



P2: INDUSTRY  
ALIGNMENT



P3: 2027 PREFERRED  
FRUIT SIZE



P8-9: FINANCIALS



P10: SHARES UPDATE

## ZESPRI AIMS GAMES RETURNS FOR ANOTHER INSPIRING YEAR

# RECORD-BREAKING ZESPRI AIMS GAMES BRINGS THOUSANDS TO TAURANGA MOANA

More than 14,500 young athletes descended on Tauranga Moana at the start of September for the 2026 Zespri AIMS Games, creating another unforgettable week of competition, connection and community spirit.

Now in our fifth year as naming rights sponsor, we're proud to support what has become Australasia's largest junior sporting event. It was another record-breaking year, with the tournament attracting 467 schools, including 11 international schools from Australia, Fiji and the Cook Islands, with competitors taking part across 27 sporting codes.

The growth of the Adapted Sports programme was another highlight of this year's tournament, with participation increasing significantly and creating opportunities for even more young people to experience the excitement of the games.

Throughout the week, the kiwifruit industry's presence was felt across the event, with Zespri volunteers helping bring the event to life through activations at key venues with fruit sampling, games, giveaways and the KiwiCruiser. Hundreds of pieces of Zespri Kiwifruit were enjoyed by athletes and supporters as they fuelled up for competition. A special congratulations to Bethlehem College which won a \$1,000 Sports Distributors voucher for topping the leaderboard across the Zespri activations.

As well as athletes, the event brings thousands of families, supporters, coaches and officials to the region, having a significant impact on the Bay of Plenty. The tournament is estimated to contribute millions of dollars to the local economy each year through visitor spending on accommodation, hospitality, transport and entertainment.

Zespri AIMS Games Tournament Director Kelly Schischka says Zespri's support continued to be a vital part of the success of the week-long intermediate-aged event.

"We're so grateful to be able to partner with a healthy, premium brand and to showcase all those important values to our rangatahi."

"Zespri's such an important part of our community and of the wider New Zealand economy and the support we get enables us to deliver an event and create memories that will last our athletes a lifetime. Just like Zespri Kiwifruit, the AIMS Games is grown for good - we put the same care and passion into the tournament as those growers sending their fruit out into the world."

As the final medals were awarded and visitors headed home, the Zespri AIMS Games once again demonstrated the positive impact major events can have on the region, while inspiring the next generation through sport, teamwork and healthy lifestyles.

## TIKIPUNGA HIGH SCHOOL WINS RIPPLE EFFECT AWARD

We're proud to celebrate Tikipunga High School's netball team, winners of the 2026 Zespri AIMS Games Ripple Effect Award.

Introduced in 2025 and donated by Dame Lisa Carrington, the award recognises a team that creates a positive ripple throughout the tournament through sportsmanship, positivity, respect and connection.

Travelling from Whangārei for their first-ever Zespri AIMS Games, the team faced a challenging week on the court and didn't record a win until their final game of the tournament. But while results may not have gone their way, their attitude never wavered.

Nominated by multiple schools, Tikipunga High School stood out for its sportsmanship, manaakitanga and unwavering positivity. Players and coaches alike were praised for the energy they brought to every game, encouraging teammates, respecting opponents and lifting those around them, regardless of the scoreline.

Congratulations, Tikipunga High School. You've shown that the true measure of success isn't always found on the scoreboard, but in the lasting impact you leave on others.





## JASON'S VIEW

*Hi everyone,*

As we move into the final quarter of the season, our focus remains firmly on maintaining momentum and closing out sales as quickly and effectively as possible.

We've made solid progress in recent weeks, with more than 177 million Class 1 trays sold (as at Week 39) and inventory levels broadly where we'd expect them to be at this stage of the season. While that's encouraging, there's still a significant amount of work ahead of us. The fruit we have left to sell is often the fruit that presents the greatest challenge, making disciplined execution through the back end of the season particularly important.

A key focus continues to be managing the softer fruit pressures we've seen this year. Across the industry, a lot of effort has gone into condition checking, repacking and strengthening quality management processes to help ensure we deliver the best possible fruit to customers. Those efforts have helped remove more higher-risk fruit from the supply chain, but quality performance over the coming weeks will remain critical to maximising grower returns and protecting the value of the Zespri brand.

That's something I've been reminded of consistently in conversations with customers over recent weeks. Whether I've been speaking with customers in Europe, Asia or North America, the message has been the same. Customers value our strong relationships, trusted brand and market-leading position, but above all they expect Zespri to deliver consistently high-quality fruit throughout the season. Meeting that expectation remains fundamental to our success.

I also spent time last month at Asia Fruit Logistica in Hong Kong and in China with several of our directors and senior leaders. This was a valuable opportunity to hear directly from customers, observe market conditions firsthand and better understand how the environment around us continues to evolve.

You can read more detailed insights from our China trip on this page, but one of my biggest takeaways was the pace of change taking place across the market, including the continued development of local G3 production. Local growers are building capability, investment in local infrastructure is increasing, and we're seeing more local G3 brands mirroring our approach in what is a more competitive market environment.

For me, that's why it's important we continue having an open and informed discussion as an industry about our future approach in this important market. We must consider how the market is evolving, what customers and consumers value, and how we best position ourselves to maintain our category leadership and continue delivering strong returns for New Zealand growers over the long term. Being able to offer 12-month supply to our customers is key to our ongoing success and your returns.

What gives me confidence is that the fundamentals remain clear. Customers consistently talk about the importance of quality, availability and trusted brands. These are areas where Zespri has built significant strength but also serve to remind us of the need to continue improving and investing if we want to maintain our position in an increasingly competitive environment.

As an industry, we will continue discussing the opportunities and challenges in front of us, including how we best position ourselves to protect grower returns in critical markets like China over the long term. We're getting a huge amount of constructive input from growers and we appreciate all of the feedback as we consider the best way forward. But for now, our immediate priority is clear. We need to maintain strong sales momentum, carefully manage quality risk and finish the season as strongly as possible.

Finally, I'd like to acknowledge Colin Bond who has announced his resignation from NZKGI. He's been a passionate advocate for growers and leaves having made a significant contribution to the industry. On behalf of the team at Zespri we wish him well for the future.

Thanks again for your continued focus and effort.

*Jason Te Brake*  
Chief Executive Officer



## CHINA VISIT HIGHLIGHTS CHANGING KIWIFRUIT MARKET DYNAMICS

**Zespri Grower Directors and management travelled to China in September to strengthen our understanding of the local China production and market environment. The insights shared below are designed to help inform the industry on the latest developments in local China production, as the industry considers a potential China procurement model. The visit included conversations with growers, customers and industry experts, and highlighted a sector investing heavily in quality, capability and growth. We're expecting to share a potential China Supply model with growers for feedback in November, before deciding whether to put a model to a grower vote.**

The visit confirmed China-grown G3 is becoming more visible, more competitive and available earlier in the season. In previous years it generally arrived in market in September. This year it arrived in August.

We visited the Guangzhou wholesale market on 5 September, where there was as much China-grown G3 available as Zespri Kiwifruit. Chinese growers are harvesting earlier to meet demand during the Mid-Autumn Festival sales period, which runs for four weeks around September and is one of Zespri's key sales windows. This is one of China's three key fruit sales windows during the year alongside the Dragon Boat Festival and Chinese New Year. Chinese growers can choose to harvest early for the Mid-Autumn Festival or later for the more valuable Chinese New Year sales window, which runs around February, when Zespri Kiwifruit is not in the market.

The China-grown G3 we observed in market was large and good quality but very firm. Some growers had used forchlorfenuron (CPPU), a plant growth regulator, for sizing to meet the Mid-Autumn Festival window. Any fruit using CPPU would be ineligible for any future Zespri China Supply business, should growers give Zespri this mandate to procure China G3. Other growers noted that they didn't use CPPU and harvested later.

In terms of branding, local G3 was very similar to Zespri branding, with competitors using similar colours, logos and packaging formats. We continue to monitor this for infringements and will take action where the counterfeiting threshold is passed. The wholesale price was around half of Zespri's price. In market we're seeing local G3 sell at around 70 percent or 80 percent of our price through the season.

### LOCAL G3 SUPPLY CONTINUES TO STRENGTHEN

Local G3 production continues to strengthen in both quality and capability. Estimates were that there is between 7,100 and 8,100 hectares in the ground in China last season, producing around 41 million trays of G3 with Class 1 packout rates on average between 70 percent and 80 percent, though some orchards are above 90 percent. Independent reporting commissioned by Zespri has suggested planting has plateaued after an initial spread, though yields and quality have consistently improved. The reports are available on Canopy here: <https://canopy.zespri.com/full/dashboard/supply-and-operations/g3-in-china/china-environment>. Plantings have been influenced by our strong retail and distribution partnerships, legal action, relative returns for other crops including other kiwifruit varieties and restrictions around land use.

However, there are anecdotal reports of further planting. This will be independently assessed by Mahon China, with their latest report expected to be finalised and made available to growers in November. Local growers reported increasing confidence in their ability to grow G3 and noted returns for some alternative crops, including tea and citrus, were poor.

While feedback was mixed, most growers we spoke with expressed interest in supplying Zespri. They said they were willing to invest further to meet Zespri's quality standards and compliance requirements as long as there was some certainty around their ability to supply at good returns. For some growers

this gap is not expected to be large given the quality of their orchards and production, with two of the growers we spoke with already having GLOBALG.A.P. accreditation to support their own exports. Some growers and post-harvest facilities are operating at significant scale already.

It was made clear to these growers that this was an ongoing industry discussion, and any decision would need to be made by New Zealand growers.

### MARKET DYNAMICS, COMPETITION AND CUSTOMER EXPECTATIONS

China's premium fruit sector is becoming more competitive and sophisticated, and this trend is clearly evident in kiwifruit.

Local growers are investing in brands, orchard performance, post-harvest systems and retail execution. They are highly focused on quality as they seek to fill higher value demand and are already using Zespri and our quality and harvest standards as their guide. Chinese consumers are increasingly willing to pay a premium for local produce that meets their expectations for quality and taste.

There is increasing fruit competition across more of the year. This includes growing volumes of durians and blueberries in April and May, summer fruit in July and August, and local kiwifruit from August through the back end of our season. Historically, Zespri benefited from clearer seasonal windows, but those gaps are narrowing as local production, storage and supply chain capability improve.

Our customers highlighted the importance of being able to supply during key demand periods such as the Mid-Autumn Festival and Chinese New Year, when gifting and retail promotions drive strong consumer demand. We currently sell around seven million trays through the Mid-Autumn Festival period. Chinese New Year demand is estimated to be 20–30 percent larger, but Zespri Kiwifruit is not in the market at that time, creating an opportunity for local G3.

For customers and retailers, the priorities are quality, reliable supply, strong retail execution and a trusted premium brand that can meet consumer expectations across a longer selling season.

### PROTECTING PVRs

We also explored how other businesses are working with growers and what they are doing to protect their PVRs.

There are various models already in place in China. This includes fully vertically integrated businesses – which own orchards, post-harvest and sell directly. In some cases, brands are contracting growers, some focusing on larger growers (one G3 grower has 70 hectares of G3) and in other cases consolidating supply from thousands of smaller growers – including an average orchard size of around 0.15 hectares under one brand. Their feedback was that growers were willing to invest to meet quality standards and that they were consistently removing growers who didn't, confirming this is an established approach in China.

Protecting intellectual property was also a focus for some businesses facing challenges similar to ours. One large local business is undertaking a similar process to what the New Zealand industry is considering, working with local blueberry growers to procure some of the fruit from existing plantings under specific conditions and receive royalties from sales while maintaining a robust legal approach to those operating outside of their system. They reiterated that focusing solely on legal avenues was costly and slow and they did not believe this was a viable option for managing the impact of unauthorised plantings on its own.

### NEXT STEPS

Any China Supply business would require grower approval via a producer vote. Zespri will only proceed to a vote if there is grower support to do so.

As part of this process, we are designing a commercial model for grower feedback which we will release in November. This will include details of how a China Supply business would work, the value at stake for New Zealand growers and the risks and mitigations.

More information is available on the Canopy website here: <https://canopy.zespri.com/full/dashboard/supply-and-operations/g3-in-china>.



China-grown G3 kiwifruit.

# FRUIT QUALITY

## FOCUSING ON QUALITY MANAGEMENT

Fruit quality remains a major focus as the industry moves through the later storage and sales period. Overall quality is tracking slightly below last season, mainly due to higher soft fruit levels onshore and in market.

Zespri SunGold Kiwifruit quality is tracking slightly below recent seasons, with soft fruit the main driver both onshore and in market. Firmness has remained lower than previous years; however, average load-out pressure has stabilised in recent weeks. Minor storage defects, rot and Storage Breakdown Disorder (SBD) remain key areas of focus, particularly for aged inventory and early Mainpack fruit held later in the season.

Zespri Green Kiwifruit quality is also tracking slightly below the past two seasons, reflecting record low harvest firmness and higher soft and overripe fruit. However, the late-season increase in soft defects has occurred later than in 2024, reflecting fruit being harvested at optimal maturity and a shorter expected sales window.

Organic categories continue to sell well, although there are still volumes to clear as fruit quality begins to decline later in the season.

Zespri Organic Green quality has benefited from a shorter sales window and active inventory management. More recent arrivals have experienced higher levels of soft fruit and skin disorder (SKD), which is typical at this stage of the season.

Zespri Organic SunGold remains an area of focus due to higher market failure rates, primarily driven by soft fruit and SKD. This trend has been more pronounced in the larger size grades.

The last trays of organic kiwifruit remain to be shipped, and in the final weeks of load-out our teams have increased inspections, targeted SBD and rot monitoring, implemented quality withdrawals where required, and strengthened Supplier Accountability differential to help manage quality outcomes.

Our in-market teams remain focused on quality inspections, managing target defects and prioritising higher-risk lines to minimise both costs and any impact on consumers.



WANT TO BETTER UNDERSTAND FRUIT QUALITY?

Check out our new Canopy page 'Understand Fruit Quality', which brings together information on how fruit quality is measured, monitored and managed across the supply chain. Whether you're looking for an overview of key quality indicators or want to better understand the factors that influence fruit performance, this new resource makes it easier to find the information you need in one place.

You can access the new page on Canopy here: <https://canopy.zespri.com/full/dashboard/supply-and-operations/fruit-performance/understanding-fruit-quality>

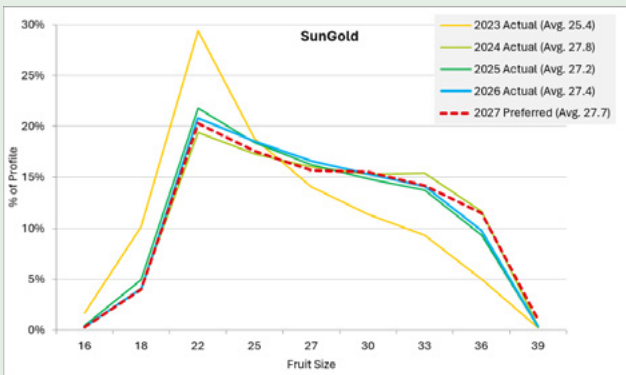
# 2027 SEASON PREFERRED

# FRUIT SIZE

## MAINTAINING THE RIGHT SIZE MIX TO SUPPORT CONSUMER DEMAND AND SUSTAINABLE VALUE

SunGold and Hayward crop size profiles this season were generally well aligned to preferred demand profiles, reinforcing the importance of maintaining the right size mix to meet consumer needs across markets, support our premium brand position, maximise shelf space, and drive sustainable grower returns. Looking ahead to the next growing season, growers should consider the implications of the predicted El Niño weather pattern, alongside other orchard and market factors, when pursuing size and yield targets.

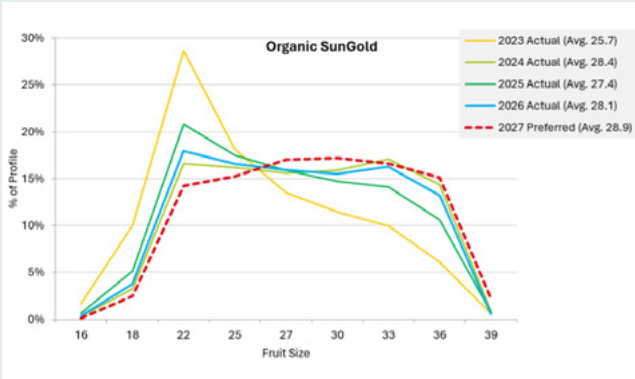
### ZESPRI SUNGOLD KIWIFRUIT



The 2026 season saw a good size profile distribution for Zespri SunGold Kiwifruit, with an average count size of 27.4, closely aligned with the 2027 preferred profile of 27.7. This profile remains unchanged and continues to work well for our market mix, providing a good proportion of larger fruit that attracts higher value in Asian markets such as China, Taiwan and Korea, while also maintaining enough medium to smaller sizes to support demand in markets such as Europe and the US. This size mix helps meet the needs of a wide range of consumers at different price points and through different offerings, including layered trays and loose sales using larger fruit, as well as branded prepacks that are more weighted towards mid and smaller sizes. Maintaining this balanced profile helps maximise shelf space and support sales run rates.

Zespri has limited demand for specific retail programmes for count size 39 SunGold, which will be procured as non-standard supply at similar volumes to 2026.

### ZESPRI SUNGOLD ORGANIC KIWIFRUIT



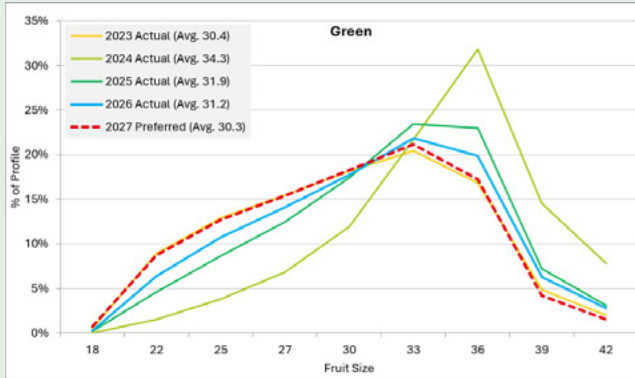
The 2027 Preferred Profile for Zespri SunGold Organic Kiwifruit remains unchanged at 28.9. The 2026 season profile improved to 28.1, moving closer to the preferred profile and better supporting our ability to meet demand across key organic markets.

US demand remains an important growth driver for organics and is primarily weighted towards mid to smaller sizes, which convert well into one or two pound (450-910g) branded prepack offerings in market. At the same time, a balanced profile continues to be important to support the wider market mix and provide flexibility across Asia, Europe and the US.

Zespri has limited demand for specific retailer programmes for count size 39 SunGold Organic, which will be procured as non-standard supply at similar volumes to 2026.

Market access is always a key enabler to each season, and pest management to support improved market access should continue to be the focus for growers to help maximise returns through supply into Asia and the US markets as well as providing greater flexibility and optimisation options.

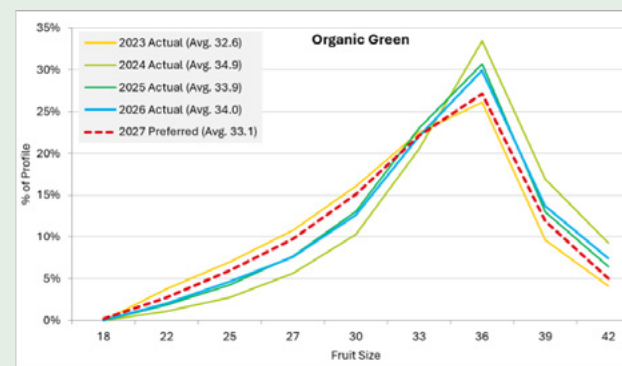
### ZESPRI GREEN KIWIFRUIT



The 2026 size profile for Zespri Green Kiwifruit was 31.2, slightly larger than 2025 but still smaller than the 2027 preferred profile of 30.3. The preferred profile remains unchanged and continues to provide the best balance for market demand, with enough larger fruit to support premium positioning and higher-value sales channels, while limiting the supply of lower-value smaller sizes.

For growers, the message remains to continue striving for larger fruit to maximise OGR and support value in market. A well-sized Green profile helps improve premium differentiation from competitors, provides a better size mix across different sales channels and creates a wider range of offerings on shelf to support brand visibility. Ultimately, this helps drive sales run rates and stronger returns for Hayward growers.

### ZESPRI GREEN ORGANIC KIWIFRUIT



For Zespri Green Organic Kiwifruit, the preferred profile of 33.1 for 2027 is unchanged from previous seasons and continues to provide a good balance of sizes for Asia, Europe and the US. The 2026 season profile was 34.0, similar to 2025 and slightly smaller than the preferred profile.

As with conventional Green, maintaining the right profile is important to support value across markets and sales channels. Low-pest product with good market access continues to be a key enabler for organics, supporting established market demand while providing allocation flexibility to optimise returns each season.

Note: For Zespri RubyRed Kiwifruit, the preferred profile and fruit size information can be found in the September Kiwiflier issue.



## UNLEASH BRAND-LED DEMAND



## GROWN FOR GOOD AT ASIA FRUIT LOGISTICA

## ZESPRI CONNECTS WITH CUSTOMERS AND PARTNERS AT ASIA FRUIT LOGISTICA

Zespri recently attended Asia Fruit Logistica in Hong Kong, the biggest fresh produce trade event in Asia, bringing together customers and industry partners from across the region.

This year, our stand showcased our new global brand platform, Grown for Good. Over the three-day event, we hosted a busy programme of customer meetings, discussions and brand engagement activities, helping showcase how we are continuing to build demand for kiwifruit while championing better nutrition in markets around the world.

The event was attended by Zespri Board Deputy Chair Craig Thompson and Directors Lain Jager and Andrew Dunstan,

along with CEO Jason Te Brake, Chief Strategy Officer Nick Hammond, President Greater China Michael Jiang and other Zespri representatives.

Asia Fruit Logistica is an important opportunity to strengthen relationships, discuss the season with customers and gain insights into changing market dynamics across Asia. More than 16,000 visitors from 95 countries and regions attended this year's event, making it the most internationally attended Asia Fruit Logistica to date.

Jason says the mood amongst our customers was largely positive as we work to finish the season strongly.



Board Director Lain Jager, Deputy Board Chair Craig Thompson and director Andrew Dunstan at Asia Fruit Logistica.



CEO Jason Te Brake with Freda Quan, Regional People Business Partner, China and Wang Wei, CEO of Fruitday.



## ZESPRI TAKES OUT ASIA FRUIT LOGISTICA MARKETING AWARD

Alongside customer and partner engagement at Asia Fruit Logistica, Zespri was recognised at the Asia Fruit Awards, winning the Marketing Campaign of the Year Award for our Jam-Packed with Natural Nutrition campaign.

A key feature of Asia Fruit Logistica, the awards recognise outstanding achievement across Asia's fresh produce industry. The win reflects the success of our first-ever APAC-wide campaign in connecting with consumers and building demand for kiwifruit across the region.

Launched across seven Asia-Pacific markets last year, the campaign was designed to simplify nutrition and help consumers understand that Zespri Kiwifruit are jam-packed with more than 20 vitamins and minerals, despite their small size.

The campaign has been recognised for making nutrition easy to understand and bringing nutrient density to life in a memorable and engaging way, helping build brand awareness and support sales across the region.

The campaign is back for a second year and is currently live across our APAC markets. Following its success last season, it has launched in Australia for the first time and has also been introduced in the United States.

As we work to sell this year's larger crop of 225 million trays, campaigns such as Jam-Packed play an important role in building demand and encouraging repeat purchases.

Zespri APAC Brand Development Manager Chorong Lee says the Jam-Packed campaign reflects the creativity, passion and insight of our teams and partners across Asia-Pacific, helping us connect with consumers while continuing to grow demand.

"With the launch of Grown for Good, our new brand platform championing better nutrition, we will continue to raise the bar and build on this momentum, helping consumers make healthier choices and creating lasting positive change, while supporting sales and delivering strong value back to our growers."



CEO Jason Te Brake with Asia Fruit Logistica Managing Director David Axiotis, Zespri Brand Development Manager APAC Chorong Lee and Managing Director of Fruitnet Media Chris White.

## UNLEASH BRAND-LED DEMAND



## FROM THE MARKETS

## BUILDING STRATEGIC PARTNERSHIPS THROUGH ZESPRI'S PERFECT DISTRIBUTOR PROGRAMME

From shared ambition to shared investment, Zespri and its distributor partners are building the capabilities needed for sustainable growth as we look to build the world's healthiest fruit brand.

Distributors play a critical role in bringing Zespri Kiwifruit to consumers around the world. Our network of 70 distributors sells more than three-quarters of Zespri's global volume, with the top 30 alone accounting for two-thirds of all sales.

Across our markets, distributors are an essential extension of our in-market teams and key partners in our success. The Global Sales Excellence team launched the Perfect Distributor Programme in 2023. The programme is designed to deepen strategic partnerships and accelerate long-term growth through joint investment and initiatives that help distributors build the capabilities needed for the future.

The programme provides a globally consistent framework that sets out what great distributor partnerships look like. Rather than focusing solely on seasonal delivery, it helps us work alongside distributors to create long-term value through stronger planning, capability development and targeted investment, ultimately supporting demand growth and grower returns.

It has been implemented with key partners across China, Hong Kong, Taiwan, Japan, Korea, France and Vietnam, covering 36 percent of Zespri's total volume. The programme has already supported a range of strategic initiatives, including the development of a new 3,900-square-metre warehouse and ripening facility by one of our key distributors in Taiwan, enhanced joint business planning in Japan, first-time access to distributor and retail data in Korea to inform decision-making, and co-investment in a third-party sales force in France to strengthen in-store execution and support growth. Together, these initiatives are helping improve fruit quality, availability and customer partnerships, while laying the foundations for future demand growth.

## WHAT'S NEXT?

We will continue expanding the Perfect Distributor Programme across core markets, with the United States joining the programme earlier this year through distributor Oppy.

The Netherlands and Spain are also set to bring their key distributors into the programme later in the year. The aim is to progressively bring all top 30 distributors into the programme by 2035, creating a stronger, more connected distributor network that can deliver sustainable growth and greater value for growers, customers and consumers.

## DISTRIBUTOR MARKET TOUR

The Distributor Market Tour is an extension of the Perfect Distributor Programme, providing a platform for our top 30 distributor partners to share best practice and create value through learning together. Following the inaugural tour in China in 2024, the 2025 Europe tour brought together close to 90 participants.

Building on this success, key strategic customers were invited to Momentum 2026, where they connected with Board members, the Executive team, growers and industry partners to deepen their understanding of our 2035 strategy.



Zespri President APAC Ichiro Anzai with Dole President CEO Aoki Hiroshi.

## MARKET SPOTLIGHT - JAPAN

As part of our Perfect Distributor Programme, Zespri and Dole Japan recently came together to review progress, align on priorities and strengthen our long-term partnership.

As our strategic partner in Japan, Dole plays an important role in growing the kiwifruit category and helping create value for customers and consumers. The meeting brought together leaders from both organisations to discuss performance and opportunities for future growth.

A key outcome was the signing of a 2026-2028 Strategic Scorecard, which outlines the priorities that will support long-term growth in the Japanese market. These include strengthening joint business planning with 23 customers in Japan, improving in-store execution through the Perfect Store Programme and expanding sales through new channels such as ready-to-eat initiatives.

## NUTRITION HAZARD MAP LAUNCHED IN JAPAN

We've launched Japan's first Nutrition Hazard Map – a new online platform designed to help consumers better understand nutrition challenges in their local communities and encourage healthier eating habits.

Developed as part of the Zespri Nutrition Reform Project, the Nutrition Hazard Map was created in collaboration with leading nutrition experts and academic advisors. The map uses data from around 10,000 consumers across all 47 prefectures to build a picture of nutrition across the country.

The data has been brought to life through a 'Nutrition Fireworks' experience, helping consumers explore nutrition challenges in their local communities in an easy-to-understand way and encouraging them to make healthier choices, such as Zespri Kiwifruit.

The launch of the Nutrition Hazard Map was supported by a media event featuring a planetarium screening of the nutrition fireworks display, attracting 75 media outlets. The campaign has since reached consumers nationwide through 49 newspapers across all 47 prefectures, with a combined circulation of around 10 million copies.

A digital advertising campaign supporting the project has also reached 16 million people, encouraging consumers to explore nutrition data and insights for their local area, and the role nutrient-dense foods, including kiwifruit, can play as part of a healthy diet.

The Nutrition Hazard Map will continue to be updated with new data and insights over time. Zespri Japan is also exploring opportunities to work with local communities and government agencies to support healthier food environments across the country.

## SINGAPORE CAMPAIGN HELPS CONSUMERS DECODE NUTRITION IN EVERYDAY MEALS

A new survey has found that while Singaporeans are thinking about healthy eating, many are unsure about the nutrients in the meals they eat every day.

The survey found that while nine in 10 Singaporeans think about whether a meal keeps them full, seems healthy or contains ingredients they are trying to limit, only around one in 10 feel clear about the nutrients their everyday meals provide.

To help address this gap, Zespri has launched 'Decode Your Meal', a campaign designed to help consumers better understand the nutritional content of everyday meals and how simple additions, such as Zespri Kiwifruit, can help add more nutrients to their day.

At the heart of the campaign is the Meal Decoder, an AI-powered tool that uses food-recognition technology developed by Singapore Management University. Users simply take a photo of a meal, and the platform provides an estimate of its nutritional content, including key nutrients. The tool also shows how adding kiwifruit could enhance the meal's nutritional profile.

The campaign ran at Singapore's Lau Pa Sat hawker centre during September, bringing nutrition education into a setting where many everyday food choices are made. Visitors took part in interactive activities, learned more about the nutritional benefits of kiwifruit, sampled fruit and tried the Meal Decoder experience for themselves.



# PORT OF TAURANGA APPROVAL MARKS IMPORTANT MILESTONE FOR FRUIT EXPORT GROWTH

**Approval of the Port of Tauranga's Stella Passage development project marks an important milestone for the future growth of New Zealand's kiwifruit industry and the supply chain that supports it.**

The development has been approved under the Fast-track Approvals Act 2024, subject to conditions. It involves extending the Sulphur Point container berth by 385 metres (in two stages) and the Mount Maunganui wharves by 315 metres, by converting existing cargo storage land within the port's current footprint. It also involves associated reclamation of the land behind the new wharves and dredging of the passage.

Port of Tauranga Chief Financial Officer Simon Kebbell says the Stella Passage development is vital strategic infrastructure to support future freight growth for New Zealand.

"It will improve the resilience and efficiency of the international supply chain and lower costs for importers and exporters. The development is urgently needed so it is a great relief to reach this important milestone."

Zespri CEO Jason Te Brake says the approval is welcome news for the kiwifruit industry.

"More than 95 percent of our New Zealand-grown kiwifruit is exported through the Port of Tauranga, making it a critical piece of infrastructure for the industry and wider Bay of Plenty economy."

"As the kiwifruit industry continues to grow, it's important that our supply chain infrastructure keeps pace. Additional port capacity will help support the future growth in export volumes, improve logistics efficiency, allow larger, more carbon-efficient ships to service Tauranga, and maintain New Zealand's competitiveness in international markets."

"This project will also play an important role in supporting our 2035 strategy and our goal of transforming global supply so we can continue to deliver high-quality Zespri Kiwifruit to consumers around the world more efficiently and reliably."

"This approval marks an important milestone, and we look forward to seeing the next steps of this project progress as soon as practicable to support future growth while delivering strong returns for growers."



## BOARD APPOINTS DAVID WALSH AS INDEPENDENT DIRECTOR



**DAVID WALSH**  
Incoming Independent Director



**JONATHAN MASON**  
Retiring Independent Director

Independent Director Jonathan Mason will retire from the Zespri Board on 1 February 2027, after 13 years of service and a significant contribution to both Zespri and the wider kiwifruit industry.

Board Chair Nathan Flowerday thanks Jonathan for his contribution to Zespri and the wider kiwifruit industry.

"Jonathan has made an outstanding contribution over the past 13 years. His leadership, sound judgement, strong financial oversight as Chair of the Audit and Risk Management Committee, and commitment to Zespri have helped guide the business through a period of significant growth and change."

Following an extensive recruitment process, the Board has appointed David Walsh as an Independent Director, with his appointment taking effect from 1 February 2027.

Under the Zespri Group Limited Constitution, the Board can appoint a director to fill a casual vacancy that arises between Annual Meetings. With Jonathan having signalled his intention to retire earlier this year, the Board was able to undertake a thorough search for a candidate with the

skills and experience needed to support the business into the future.

David recently announced he will step down as Chief Executive of New Zealand Post. He brings significant senior financial leadership experience, including his time as Chief Financial Officer at New Zealand Post, along with broad commercial expertise across the consumer, logistics, infrastructure, export and financial services sectors.

He also brings strong governance experience through a range of current and previous directorships across cooperative and corporate organisations, including Tatua Dairy Co-operative, where he chairs the Audit, Risk and Compliance Committee.

Nathan says the Board is pleased to have secured a director with David's breadth of experience.

"David brings a strong combination of financial leadership, commercial expertise and governance experience. We look forward to welcoming him in February and working with him as we continue to support the long-term success of our industry."

## NEW ZEALAND LEGISLATIVE UPDATE

As Parliament rises on 1 October ahead of the election, here's an update on two issues which remain important to the long-term success of New Zealand kiwifruit growers: Plant Variety Rights Act amendments and the India Free Trade Agreement.

### PVR ACT AMENDMENTS REMAIN OUR TOP POLICY PRIORITY

While the Government has not yet progressed the Plant Variety Rights Act amendments, citing pressure from its legislative work programme, we continue to see strong support for the changes across Parliament and the wider business community.

The proposed changes were announced in May and would strengthen protection for plant varieties between an application being filed and a Plant Variety Right being granted. They would also extend the protection period from 25 to 30 years. This would give breeders and growers greater confidence to invest in innovation and help retain more value from New Zealand-developed varieties in New Zealand.

We have continued to advocate for the amendments and build broad support across Parliament. We are asking parties to make the legislation a top priority for the next parliamentary term.

Support extends beyond the primary sector. BusinessNZ has included the amendments in its policy priorities, reflecting their importance to investment, productivity and export growth.

Progressing the amendments remains our top policy priority, and we will continue working across Parliament and with industry stakeholders to build support for the legislation.

### INDIA FREE TRADE AGREEMENT (FTA) CLEARS PARLIAMENT, OPENING THE DOOR TO MARKET GROWTH

New Zealand's FTA with India passed its final vote in Parliament on 16 September, bringing kiwifruit growers closer to lower tariffs and greater access to this important market.

The agreement will enter into force on 20 October and growers will access the agreement's benefits from the 2027 season.

The deal provides duty-free access for New Zealand kiwifruit within a tariff-rate quota, which grows over time to 15,000 tonnes. Fruit outside the quota will face a reduced tariff of 16.5 percent, down from the current 33 percent.

The changes are expected to save the industry around \$128 million in tariffs over the first five years. They will give us more scope to send fruit to India, invest in building demand and return more value to growers.

India is still a relatively small market today, with 2.08 million tray equivalents sold in 2025/26. With improved access, we estimate overall kiwifruit sales in India could grow to one of our core markets over the decade. India's growing middle class and increasing appetite for premium fruit create a significant long-term opportunity for New Zealand growers.

The New Zealand industry-funded, five-year Kiwifruit Action Plan is already underway alongside the agreement. It supports India's counter-seasonal green kiwifruit industry while protecting our proprietary varieties. No Zespri SunGold Kiwifruit plant material or other protected plant material will be shared. You can read more about the Kiwifruit Action Plan on Canopy here: <https://canopy.zespri.com/full/dashboard/supply-and-operations/government-regulatory-legal/india-free-trade-agreement>

## CANADA AND JAPAN STRENGTHEN PVR PROTECTION

**Canada and Japan have recently strengthened plant variety rights (PVR) protections for woody crops, including kiwifruit, reflecting growing international recognition of the time, investment and expertise required to develop new cultivars.**

In Canada, amendments to the Plant Breeders' Rights Regulations came into force at the end of April, extending protection from 20 years to 25 years for varieties registered after that date. The Canadian Government says the changes are designed to modernise the country's plant innovation framework, encourage investment in breeding, and align more closely with international standards.

Just a few months later, Japan introduced even longer protection periods for woody plants. New legislation passed in July extends protection from 30 years to 40 years for fruit trees and other woody species and applies to both existing and future protected varieties. Japan also introduced additional measures aimed at preventing the unauthorised export and propagation of valuable plant varieties overseas.

For New Zealand's kiwifruit industry, these developments highlight the increasing international focus on the importance of intellectual property protection. Strong plant variety rights play an important role in supporting investment in breeding programmes and helping protect the value of new cultivars once they are commercialised.

The changes are particularly relevant as Zespri continues to invest in the development of future kiwifruit varieties through the Kiwifruit Breeding Centre in partnership with the Bioeconomy Science Institute. This work helps deliver cultivars that meet changing consumer preferences, help growers respond to rising costs and climate change, and create long-term value for growers, shareholders and New Zealand.

TRANSFORM GLOBAL SUPPLY



ZESPRI GLOBAL SUPPLY (ZGS)



2027 NORTHERN HEMISPHERE SUNGOLD ALLOCATION APPROVED

The Zespri Board approved the allocation of 420 hectares for Year 3 of the 2027 Northern Hemisphere SunGold programme: 240 hectares in Italy, 120 in Greece and 60 in France.

Italy remains the largest ZGS production base, while France and Greece will continue to expand gradually. France's allocation reflects strong demand and confidence in the industry's growth potential. Greece will focus on bringing recently planted orchards into production. No new hectares were allocated in Asia, where the focus remains on supply balance and post-harvest capacity.

The next step is to select projects and finalise planting plans. Planting will start from 1 January 2027.

The programme remains on track, with the 420 hectares allocated in Years 1 and 2 progressing well through the planting phase. This reflects the continued commitment of growers and suppliers, while interest in future projects remains steady.

SunGold therefore remains an attractive option for growers looking to develop or diversify their orchards. The programme will continue at a measured pace, with a focus on project quality and successful orchard establishment.

| Country      | Year 1 | Year 2 | Year 3 | Total    |
|--------------|--------|--------|--------|----------|
| Italy        | 300 ha | 260 ha | 240 ha | 800 ha   |
| Greece       | 70 ha  | 120 ha | 120 ha | 310 ha   |
| France       | 40 ha  | 40 ha  | 60 ha  | 140 ha   |
| South Korea  | 10 ha  | -      | -      | 10 ha    |
| Annual Total | 420 ha | 420 ha | 420 ha | 1,260 ha |

ZGS CROP ESTIMATE SEPTEMBER 2026

Based on the September 2026 Official Supply Estimate, ZGS origins across Europe and Asia are expected to deliver a strong season, with total production forecast at 28.84 million tray equivalents (TE), significantly above 2025 levels. Growth is mainly driven by increased producing hectares, stronger crop loads and the continued recovery of key production regions, particularly Italy.

Italy remains the largest contributor, with an estimated 24.29 million TE, supported by new hectares and resilient Bounty rootstock orchards despite exceptional summer heat. Korea is forecast at 1.98 million TE, benefiting from favourable pollination conditions and higher crop loads, although late-season heat stress remains a risk. Japan is expected to reach 0.77 million TE, with higher crop loads supporting production despite limited summer rainfall and concerns around typhoons. France is forecast at 1.75 million TE, close to 2025 levels, but faced flooding, repeated heatwaves and a hailstorm. Greece continues to perform strongly, with production estimated at 45,000 TE, up 18.2 percent on last year thanks to favourable weather and improved orchard performance.

Across all origins, weather remains the key variable in the final weeks before harvest, with fruit size, fruit drop, storage performance and climatic events continuing to influence final outcomes. Overall, the September estimate confirms a positive outlook for ZGS supply, highlighting the resilience of growers and the benefits of ongoing orchard development across the global supply base.

| OSE                 | Total ZGS | Japan | Korea | Italy | France | Greece |
|---------------------|-----------|-------|-------|-------|--------|--------|
| 2025 forecast m TE  | 24.82     | 0.72  | 1.72  | 20.56 | 1.78   | 0.038  |
| September 2026 m TE | 28.84     | 0.77  | 1.98  | 24.29 | 1.75   | 0.045  |

ZGS GROWER ENGAGEMENT ACCELERATES

As the 2026 harvest season approaches, ZGS is continuing to strengthen grower engagement across Europe and Asia through a programme of pre-harvest meetings, technical events and operational readiness activities.

Across Europe, more than 350 growers have already participated in meetings in France and Italy, with seven pre-harvest meetings completed and additional sessions scheduled throughout September. Greece will also host grower meetings later this month, helping ensure alignment across all European growing regions. These discussions have focused on packout improvement, harvest criteria, quality standards, operational processes, plant material and preparations for the upcoming Zespri SunGold

Kiwifruit selling season, building on the strong engagement established through the Grower Forum, Roadshow and FGAB/IGAB initiatives.

In Asia, Japan will hold a grower meeting in September alongside pre-harvest field days across all growing regions, while Korea is preparing field days focused on best harvest practices, optimal harvest timing and harvest resources. Additional activities, including harvest audits in high-risk orchards, residue testing and crop monitoring programmes, are helping support fruit quality and harvest readiness.

Together, these initiatives demonstrate the strong momentum of the ZGS programme and the continued focus on supporting growers ahead of harvest across all growing regions.



ZGS pre-harvest meeting.

G3 HARVEST OUTLOOK: RESILIENCE THROUGH A CHALLENGING SEASON

Despite a demanding summer marked by heat, rainfall and contrasting regional conditions, the 2026 G3 season is entering harvest with a positive outlook. Across Europe and Asia, technical support, close monitoring and improved orchard practices are helping growers protect fruit quality and prepare for harvest.

In Europe, growing conditions varied significantly. Italy and France faced prolonged heat stress, while Greece experienced milder seasonal conditions. Italian orchards recorded more than 50 days above 35°C, but effective canopy management helped preserve fruit quality. Blocks grafted on Bounty rootstock continued to deliver stronger performance, with higher yields and larger fruit sizes than traditional Hayward rootstocks. In France, sizing has been limited by factors including more than 20 days above 35°C and localised hailstorms, but harvest has started successfully and is currently ahead of last year's schedule. Greece, with only three days above 35°C, is reporting strong fruit volume and size.

In Asia, Korea and Japan are also showing encouraging progress. In Korea, targeted extension work on side rot and dehydration is improving orchard practices, supporting healthier crops and helping reduce fruit losses. Fruit size initiatives and investments in packhouse capability are also helping strengthen productivity and harvest management.

Japan has completed its first monitoring round, providing valuable insight into crop development. While initial summer stress suggested earlier maturity, recent rainfall and cooler temperatures have made harvest timing less predictable. Continued monitoring will remain important in supporting harvest decisions and maintaining quality standards.

Overall, despite different seasonal pressures across regions, the 2026 crop outlook remains positive. Strong technical support, active monitoring and better orchard management continue to position growers well to deliver high-quality fruit to market.



Zespri SunGold in France.

## 2026 SEASON PROGRESS PAYMENTS FOR OCTOBER AND NOVEMBER

| CLASS 1 - APPROVED 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                                | \$0.44                | \$1.45     | \$0.90 | \$0.35 | \$0.40 | \$0.40    | \$0.05    |
| Zespri Gold3                                        | \$0.36                | \$0.30     | \$0.20 | \$0.50 | \$0.70 | No supply | No supply |
| Zespri Organic Gold3                                | \$0.23                | \$0.05     | \$0.05 | \$0.10 | \$1.30 | 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    |

| CLASS 1 - INDICATIVE PROGRESS PAYMENT 13 NOVEMBER 2026 | AVERAGE ON NET SUBMIT | 16/18/22   | 25/27  | 30/33  | 36     | 39        | 42        |
|--------------------------------------------------------|-----------------------|------------|--------|--------|--------|-----------|-----------|
| Zespri Green                                           | \$0.23                | \$0.05     | \$0.20 | \$0.40 | \$0.05 | \$0.05    | \$0.05    |
| Zespri Organic Green                                   | \$0.26                | \$0.40     | \$0.40 | \$0.25 | \$0.25 | \$0.25    | \$0.05    |
| Zespri Gold3                                           | \$0.77                | \$0.70     | \$0.50 | \$1.00 | \$1.20 | No supply | No supply |
| Zespri Organic Gold3                                   | \$0.17                | \$0.05     | \$0.10 | \$0.20 | \$0.50 | No supply | No supply |
| Zespri Red19                                           | \$0.82                | \$0.90     | \$0.90 | \$0.90 | \$0.80 | \$0.80    | \$0.70    |
| Zespri Green14                                         | \$0.08                | No payment | \$0.05 | \$0.05 | \$0.10 | \$0.10    | \$0.10    |

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



## FINANCIAL COMMENTARY

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

Progress payments for Organic Green all sizes, with the exception of size 42 have decreased from the indicative forecast, due to an updated shipping schedule with fruit going later in the year and finalisation of Kiwistart volumes. The changes have resulted in an increase in service & incentive payments, reducing the amount available for progress payments. Progress payments for Organic Gold3 sizes 30/33 and 36 have decreased on indicative, predominately due to risk around in market fruit quality.

The cashflow tables on page 9 provide a monthly breakdown of all payments. This helps illustrate the relationship between progress payments and other types of payments.

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

| Class 1              |        |
|----------------------|--------|
| Zespri Green         | \$0.05 |
| Zespri Organic Green | \$0.44 |
| Zespri Gold3         | \$0.36 |
| Zespri Organic Gold3 | \$0.23 |
| Zespri Red19         | \$0.38 |
| Zespri Green14       | \$0.29 |

**November 2026 indicative progress payments on Net Submit trays**  
Indicative per tray progress payments for 13 November 2026:

| Class 1              |        |
|----------------------|--------|
| Zespri Green         | \$0.23 |
| Zespri Organic Green | \$0.26 |
| Zespri Gold3         | \$0.77 |
| Zespri Organic Gold3 | \$0.17 |
| Zespri Red19         | \$0.82 |
| Zespri Green14       | \$0.08 |

## LOYALTY PAYMENT: UPDATE BANK ACCOUNT AND GST DETAILS

Zespri pays loyalty directly to growers, and the next payment is due to be made in January. Growers who supplied us with a crop in 2026 will receive the first instalment in January and the second in June 2027.

If any of the following details have changed, you will need to visit the Industry Portal before the end of the year to ensure we have the details needed to process the payment in January 2027:

- Bank name
- Account number
- GST number, or
- You have a new entity for payment this year.

We've developed an easy online form on the Zespri Industry Portal where growers can enter their bank account details, GST number, and proof of account. Head to the Industry Portal via the quick links on the Canopy homepage or here: <https://canopy.zespri.com/full/dashboard/tools-and-resources/tools/industry-portal>

**For step-by-step instructions:**  
Refer to the *Updating your bank account and GST details via Industry Portal user guide* here: <https://canopy.zespri.com/content/dam/new-canopy/nz/en/documents/public/update-your-bank-account-and-gst.pdf>



If you need assistance with accessing the portal or updating your details, contact our Grower Support Services team: **email** [contact.canopy@zespri.com](mailto:contact.canopy@zespri.com) or **call** 0800 155 355.

# CLASS 1 FRUIT AND SERVICE PAYMENTS AND TIMINGS

(INCLUDING LOYALTY PREMIUM)

The tables below show the actual payments to date and, in the shaded area, final payments for the 2026 Season.

Actual payments made YTD are above the dotted line with the average amount paid. Payments yet to be made are indicated below the dotted line.

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

| ZESPRI GOLD3 OCTOBER                                |        |               |                          |              |          |                             |                    |
|-----------------------------------------------------|--------|---------------|--------------------------|--------------|----------|-----------------------------|--------------------|
| 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       | \$0.13   | \$11.17                     | 65%                |
| Oct-26                                              |        | \$0.49        | \$0.60                   | \$0.23       | \$0.36   | \$12.87                     | 75%                |
| Nov-26                                              |        | \$0.39        | \$0.01                   | \$0.96       | \$0.77   | \$14.99                     | 87%                |
| Dec-26                                              |        | \$0.04        | \$0.01                   | \$0.01       | \$1.10   | \$16.15                     | 94%                |
| Jan-27                                              |        |               | \$0.01                   |              |          | \$16.16                     | 94%                |
| Feb-27                                              |        |               | \$0.01                   |              | \$0.74   | \$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 | \$1.26        | \$0.63                   | \$3.02       | \$2.67   | \$11.17                     |                    |
| Balance to pay                                      | \$0.00 | \$0.92        | \$0.63                   | \$1.21       | \$3.27   | \$6.04                      |                    |
| Total fruit and service payments - 2026/27 Forecast |        |               |                          |              |          | \$17.21                     |                    |

| ZESPRI ORGANIC GOLD3 OCTOBER                        |        |               |                          |              |          |                             |                    |
|-----------------------------------------------------|--------|---------------|--------------------------|--------------|----------|-----------------------------|--------------------|
| 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       | \$0.05   | \$14.60                     | 69%                |
| Oct-26                                              |        | \$0.11        | \$0.67                   | \$0.12       | \$0.23   | \$15.72                     | 75%                |
| Nov-26                                              |        | \$0.03        | \$0.00                   | \$1.51       | \$0.17   | \$17.44                     | 83%                |
| Dec-26                                              |        | \$0.02        | \$0.00                   |              | \$1.35   | \$18.81                     | 89%                |
| Jan-27                                              |        |               | \$0.00                   |              |          | \$18.82                     | 89%                |
| Feb-27                                              |        |               | \$0.00                   |              | \$1.78   | \$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 | \$1.16        | \$0.60                   | \$5.80       | \$2.78   | \$14.60                     |                    |
| Balance to pay                                      | \$0.00 | \$0.16        | \$0.69                   | \$1.63       | \$3.98   | \$6.46                      |                    |
| Total fruit and service payments - 2026/27 Forecast |        |               |                          |              |          | \$21.06                     |                    |

| ZESPRI RED19 OCTOBER                                |        |               |                          |              |          |                             |                    |
|-----------------------------------------------------|--------|---------------|--------------------------|--------------|----------|-----------------------------|--------------------|
| 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   | \$16.31                     | 80%                |
| Aug-26                                              |        |               | -\$0.01                  |              | \$0.83   | \$17.13                     | 84%                |
| Sep-26                                              |        |               | -\$0.01                  |              | \$1.40   | \$18.52                     | 91%                |
| Oct-26                                              |        |               |                          |              | \$0.38   | \$18.90                     | 92%                |
| Nov-26                                              |        |               | -\$0.01                  |              | \$0.82   | \$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                  |              | \$0.32   | \$20.12                     | 98%                |
| Mar-27                                              |        |               | -\$0.01                  |              | \$0.10   | \$20.21                     | 99%                |
| Apr-27                                              |        |               |                          |              | \$0.10   | \$20.31                     | 99%                |
| May-27                                              |        |               |                          |              |          | \$20.31                     | 99%                |
| Jun-27                                              |        |               |                          |              | \$0.15   | \$20.46                     | 100%               |
| Paid YTD                                            | \$5.10 | \$0.04        | -\$0.03                  | \$0.00       | \$13.41  | \$18.52                     |                    |
| Balance to pay                                      | \$0.00 | \$0.00        | -\$0.04                  | \$0.00       | \$1.98   | \$1.94                      |                    |
| Total fruit and service payments - 2026/27 Forecast |        |               |                          |              |          | \$20.46                     |                    |

| ZESPRI GREEN OCTOBER                                |        |               |                          |              |          |                             |                    |
|-----------------------------------------------------|--------|---------------|--------------------------|--------------|----------|-----------------------------|--------------------|
| 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       | \$0.23   | \$11.69                     | 87%                |
| Dec-26                                              |        | \$0.03        | \$0.01                   | \$0.00       | \$0.83   | \$12.56                     | 93%                |
| Jan-27                                              |        |               | \$0.01                   |              |          | \$12.57                     | 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 | \$0.85        | \$0.36                   | \$3.33       | \$1.58   | \$8.88                      |                    |
| Balance to pay                                      | \$0.00 | \$0.77        | \$0.42                   | \$1.40       | \$2.04   | \$4.64                      |                    |
| Total fruit and service payments - 2026/27 Forecast |        |               |                          |              |          | \$13.51                     |                    |

| ZESPRI ORGANIC GREEN OCTOBER                        |        |               |                          |              |          |                             |                    |
|-----------------------------------------------------|--------|---------------|--------------------------|--------------|----------|-----------------------------|--------------------|
| 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        | \$0.00                   |              |          | \$3.33                      | 20%                |
| Jun-26                                              |        | \$0.03        | \$0.00                   |              | \$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        | \$0.00                   | \$1.67       | \$0.05   | \$11.09                     | 65%                |
| Oct-26                                              |        | \$0.43        | \$0.37                   | \$0.31       | \$0.44   | \$12.64                     | 74%                |
| Nov-26                                              |        | \$0.26        | \$0.00                   | \$1.25       | \$0.26   | \$14.41                     | 85%                |
| Dec-26                                              |        | \$0.07        | \$0.00                   | \$0.00       | \$1.13   | \$15.61                     | 92%                |
| Jan-27                                              |        |               | \$0.00                   |              |          | \$15.62                     | 92%                |
| Feb-27                                              |        |               | \$0.00                   |              | \$0.93   | \$16.55                     | 97%                |
| Mar-27                                              |        |               | \$0.00                   |              | \$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 | \$0.76        | \$0.36                   | \$4.26       | \$2.41   | \$11.09                     |                    |
| Balance to pay                                      | \$0.00 | \$0.76        | \$0.39                   | \$1.56       | \$3.21   | \$5.92                      |                    |
| Total fruit and service payments - 2026/27 Forecast |        |               |                          |              |          | \$17.01                     |                    |

| ZESPRI GREEN14 OCTOBER                              |        |               |                          |              |          |                             |                    |
|-----------------------------------------------------|--------|---------------|--------------------------|--------------|----------|-----------------------------|--------------------|
| 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       | \$1.08   | \$10.78                     | 75%                |
| Oct-26                                              |        |               | \$0.42                   |              | \$0.29   | \$11.49                     | 80%                |
| Nov-26                                              |        |               | \$0.00                   | \$0.84       | \$0.08   | \$12.40                     | 86%                |
| Dec-26                                              |        |               | \$0.00                   |              | \$0.43   | \$12.82                     | 89%                |
| Jan-27                                              |        |               | \$0.00                   |              |          | \$12.82                     | 89%                |
| Feb-27                                              |        |               | \$0.00                   |              | \$0.68   | \$13.50                     | 94%                |
| Mar-27                                              |        |               | \$0.00                   |              | \$0.47   | \$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                   | \$3.33       | \$4.06   | \$10.78                     |                    |
| Balance to pay                                      | \$0.00 | \$0.00        | \$0.40                   | \$0.84       | \$2.36   | \$3.60                      |                    |
| Total fruit and service payments - 2026/27 Forecast |        |               |                          |              |          | \$14.37                     |                    |

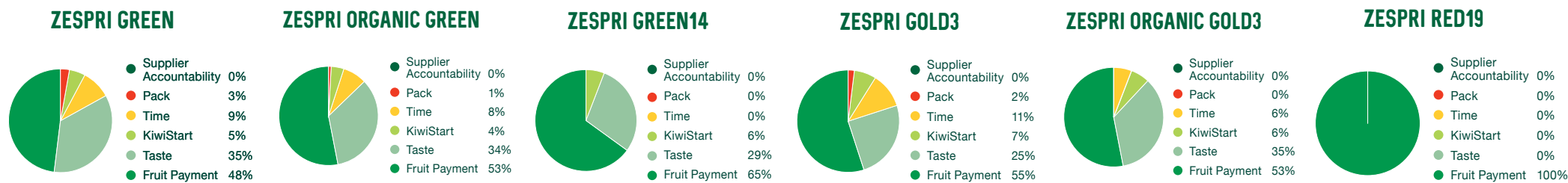
Note 1: The submit and progress payments detailed in the tables are based on net submit trays.

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





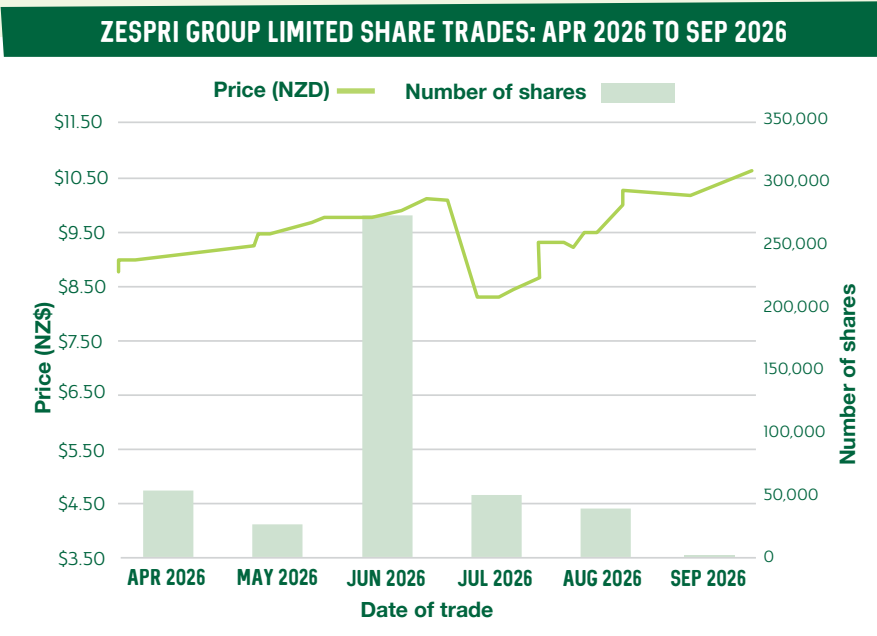
# SHARES UPDATE: OCTOBER

## WHAT'S HAPPENING IN THE MARKET

| BIDS (BUYERS) |          |         |
|---------------|----------|---------|
| Orders        | Quantity | Price   |
| 1             | 9,900    | \$10.20 |
| 1             | 5,000    | \$10.15 |
| 1             | 10,000   | \$10.15 |
| 1             | 1,000    | \$9.70  |
| 1             | 1,000    | \$9.50  |

| OFFERS (SELLERS) |          |         |
|------------------|----------|---------|
| Orders           | Quantity | Price   |
| 1                | 1,000    | \$10.70 |
| 1                | 1,000    | \$11.00 |

| LAST 10 TRADES |          |         |           |
|----------------|----------|---------|-----------|
| Date           | Quantity | Price   | Value     |
| 24/09/2026     | 1000     | \$10.70 | \$10,700  |
| 03/09/2026     | 100      | \$10.10 | \$1,010   |
| 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   |



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 21 SEPTEMBER 2026

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

NUMBER OF SHARES

0

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

### DRY SHARES CONVERTING TO CLASS B THIS MONTH

NUMBER OF SHARES

0

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

### NUMBER OF CLASS B SHARES

NUMBER OF SHARES

1.87M

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

### DIRECTOR SHARE TRADING AS AT 21 SEPTEMBER 2026

NUMBER OF SHARES BOUGHT

1.3M

NUMBER OF SHARES SOLD

1.3M

Shares traded by entities associated with Zespri Directors. Please note that the shares traded by directors this month were transactions between related entities.



## 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

NUMBER OF DRY SHARES

7.5M

NUMBER OF DRY SHAREHOLDERS

168

NUMBER OF OVERSHARED SHARES

1.62M

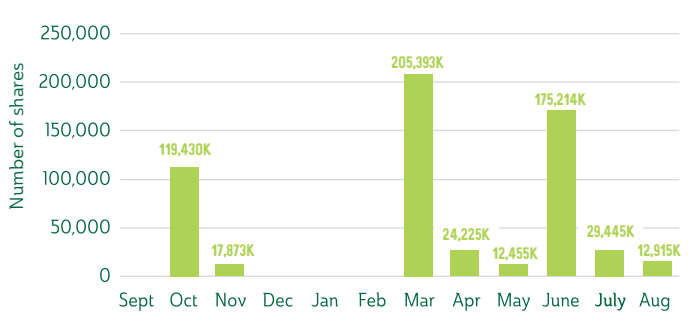
NUMBER OF OVERSHARED SHAREHOLDERS

15

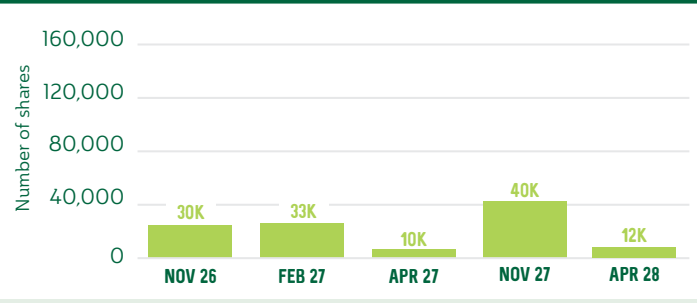
DISCLAIMER: The above figures are a snapshot in time and are subject to change at any time due to shares being traded.

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

B CLASS SHARES ARE NOT ELIGIBLE FOR DIVIDENDS



### OVERSHARED SHARES SANCTION END DATES



## LOOKING TO BUY ZESPRI SHARES?

### WHO CAN PURCHASE SHARES?

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

### OFF-MARKET TRADING

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

### ON-MARKET SHARE TRADING

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

### CHOOSE A USX-APPROVED BROKER



### SHARES AVAILABILITY BOARD

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

There is currently one seller with 23,040 shares listed for sale on the Shares Availability Board, while 35 buyers are collectively seeking a total of 3,237,500 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 the Canopy as a dry shareholder, please get in touch with the Zespri Shares team.

# NZKGI UPDATES



## NZKGI CEO ANNOUNCES RESIGNATION

NZKGI CEO Colin Bond has announced his resignation from the organisation with his departure planned for Q1 2027.

Colin says, "The decision to leave is a personal one. After considerable reflection, I feel that now is the right time to hand over the reins to a new CEO. NZKGI is well placed. While I plan to leave the organisation in the first quarter of next year, I'm looking forward to spending more time with my family before considering what comes next."

NZKGI Chairperson Whetu Rolleston says, "I'm certain you will all join with me to acknowledge and celebrate Colin's tenure as NZKGI CEO. Colin joined NZKGI in May 2021 and, during his time as CEO, has significantly increased the value the organisation delivers through its advocacy for New Zealand kiwifruit growers."

Colin has positioned the organisation well for the future, with strong foundations and strength in the organisation to continue to deliver to growers. We fully respect his decision and thank him for the outstanding contribution he has made to growers and the wider industry. Colin leaves with our gratitude, respect, and best wishes."

NZKGI's Executive team will now begin the recruitment process for a new CEO to ensure a smooth and orderly transition.



# SPRAY DIARY IS RETIRING

## INTRODUCING MY GROWING PORTAL

Spray Diary will be retired before Christmas and replaced by My Growing Portal. This change brings together your orchard records, reports and Schedule 5 processes in one place.

My Growing Portal will be a single digital home for your orchard information, accessible from your phone, tablet or computer. All your existing Spray Diary records, including spray, equipment and business records, will transfer automatically, so you won't need to re-enter any historical information.

The portal will also include functions currently handled through the Industry Portal. You'll be able to initiate and sign Schedule 5 digitally, while accessing your KPIN records, production data and reports alongside your orchard records. Before launch, you'll be guided through your information, records and user access settings so you can be confident everything is correct before using the system.

### BEFORE MY GROWING PORTAL GOES LIVE, THERE ARE TWO THINGS YOU NEED TO DO:

- Make sure Zespri has your current email address.
- Check who has access to your orchards and organisation in the Industry Portal.

Anyone with access to the Industry Portal will automatically have access to My Growing Portal, so now is a good time to remove anyone who no longer needs access and ensure only the right people can view your orchard information.

Spray Diary will be decommissioned before Christmas, and we'll share more information in the coming weeks. In the meantime, you can find answers to frequently asked questions on Canopy: <https://canopy.zespri.com/full/dashboard/tools-and-resources/horizon/My-Growing-Portal>.



# KVH UPDATES

## HIGH-RISK SEASON IS HERE: ORDER YOUR PEST ID RING CARDS NOW



With spring bringing increased biosecurity risk, now is the perfect time to make sure identification resources are close at hand.

KVH's handy pest ID ring cards feature many of the key biosecurity threats to the New Zealand kiwifruit industry, including insects and diseases. Each card includes clear photos, distinguishing features, likely symptoms or signs of damage, and information to help identify lookalike species. The cards also explain what action to take if something unusual is found.

Designed for orchard staff, contractors, consultants and visitors, the durable, waterproof, pocket-sized cards are an easy way to build awareness and help everyone on orchard know what to look for and what to report.

Order your free set today, helping strengthen our industry's early detection capability and preparedness.

Order now and be prepared for the season ahead by emailing [info@kvh.org.nz](mailto:info@kvh.org.nz)

# 2027 GROWER TOURS: REGISTER NOW!



For more than 20 years, we've hosted grower tours to our key markets, helping growers understand our offshore operations and see the value chain through to customers and consumers.

The annual Zespri Grower Tour programme gives growers the opportunity to learn more about key markets and competitors, and visit Zespri offices, repacking facilities and orchards around the world. Growers who have attended in the past often say the tours give them a much better understanding of the Zespri system from orchard to plate.

There are tours to suit a range of interests, from fully escorted visits that include cultural and historical experiences, through to fast-paced, lower-cost business-focused trips that provide insight into our offshore supply chain, markets and orchards. These visits are self-funded, with costs provided once detailed itineraries have been developed.

To register your interest, complete the expression of interest form below and indicate which tour you'd like to attend. The Grower Relations team will then provide more information about your selected tour: <https://forms.cloud.microsoft/r/64QCCY4AwK>

If you have any questions, contact Sue Groenewald on 027 493 1987 or email [sue.groenewald@zespri.com](mailto:sue.groenewald@zespri.com).

### GROWER TOUR – USA & CANADA

**Locations:** Los Angeles, Santa Cruz, San Francisco, Seattle and Vancouver.

**Purpose:** Provides growers with insight into the key growth markets of the United States and Canada, including orchard visits and market insights and including the highly developed organic sector.

**Month:** Late August / September | **Tour duration:** 16-20 days.

**Who it is suited to:** Open to all growers, this relaxed tour includes Zespri Kiwifruit market insights and local tourist activities along the route.

### MARKET AND ORCHARD TOUR – ASIA

**Locations:** Tokyo, Shanghai and Chengdu.

**Purpose:** Provides growers with insight into key Asian markets in Tokyo and Shanghai, including visits to China G3 orchards in Chengdu.

**Month:** July | **Tour duration:** 7-10 days.

**Who it is suited to:** Suited to growers seeking a focused market visit covering distribution centres, wholesalers and retail markets.

### RED GROWER MARKET TOUR – NORTH AMERICA

**Locations:** USA.

**Purpose:** Provides growers with insight into Zespri RubyRed in market during its selling season.

**Month:** April / May | **Tour duration:** 7-10 days.

**Who it is suited to:** Suited to growers wanting to see Zespri RubyRed in market, including visits to distribution centres, re-packers and retail markets.

### MĀORI GROWER TOUR

**Locations:** Spain, Italy, Greece.

**Purpose:** Provides an overview of our ZGS grower locations and the Spain market – Zespri's third biggest.

**Month:** August / September | **Tour duration:** 12-14 days.

**Who it is suited to:** Suited to Māori growers wanting to connect with our markets and ZGS Growers.





# IMPORTANT NEWS FOR NEW ZEALAND GOLD3 GROWERS

Did you see the announcement that **NAA 100™** is not available for use on Gold3 fruit in 2027?  
See more details on Canopy here: <https://canopy.zespri.com/full/dashboard/news/pgr-2026>

# UPCOMING EVENTS

NOV  
2-4

## GREEN GROWER TOWN HALLS

The Future of Green

Join Zespri leadership and fellow growers at this year's Green Grower Town Halls to hear about the current performance, strategy and outlook for the green category.

These sessions will provide an update on the factors shaping the future of Zespri Green Kiwifruit, including category performance, market dynamics and long-term opportunities. Growers will also hear about our precommercial green cultivar, Green146, and its potential role in strengthening the green category and supporting future growth.

| DATE                  | TIME              | LOCATION                                         |
|-----------------------|-------------------|--------------------------------------------------|
| Monday, 2 November    | 9:00am - 11:00am  | <b>Te Puke</b> – The Orchard Church (and online) |
| Tuesday, 3 November   | 9:00am - 11:00am  | <b>Katikati</b> – Fairview Golf Club             |
| Wednesday, 4 November | 10:00am - 12:00pm | <b>Ōhope</b> – Ōhope Chartered Club              |

Please register for your preferred location on the events page on Canopy here: <https://canopy.zespri.com/full/dashboard/events>  
If you have any questions, please contact Malkit Singh at [mal.singh@zespri.com](mailto:mal.singh@zespri.com).

NOV  
12-23

## GREEN146 TRIAL ORCHARD OPEN DAYS

For growers wanting more detail on growing Green146, and the chance to speak directly with trialists, another round of trial orchard open days is planned for mid-November. These sessions are timed so growers can see Green146 flowering on orchard.

Trial growers and members of Zespri's Orchard Research and Trials team will talk through the practical details of growing Green146, with time for growers to ask questions. Registrations will open in mid-October, keep an eye on the events page on Canopy for more information.



### WANT TO BETTER UNDERSTAND GREEN146?

The Green146 page is now live on Canopy, giving growers a central place to find the latest information about the cultivar and commercialisation process.

You can access the new page on Canopy here: <https://canopy.zespri.com/full/dashboard/producing-kiwifruit/cultivars/green146>

23 NOV  
- 3 DEC

## JOIN US AT OUR NEXT ROUND OF GROWER ROADSHOWS

Zespri CEO Jason Te Brake, members of our executive team and grower directors will provide updates on the financial forecast, market spotlight, quality strategy update and planning for the 2026 season.

These meetings will be held in person, with an option to join online for the Te Puke Roadshow only. Please register for your preferred location on the events page on Canopy here: <https://canopy.zespri.com/full/dashboard/events>

| DATE                   | TIME              | LOCATION                                         |
|------------------------|-------------------|--------------------------------------------------|
| Monday, 23 November    | 10:00am - 12:00pm | <b>Ōpōtiki</b> – Ōpōtiki RSA                     |
| Monday, 23 November    | 2:00pm - 4:00pm   | <b>Awakeri</b> – Awakeri Events Centre           |
| Tuesday, 24 November   | 9:00am - 11:00am  | <b>Te Puke</b> – The Orchard Church (and online) |
| Tuesday, 24 November   | 2:00pm - 4:00pm   | <b>Katikati</b> – Fairview Golf Club             |
| Wednesday, 25 November | 9:30am - 11:30am  | <b>Waikato</b> – Mystery Creek Events Centre     |
| Wednesday, 25 November | 2:00pm - 4:00pm   | <b>Auckland</b> – Navigation Homes Stadium       |
| Thursday, 26 November  | 9:00am - 11:00am  | <b>Kerikeri</b> – The Turner Centre              |
| Thursday, 26 November  | 1:45pm - 3:45pm   | <b>Whangārei</b> – Semenoff Stadium              |
| Monday, 30 November    | 9:00am - 11:00am  | <b>Paengaroa</b> – Paengaroa Hall                |
| Monday, 30 November    | 2:00pm - 4:00pm   | <b>Te Puna</b> – Te Puna Hall                    |
| Tuesday, 1 December    | 6:00pm - 8:00pm   | <b>Whanganui</b> – The Racecourse                |
| Wednesday, 2 December  | 11:00am - 1:00pm  | <b>Motueka</b> – Top 10 Motueka                  |
| Thursday, 3 December   | 9:00am - 11:00am  | <b>Hawke's Bay</b> – Crown Hotel                 |
| Thursday, 3 December   | 4:00pm - 6:00pm   | <b>Gisborne</b> – Bushmere Arms Waerengaahika    |



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

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