%                |
| Jul-26                                              |        | \$0.04        |                          |              | \$2.61   | \$16.32                     | 80%                |
| Aug-26                                              |        |               | -\$0.01                  |              | \$0.83   | \$17.13                     | 84%                |
| Sep-26                                              |        |               | -\$0.01                  |              | \$1.40   | \$18.53                     | 91%                |
| Oct-26                                              |        |               |                          |              | \$0.38   | \$18.90                     | 92%                |
| Nov-26                                              |        |               | -\$0.01                  |              | \$0.81   | \$19.71                     | 96%                |
| Dec-26                                              |        | \$0.00        | -\$0.01                  |              | \$0.10   | \$19.81                     | 97%                |
| Jan-27                                              |        |               | -\$0.01                  |              |          | \$19.80                     | 97%                |
| Feb-27                                              |        |               | -\$0.01                  |              | \$0.28   | \$20.07                     | 98%                |
| Mar-27                                              |        |               | -\$0.01                  |              | \$0.10   | \$20.16                     | 99%                |
| Apr-27                                              |        |               |                          |              | \$0.10   | \$20.26                     | 99%                |
| May-27                                              |        |               |                          |              |          | \$20.26                     | 99%                |
| Jun-27                                              |        |               |                          |              | \$0.20   | \$20.46                     | 100%               |
| Paid YTD                                            | \$5.10 | \$0.04        | -\$0.02                  | \$0.00       | \$12.01  | \$17.13                     |                    |
| Balance to pay                                      | \$0.00 | \$0.00        | -\$0.05                  | \$0.00       | \$3.37   | \$3.33                      |                    |
| Total fruit and service payments - 2026/27 Forecast |        |               |                          |              |          | \$20.46                     |                    |

| ZESPRI GREEN SEPTEMBER                              |        |               |                          |              |          |                             |                    |
|-----------------------------------------------------|--------|---------------|--------------------------|--------------|----------|-----------------------------|--------------------|
| ISO month                                           | Submit | Pack and Time | KiwiStart Accountability | Taste Zespri | Progress | Total payment / TE Supplied | % of Pool Paid YTD |
| Apr-26                                              | \$2.74 | \$0.01        |                          |              |          | \$2.76                      | 20%                |
| May-26                                              |        | \$0.05        | \$0.01                   |              |          | \$2.82                      | 21%                |
| Jun-26                                              |        | \$0.08        | \$0.03                   |              | \$0.25   | \$3.18                      | 24%                |
| Jul-26                                              |        | \$0.15        |                          | \$0.76       | \$1.20   | \$5.29                      | 39%                |
| Aug-26                                              |        | \$0.16        | \$0.32                   | \$1.20       | \$0.09   | \$7.06                      | 52%                |
| Sep-26                                              |        | \$0.39        | \$0.01                   | \$1.37       | \$0.05   | \$8.88                      | 66%                |
| Oct-26                                              |        | \$0.55        | \$0.39                   | \$0.39       | \$0.05   | \$10.26                     | 76%                |
| Nov-26                                              |        | \$0.20        | \$0.01                   | \$1.01       | \$0.22   | \$11.69                     | 87%                |
| Dec-26                                              |        | \$0.03        | \$0.01                   | \$0.00       | \$0.83   | \$12.56                     | 93%                |
| Jan-27                                              |        |               | \$0.01                   |              |          | \$12.56                     | 93%                |
| Feb-27                                              |        |               | \$0.01                   |              | \$0.64   | \$13.21                     | 98%                |
| Mar-27                                              |        |               | \$0.01                   |              | \$0.10   | \$13.31                     | 99%                |
| Apr-27                                              |        |               |                          |              | \$0.10   | \$13.41                     | 99%                |
| May-27                                              |        |               |                          |              |          | \$13.41                     | 99%                |
| Jun-27                                              |        |               |                          |              | \$0.10   | \$13.51                     | 100%               |
| Paid YTD                                            | \$2.74 | \$0.46        | \$0.36                   | \$1.96       | \$1.53   | \$7.06                      |                    |
| Balance to pay                                      | \$0.00 | \$1.16        | \$0.43                   | \$2.77       | \$2.09   | \$6.45                      |                    |
| Total fruit and service payments - 2026/27 Forecast |        |               |                          |              |          | \$13.51                     |                    |

| ZESPRI ORGANIC GREEN SEPTEMBER                      |        |               |                          |              |          |                             |                    |
|-----------------------------------------------------|--------|---------------|--------------------------|--------------|----------|-----------------------------|--------------------|
| ISO month                                           | Submit | Pack and Time | KiwiStart Accountability | Taste Zespri | Progress | Total payment / TE Supplied | % of Pool Paid YTD |
| Apr-26                                              | \$3.30 |               |                          |              |          | \$3.30                      | 19%                |
| May-26                                              |        | \$0.03        |                          |              |          | \$3.33                      | 20%                |
| Jun-26                                              |        | \$0.03        |                          |              | \$0.25   | \$3.62                      | 21%                |
| Jul-26                                              |        | \$0.15        |                          | \$1.07       | \$1.85   | \$6.69                      | 39%                |
| Aug-26                                              |        | \$0.13        | \$0.35                   | \$1.52       | \$0.25   | \$8.94                      | 53%                |
| Sep-26                                              |        | \$0.43        | \$0.01                   | \$1.67       | \$0.05   | \$11.09                     | 65%                |
| Oct-26                                              |        | \$0.43        | \$0.38                   | \$0.31       | \$0.52   | \$12.72                     | 75%                |
| Nov-26                                              |        | \$0.26        |                          | \$1.25       | \$0.37   | \$14.60                     | 86%                |
| Dec-26                                              |        | \$0.07        | \$0.01                   | \$0.00       | \$1.13   | \$15.81                     | 93%                |
| Jan-27                                              |        |               |                          |              |          | \$15.81                     | 93%                |
| Feb-27                                              |        |               | \$0.01                   |              | \$0.74   | \$16.56                     | 97%                |
| Mar-27                                              |        |               |                          |              | \$0.20   | \$16.76                     | 99%                |
| Apr-27                                              |        |               |                          |              | \$0.10   | \$16.86                     | 99%                |
| May-27                                              |        |               |                          |              |          | \$16.86                     | 99%                |
| Jun-27                                              |        |               |                          |              | \$0.15   | \$17.01                     | 100%               |
| Paid YTD                                            | \$3.00 | \$0.33        | \$0.36                   | \$2.59       | \$2.36   | \$8.94                      |                    |
| Balance to pay                                      | \$0.00 | \$1.19        | \$0.40                   | \$3.23       | \$3.26   | \$8.07                      |                    |
| Total fruit and service payments - 2026/27 Forecast |        |               |                          |              |          | \$17.01                     |                    |

| ZESPRI GREEN14 SEPTEMBER                            |        |               |                          |              |          |                             |                    |
|-----------------------------------------------------|--------|---------------|--------------------------|--------------|----------|-----------------------------|--------------------|
| ISO month                                           | Submit | Pack and Time | KiwiStart Accountability | Taste Zespri | Progress | Total payment / TE Supplied | % of Pool Paid YTD |
| Apr-26                                              | \$2.95 |               |                          |              |          | \$2.95                      | 21%                |
| May-26                                              |        | \$0.00        | \$0.00                   |              |          | \$2.95                      | 20%                |
| Jun-26                                              |        |               | \$0.00                   |              | \$0.25   | \$3.19                      | 22%                |
| Jul-26                                              |        | \$0.03        |                          | \$1.25       | \$2.15   | \$6.62                      | 46%                |
| Aug-26                                              |        |               | \$0.42                   | \$1.25       | \$0.57   | \$8.87                      | 62%                |
| Sep-26                                              |        |               | \$0.00                   | \$0.83       | \$1.07   | \$10.76                     | 75%                |
| Oct-26                                              |        |               | \$0.43                   |              | \$0.29   | \$11.48                     | 80%                |
| Nov-26                                              |        |               | \$0.00                   | \$0.83       | \$0.17   | \$12.48                     | 87%                |
| Dec-26                                              |        |               | \$0.00                   |              | \$0.43   | \$12.90                     | 90%                |
| Jan-27                                              |        |               | \$0.00                   |              |          | \$12.89                     | 90%                |
| Feb-27                                              |        |               | \$0.00                   |              | \$0.60   | \$13.49                     | 94%                |
| Mar-27                                              |        |               | \$0.00                   |              | \$0.48   | \$13.96                     | 97%                |
| Apr-27                                              |        |               |                          |              | \$0.26   | \$14.22                     | 99%                |
| May-27                                              |        |               |                          |              |          | \$14.22                     | 99%                |
| Jun-27                                              |        |               |                          |              | \$0.15   | \$14.37                     | 100%               |
| Paid YTD                                            | \$2.95 | \$0.03        | \$0.41                   | \$2.50       | \$2.98   | \$8.87                      |                    |
| Balance to pay                                      | \$0.00 | \$0.00        | \$0.40                   | \$1.67       | \$3.44   | \$5.50                      |                    |
| Total fruit and service payments - 2026/27 Forecast |        |               |                          |              |          | \$14.37                     |                    |

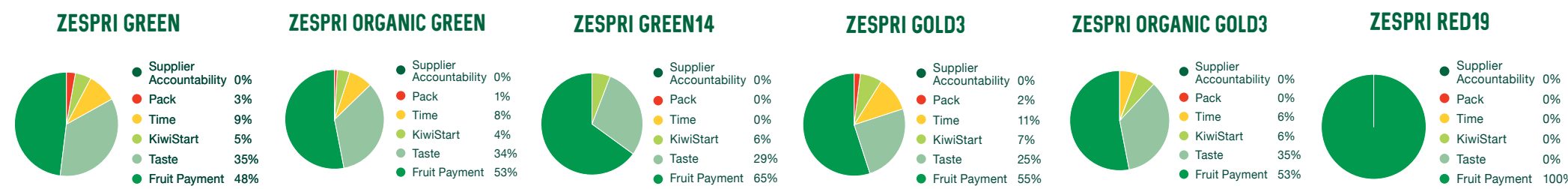
Note 1: The submit and progress payments detailed in the tables are based on net submit trays.

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

Note 3: Amounts above are not rounded to two decimal places, therefore rounding differences may apply.

## 2026 SEASON GROWER PAYMENT PORTIONS - TOTAL FRUIT AND SERVICE PAYMENT

### 2026 AUGUST FORECAST



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

| Full-Year Return                                                          | 2026 NZS Season - August Forecast |                      |              |                      |              |                |           | 2025 NZS Season - Actual |                      |              |                      |              |                |           |
|---------------------------------------------------------------------------|-----------------------------------|----------------------|--------------|----------------------|--------------|----------------|-----------|--------------------------|----------------------|--------------|----------------------|--------------|----------------|-----------|
|                                                                           | Zespri Green                      | Zespri Organic Green | Zespri Gold3 | Zespri Organic Gold3 | Zespri Red19 | Zespri Green14 | All Pools | Zespri Green             | Zespri Organic Green | Zespri Gold3 | Zespri Organic Gold3 | Zespri Red19 | Zespri Green14 | All Pools |
| Total Forecast:                                                           |                                   |                      |              |                      |              |                |           |                          |                      |              |                      |              |                |           |
| Total trays supplied (m)                                                  | 54.9                              | 2.9                  | 154.3        | 5.3                  | 5.1          | 0.1            | 225.4     | 63.5                     | 3.6                  | 139.6        | 4.7                  | 3.0          | 0.1            | 218.0     |
| Kilograms supplied (m)                                                    | 191.8                             | 10.1                 | 539.9        | 18.6                 | 17.1         | 0.3            | 788.0     | 221.9                    | 12.7                 | 487.6        | 16.4                 | 9.9          | 0.4            | 760.8     |
| Average size per tray                                                     | 31.2                              | 33.9                 | 27.4         | 28.0                 | 35.7         | 35.7           |           | 31.9                     | 33.9                 | 27.2         | 27.3                 | 39.7         | 36.9           |           |
| Fruit payments (\$m)                                                      | 349.5                             | 25.9                 | 1,472.5      | 58.6                 | 103.5        | 0.9            | 2,050.7   | 374.4                    | 26.5                 | 1,333.4      | 51.6                 | 61.1         | 1.0            | 1,892.7   |
| Fruit incentives (\$m)                                                    | 302.6                             | 19.1                 | 845.4        | 46.4                 | -0.4         | 0.5            | 1,213.6   | 328.8                    | 23.5                 | 733.6        | 40.7                 | -0.1         | 0.5            | 1,126.9   |
| Service costs (\$m)                                                       | 89.1                              | 4.4                  | 336.7        | 7.0                  | 0.2          | 0.0            | 437.9     | 163.1                    | 11.4                 | 357.3        | 8.2                  | 0.0          | 0.0            | 540.5     |
| Fruit and service payments excl. loyalty premium (\$m)                    | 741.2                             | 49.5                 | 2,654.7      | 112.0                | 103.3        | 1.4            | 3,702.2   | 866.2                    | 61.4                 | 2,424.3      | 100.5                | 61.0         | 1.5            | 3,560.1   |
| Total Forecast per tray (\$):                                             |                                   |                      |              |                      |              |                |           |                          |                      |              |                      |              |                |           |
| Submit payment <sup>1</sup>                                               | 2.74                              | 3.30                 | 3.60         | 4.25                 | 5.10         | 2.95           |           | 2.74                     | 3.00                 | 3.60         | 3.95                 | 4.92         | 2.95           |           |
| Progress payments                                                         | 3.63                              | 5.61                 | 5.95         | 6.76                 | 15.39        | 6.41           |           | 3.15                     | 4.26                 | 5.95         | 7.03                 | 15.39        | 6.27           |           |
| Total fruit payments per net submit trays                                 | 6.37                              | 8.91                 | 9.55         | 11.01                | 20.49        | 9.36           |           | 5.89                     | 7.26                 | 9.55         | 10.98                | 20.31        | 9.22           |           |
| KiwiStart <sup>2</sup>                                                    | 0.74                              | 0.72                 | 1.21         | 1.25                 | 0.00         | 0.85           |           | 0.73                     | 0.87                 | 1.32         | 1.48                 | 0.00         | 0.70           |           |
| Taste Zespri                                                              | 4.73                              | 5.82                 | 4.22         | 7.43                 | 0.00         | 4.16           |           | 4.37                     | 5.48                 | 3.90         | 7.14                 | 0.00         | 4.37           |           |
| Supplier Accountability                                                   | 0.05                              | 0.03                 | 0.05         | 0.04                 | -0.07        | -0.04          |           | 0.07                     | 0.09                 | 0.04         | 0.03                 | -0.05        | -0.09          |           |
| Fruit incentives                                                          | 5.52                              | 6.57                 | 5.48         | 8.72                 | -0.07        | 4.98           |           | 5.18                     | 6.44                 | 5.26         | 8.66                 | -0.05        | 4.98           |           |
| Pack type                                                                 | 0.35                              | 0.15                 | 0.37         | 0.03                 | 0.04         | 0.03           |           | 0.33                     | 0.14                 | 0.39         | 0.21                 | 0.00         | 0.03           |           |
| Time payment                                                              | 1.28                              | 1.37                 | 1.81         | 1.29                 | 0.01         | 0.00           |           | 2.24                     | 2.98                 | 2.17         | 1.54                 | 0.01         | 0.00           |           |
| Service costs                                                             | 1.62                              | 1.52                 | 2.18         | 1.33                 | 0.04         | 0.03           |           | 2.57                     | 3.12                 | 2.56         | 1.75                 | 0.01         | 0.03           |           |
| Class 1 fruit and service payments (excl loyalty) per net submit trays    | 13.51                             | 17.01                | 17.21        | 21.06                | 20.46        | 14.37          |           | 13.64                    | 16.81                | 17.37        | 21.39                | 20.27        | 14.24          |           |
| Loyalty premium                                                           | 0.25                              | 0.25                 | 0.25         | 0.25                 | 0.25         | 0.25           |           | 0.35                     | 0.35                 | 0.35         | 0.35                 | 0.35         | 0.35           |           |
| Less: onshore fruit loss                                                  | -0.15                             | -0.15                | -0.26        | -0.33                | -0.07        | -0.03          |           | -0.07                    | -0.08                | -0.20        | -0.26                | -0.01        | -0.06          |           |
| Fruit loss percentage <sup>3</sup>                                        | 0.01                              | 0.01                 | 0.02         | 0.02                 | 0.00         | 0.00           |           | 0.01                     | 0.01                 | 0.01         | 0.01                 | 0.00         | 0.00           |           |
| Class 1 fruit and service payments (incl. loyalty) per gross submit trays | 13.61                             | 17.11                | 17.19        | 20.98                | 20.64        | 14.60          |           | 13.92                    | 17.08                | 17.52        | 21.48                | 20.61        | 14.53          |           |
| Plus Class 2 Return <sup>4</sup>                                          | 0.34                              | 0.52                 | 0.10         | 0.15                 | 0.18         | 0.15           |           | 0.35                     | 0.59                 | 0.16         | 0.22                 | 0.18         | 0.13           |           |
| Plus Non-Standard Supply (NSS) <sup>4</sup>                               | 0.01                              | 0.04                 | 0.03         | 0.07                 | 1.00         | 0.00           |           | 0.01                     | 0.01                 | 0.03         | 0.08                 | 0.00         | 0.00           |           |
| Plus Other Income (Non dividend) <sup>5</sup>                             | 0.01                              | 0.00                 | 0.01         | 0.01                 | 0.03         | 0.02           |           | 0.00                     | 0.00                 | 0.01         | 0.00                 | 0.01         | 0.00           |           |
| Average revenue per gross submit trays                                    | 13.97                             | 17.68                | 17.34        | 21.20                | 21.85        | 14.76          |           | 14.28                    | 17.67                | 17.71        | 21.79                | 20.80        | 14.66          |           |
| LESS: Post-harvest costs deducted <sup>6</sup>                            |                                   |                      |              |                      |              |                |           |                          |                      |              |                      |              |                |           |
| Base packing and packaging                                                | -1.73                             | -1.93                | -3.29        | -3.45                | -3.30        | -3.13          |           | -1.64                    | -1.85                | -3.20        | -3.36                | -3.38        | -3.27          |           |
| Pack differential                                                         | -0.34                             | -0.15                | -0.37        | -0.03                | -0.04        | -0.03          |           | -0.32                    | -0.14                | -0.38        | -0.21                | 0.00         | -0.03          |           |
| Base cool storage                                                         | -1.21                             | -1.20                | -1.22        | -1.22                | -1.21        | -1.23          |           | -1.17                    | -1.16                | -1.17        | -1.17                | -1.18        | -1.19          |           |
| Logistics                                                                 | -0.23                             | -0.23                | -0.24        | -0.23                | -0.27        | -0.22          |           | -0.21                    | -0.21                | -0.22        | -0.20                | -0.23        | -0.23          |           |
| Time and CC/RK charges                                                    | -0.55                             | -0.39                | -0.73        | -0.59                | 0.00         | 0.00           |           | -0.66                    | -0.59                | -0.84        | -0.71                | 0.00         | 0.00           |           |
| Total post-harvest costs per gross submit trays                           | -4.07                             | -3.91                | -5.84        | -5.53                | -4.83        | -4.62          |           | -4.00                    | -3.95                | -5.81        | -5.65                | -4.78        | -4.73          |           |
| OGR per gross submit trays                                                | 9.90                              | 13.77                | 11.50        | 15.67                | 17.02        | 10.15          |           | 10.28                    | 13.72                | 11.90        | 16.14                | 16.01        | 9.93           |           |
| Average industry yield per productive hectare <sup>7</sup>                | 10,081                            | 5,977                | 16,629       | 12,260               | 6,922        | 8,430          |           | 11,550                   | 7,450                | 15,603       | 11,441               | 4,887        | 6,951          |           |
| Number of productive hectares <sup>8</sup>                                | 5,509                             | 492                  | 9,410        | 438                  | 732          | 12             |           | 5,527                    | 492                  | 9,049        | 416                  | 616          | 15             |           |
| OGR per hectare                                                           | 99,793                            | 82,278               | 191,208      | 192,112              | 117,805      | 85,543         |           | 118,790                  | 102,245              | 185,661      | 184,609              | 78,265       | 69,029         |           |
| Average kilogram per tray <sup>9</sup>                                    | 3.50                              | 3.46                 | 3.50         | 3.50                 | 3.38         | 3.50           |           | 3.49                     | 3.47                 | 3.49         | 3.49                 | 3.27         | 3.46           |           |
| OGR per kilogram                                                          | 2.83                              | 3.97                 | 3.29         | 4.47                 | 5.03         | 2.90           |           | 2.94                     | 3.96                 | 3.41         | 4.62                 | 4.89         | 2.87           |           |

Notes:

1. Submit rate presented for Zespri Green reflects Submit rate of \$2.75 for sizes 18-39, and \$2.55 for size 42.

2. KiwiStart for Zespri Green14 includes Priority Premium payments. These are period one related payments that apply to fruit shipped in the applicable weeks and vessels.

3. Fruit loss percentage includes ungraded fruit inventory losses.

4. Zespri does not procure Class 2 and NSS in all categories, returns are as reported in the Ingham Mora post-harvest survey.

5. 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 July 2026.

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.



# SHARES UPDATE: SEPTEMBER

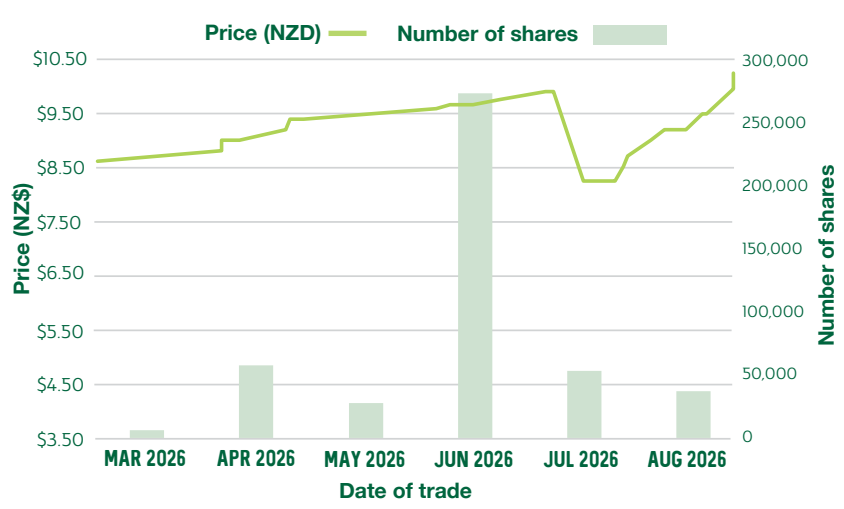
## WHAT'S HAPPENING IN THE MARKET

| BIDS (BUYERS) |          |         |
|---------------|----------|---------|
| Orders        | Quantity | Price   |
| 1             | 2,205    | \$10.00 |
| 1             | 1,000    | \$9.90  |
| 1             | 1,000    | \$9.70  |
| 1             | 10,000   | \$9.20  |
| 1             | 20,000   | \$8.75  |
| 1             | 55,000   | \$8.75  |
| 1             | 16,000   | \$8.28  |

| OFFERS (SELLERS) |          |         |
|------------------|----------|---------|
| Orders           | Quantity | Price   |
| 1                | 1,000    | \$10.60 |
| 1                | 1,000    | \$10.90 |

| LAST 10 TRADES |          |         |           |
|----------------|----------|---------|-----------|
| Date           | Quantity | Price   | Value     |
| 21/08/2026     | 500      | \$10.30 | \$5,150   |
| 21/08/2026     | 3,795    | \$10.00 | \$37,950  |
| 07/08/2026     | 1,030    | \$9.50  | \$9,785   |
| 06/08/2026     | 500      | \$9.50  | \$4,750   |
| 03/08/2026     | 40,070   | \$9.20  | \$368,644 |
| 30/07/2026     | 10,000   | \$9.20  | \$92,000  |
| 30/07/2026     | 29,000   | \$9.20  | \$266,800 |
| 30/07/2026     | 375      | \$9.20  | \$3,450   |
| 30/07/2026     | 400      | \$9.20  | \$3,680   |
| 27/07/2026     | 2,000    | \$9.00  | \$18,000  |

## ZESPRI GROUP LIMITED SHARE TRADES: MAR 2026 TO AUG 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'.

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 24 AUGUST 2026

### OVERSHARED SHARES REQUIRED TO BE SOLD IN AUGUST 2026



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

### DRY SHARES CONVERTING TO CLASS B THIS MONTH



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

### NUMBER OF CLASS B SHARES



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

### DIRECTOR SHARE TRADING AS AT 26 AUGUST 2026



Shares traded by entities associated with Zespri Directors.

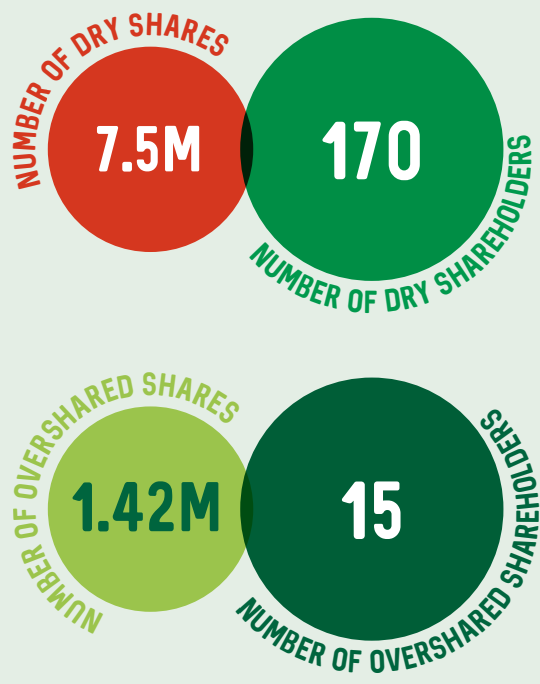


## OUR SHAREHOLDERS

TOTAL NUMBER OF SHARES ON ISSUE → 196.85M

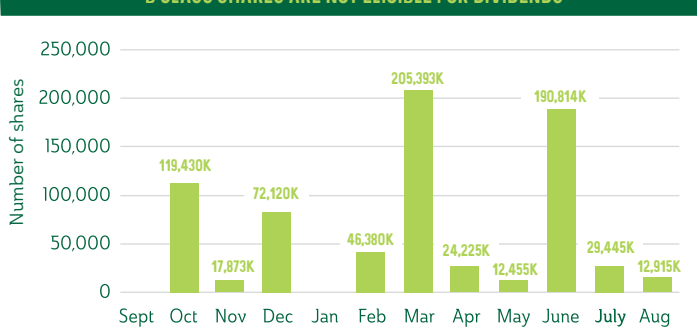
Note: The exact number of shares on issue is 196,855,874.

## DRY AND OVERSHARED SHARES

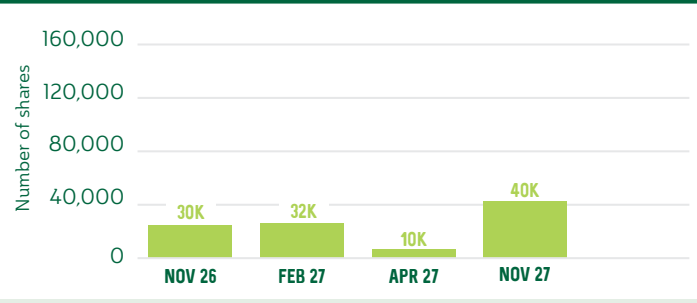


DISCLAIMER: The above figures are a snapshot in time and are subject to change at any time due to shares being traded.

### DRY SHARES CONVERTING TO B CLASS FOR THE NEXT 12 MONTHS



### OVERSHARED SHARES SANCTION END DATES



## LOOKING TO BUY ZESPRI SHARES?

### WHO CAN PURCHASE SHARES?

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

### OFF-MARKET TRADING

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

### ON-MARKET SHARE TRADING

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

### CHOOSE A USX-APPROVED BROKER



## SHARES AVAILABILITY BOARD

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

There are currently no shares listed for sale on the Shares Availability Board, while 34 buyers are seeking a total of 3,108,500 shares.

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 Canopy as a dry shareholder, please contact the Zespri Shares team.

# NZKGI UPDATES



## NZKGI 2026 AGM RESULTS

Thank you to those growers who voted on the resolutions for NZKGI's 2026 AGM. The results of the resolutions, stated as agreement by production, are as follows:

| RESOLUTION                                  | % VOTES FOR |
|---------------------------------------------|-------------|
| 1 - Previous Minutes                        | 97.12%      |
| 2 – Annual Report                           | 99.38%      |
| 3 - Financial Statements                    | 99.44%      |
| 4 - 2028 Budget                             | 97.59%      |
| 5 - Set the remuneration of Representatives | 95.70%      |

NZKGI's 2026 AGM was preceded by our guest speaker Charlotte Cawthorne, who is the Principal Adviser in the Insights Unit at the Ministry for Primary Industries. The unit researches what is coming next for the Primary Industries which also gives an insight into how our roles as growers will change over the coming years.



Charlotte's presentation is available on request.  
Email: [info@nzkgi.org.nz](mailto:info@nzkgi.org.nz)



## KIWIFRUIT NEW ZEALAND BOARD ELECTION RESULT



The Board of Kiwifruit New Zealand (KNZ) consists of six members, with three appointed by the Minister of Agriculture, and three elected by kiwifruit growers. Each member serves for a three-year term and can stand for a maximum of three terms.

Therefore, each year one of the grower-elected Directors' terms will end, and a new election held for their replacement. This year Neil Trebilco's term will end on 30th September, and he has decided not to re-stand.

Nominations were called for a new Director, and only one nomination was received when nominations closed on 3rd August. That nomination was from Seth Pardoe. The Board has confirmed his nomination meets the regulatory requirements, and his term will commence from 1st October 2026.

I would like to thank Neil for his valuable contribution to the Board, and welcome Seth to KNZ, I look forward to working with him.

**Samantha Sharif**  
Chair



### CONTACT

KNZ can be contacted at: Ph 07 572 3685 or [admin@knz.co.nz](mailto:admin@knz.co.nz)  
Kiwifruit New Zealand, PO Box 4683, Mt Maunganui South 3149



# KVH UPDATES

## SHOWCASE OF THE BEST IN BIOSECURITY

KVH welcomed around 100 growers, post-harvest representatives, researchers, government partners and biosecurity professionals at Bay Oval recently for the 2026 Biosecurity Symposium.

Held every two years, this year's event focused on the theme Staying ahead of the invasion curve, highlighting the importance of proactive readiness, rapid response and strong collaboration across the industry and our biosecurity system.

Highlights included John Kean from the Bioeconomy Science Institute (BSI) and Andrew Robinson from the Centre of Excellence for Biosecurity Risk Analysis (CEBRA) in Melbourne presenting a new science-based approach to optimising biosecurity surveillance for the kiwifruit industry, designed to strengthen early detection of exotic pests and diseases.

Attendees also heard from Scott Sinclair from Biosecurity New Zealand on yellow-legged hornet detection tools and surveillance operations, Leanne Erakovic from the Australian Banana Growers' Council on the global challenge of Panama disease TR4 in bananas, Aaron Dodd from the Australian Department of Agriculture, Fisheries and Forestry on their evolving approach to brown marmorated stink bug surveillance, and Dr Jon Sullivan from Lincoln University on lessons learned from 25 years of wild kiwifruit control.

Research and innovation were a major focus, with Rebecca Burns outlining Zespri Innovation's approach to building biosecurity readiness across high-risk threats, generic readiness and emerging risks, while Beccy Ganley spoke to research from Better Border Biosecurity and BSI exploring how new technologies and targeted research can help strengthen New Zealand's biosecurity system.

Day two saw participants take part in an interactive Fruit Fly Council workshop, testing how the horticulture sector would maintain supply chains during a fruit fly incursion. The exercise explored the impacts of movement controls and export restrictions, while identifying opportunities to further improve preparedness across the industry.

A special thank you to our event sponsors, without whom we would not have been able to offer the Symposium. Thank you to Horticulture Charitable Trust, the Bioeconomy Science Institute, Zespri, NZKGI, Onside, Fruited Supplies and the Port of Tauranga for the support and presence throughout the event.

We'll also have a more extensive article about the Symposium in the October/November edition of the Kiwifruit Journal.



## KVH ENHANCES BIOSECURITY MONITORING WITH NEW GIS SYSTEM



Kiwifruit Vine Health (KVH) is developing a new GIS system to more effectively track and monitor biosecurity risks across orchards and improve the speed and efficiency of its response where risks are identified. To support KVH's monitoring obligations under the National Kiwifruit Pathway Management Plan, Zespri will share orchard boundary, variety and block information through this new system.

We will continue to honour growers' existing consent preferences regarding the voluntary sharing of personal contact information. Where a grower has not consented to the sharing of their contact details, KVH will receive only orchard boundary, variety and block information. Growers who have consented to the sharing of their personal information will continue to have their contact details provided to KVH through regular reporting.

For more information about how grower information is shared and processed, please refer to Zespri's Privacy Statement.



If you have any questions, please contact the Grower Support team or email [privacy@zespri.com](mailto:privacy@zespri.com).

# SHED TALKS HELP SHAPE FUTURE INDUSTRY PRIORITIES

**Zespri's fifth season of Shed Talks has now wrapped up, and it was great to once again connect with so many members of our kiwifruit growing community. We held 13 Shed Talks across our growing regions this year, with a record attendance of more than 530 people.**

Shed Talks is a more casual format that brings conversations directly into growers' sheds across the country. These small group sessions provide an opportunity for growers to share feedback, ask questions, and engage directly with our teams on issues that matter to them. The insights gathered help inform future decisions, initiatives and communications, ensuring grower perspectives are understood and considered as we shape the future of the industry.

There were some great conversations and valuable perspectives shared throughout the series. The feedback and insights gathered are now being reviewed and will help shape initiatives for the upcoming season and beyond.

## CHINA SUPPLY

One of this season's key topics was China Supply, providing growers with an overview of current challenges and potential

pathways to address them. The conversations gave us valuable feedback on where growers would like to see more information and deeper engagement on developments in this important market. This feedback is summarised on page 2. You can also read more about this issue on Canopy in the China Supply section, which includes responses to some of the key questions raised during the talks. This page will be updated as the discussion progresses.

## GREEN146 COMMERCIALISATION

The second topic was the Green146 commercialisation process, which generated robust discussion and questions about the cultivar, including its potential licence release and pooling arrangements. The licence discussion focused on the current open ascending price auction vs commission-based "pay as you grow" alternatives. Pooling discussions covered the factors considered when making a pooling decision and explored the merits of a hybrid combined pool compared with separate pools. The feedback received will help inform ongoing conversations as the pathway forward is defined and will be supported by further grower discussion.

A big thank you to all the growers who hosted us, and to everyone who attended this round of Shed Talks. We look forward to continuing these conversations and working alongside our kiwifruit growing community in the season ahead.



Zespri's Ben Fitchett & Glen Arrowsmith presenting at Shed Talks.

# KIWIFRUIT INNOVATION AWARD WINNER

**Dr Mike Currie has been awarded the 2026 Kiwifruit Innovation Award in recognition of his contribution to orchard management, cultivar development and innovation across the kiwifruit industry.**

One of Dr Currie's most significant contributions has been helping develop and promote girdling as an orchard management tool to improve fruit size and dry matter. Originally introduced to support organic growers, the practice was quickly adopted more broadly across the industry and has become an important part of the Taste Zespri programme.

Dr Currie is currently the Head of Clonal Evaluation (Stage 2) at the Kiwifruit Breeding Centre, a joint venture between Zespri and the Bioeconomy Science Institute and has played a key role in the development and advancement of new kiwifruit cultivars including Hort16A (Zespri Gold), Gold3 (Zespri SunGold), Red19 and Red80 (Zespri RubyRed).

Kiwifruit industry regulator Kiwifruit New Zealand (KNZ) Chair and award judge Samantha Sharif says Dr Mike Currie's work has helped improve orchard productivity, fruit quality and cultivar development, delivering lasting value for growers in New Zealand and across Zespri's international growing regions.

"His research has fundamentally shaped modern kiwifruit production systems and contributed to the global success and reputation of New Zealand's kiwifruit industry."

"Mike is widely respected for his ability to communicate highly technical information and commitment to finding practical solutions that deliver value for growers and the wider industry. His work spans research, grower extension and mentoring, and cultivar development - and the impact of that work will continue to be felt across the industry for many years to come."

The Kiwifruit Innovation Award was established in 2015 by former Chairman of Kiwifruit New Zealand, Sir Brian Elwood, and recognises people who have demonstrated exceptional innovation through initiatives that have made a real difference to the kiwifruit industry by solving a problem or creating lasting value.

Dr Currie also received Horticulture New Zealand's Industry Service Award in July of this year. The award recognises people with long and dedicated service to a supplier or service role (not a grower) that have worked beyond the call of duty for the betterment of the horticulture industry.



Dr Mike Currie with KNZ Chair Samantha Sharif.

# UPCOMING EVENTS

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10

## ORGANIC GROWER TOWN HALL

**Where:** Zespri Head Office, 400 Maunganui Road, Mount Maunganui, or join online

**When:** Thursday 10 September, 1.00pm - 2.30pm

Join us for our next Organic Grower Town Hall, where we'll share an update on the 2026 season, discuss the current market outlook, and look ahead to the opportunities and challenges facing the organic category.

There will also be time for questions and discussion, so we encourage you to come along and be part of the conversation.

Please register on Canopy here: <https://canopy.zespri.com/full/dashboard/events/organic-town-hall-september-2026>



## CONTACT US

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

**Grower Relations Managers**  
**Sue Groenewald – Red:**  
027 493 1987

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

**Jemma Pryor – Te Puke:**  
027 283 6192

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

**Peter Blair – South Tauranga (Lower Kaimai), Waikato, Coromandel, Auckland, Whangārei, Kerikeri:**  
021 024 02322

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

**Sasha Avery – Organics:**  
027 467 9789



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

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