

2024 SEASON UNDERWAY

The 2024 season is now well underway, with season launch events taking place in China, Japan and Korea and strong demand for Zespri Kiwifruit.

ASIA-PACIFIC

This year with a much larger crop, there'll be a 28 percent increase in fruit for the Asia Pacific Region with more than 55 million trays.

Dan says Zespri is encouraged by the strong season start that has been made across Asia including in Japan and Korea.

"RubyRed has got us off to a strong start in a number of markets with the popular berry-like kiwifruit available for the first time this year in our APAC markets of South Korea and Malaysia – and we're looking forward to building supply in the markets to meet strong demand."

In Japan, the annual trade conference kicking off the season was attended by more than 200 customers, as well as Dan, Nathan, Bruce, our Chief Financial Officer Richard Hopkins, and the New Zealand Ambassador Hamish Cooper. It was an opportunity for Dan to bid farewell to key customers and for Nathan to highlight the importance of the Japanese market for Zespri.

In Korea, our biggest distributors, wholesales, retailers and e-commerce players came together for a season opening event which Dan, Nathan and Richard attended as well. They also met with a handful of Korean VIP customers.

President Asia Pacific – Ichiro Anzai says the New Zealand season launches in Korea and Japan were a great success.



Ichiro Anzai, Dan Mathieson, Nathan Flowerday, Richard Hopkins and Bokeun Kang at the season launch event in Korea.



The season launch event in China.

"In Korea, our 2023 season was a sell-out and we've planned really well for the much larger volume of fruit we have this year. We're expecting continued steady growth in Korean consumer demand this year and RubyRed is a popular addition for consumers in Korea this season.

"In Japan, it's been the first market to open our RubyRed season and while we're facing a more challenging consumer environment, we know local consumers love our high-quality, great-tasting kiwifruit and we're really optimistic we're going to have another strong season this year.

"The demand for Zespri kiwifruit is extremely strong from Japan, Korea and the other APAC markets, and consumers and customers alike are eagerly waiting for more volume to arrive in our markets. It's great to be underway across Asia-Pacific."

CHINA

In Shanghai a season launch event took place for our key customers and industry partners, attended by CEO Dan Mathieson, Board Chairman Nathan Flowerday and former Chairman Bruce Cameron, and New Zealand officials including New Zealand's Consul-General to Shanghai, Ardi Barnard and the MPI Deputy-Director General China Relations Charlotte Austin from the New Zealand Embassy in Beijing.

Dan says it's exciting to get the season off to a strong start with a 40 percent increase in fruit for Greater China this season.

"China is one of our largest markets and it's been great to be able to connect in person with so many of our local customers and distribution partners as we look forward to what we hope is a really successful season.

"With a much bigger crop this season, we've put in a huge amount of planning to ensure we deliver the season well, including getting our customers consistently good quality fruit as quickly as possible to meet demand and the early season sales opportunities and to maximise the value we return to our growers."

During their time in China, Dan and Nathan met with our two largest distributors Joy Wing May and Good Farmer, visiting both headquarters to discuss how each could support our

market growth. They also visited our strategic supply chain partner VX Cold Chain Logistics, observing the new state-of-the-art cool store and packing line.

Dan and Nathan also paid a visit to Shenzhen to Joy Wing Mau's China headquarters where they met with Chairman and CEO Jason Zhang to discuss plans for supporting our development. They also visited Joy Wing Mau's new coolstore operations in the city.

President Greater China – Michael Jiang says it's fantastic to have the season underway, with Zespri Kiwifruit now available in 20 wholesale markets and 20,000 retailers such as supermarkets and fruit shops with an eye-catching instore presence, as well as more than 10 major e-commerce platforms such as JD.com and TikTok.

EUROPE

Our European sales season is now underway with our second and third vessels arriving in Europe. The vessels have completed Zespri's clearance processes with fruit from those ships now being distributed to customers. Fruit quality on these vessels is really positive.

While it's disappointing to have had our sales delayed by a week by the finding of mice on our first shipment, we're still slightly ahead of last year's start in Europe.

Our European customers are excited to be getting underway. While like us they've been disappointed by the delay, they've been understanding of the situation and supported the stance we've taken.

In Europe, we've also seen the NZ-EU FTA now come into effect, removing the 8.8% tariff on kiwifruit exports to Europe. We've worked closely with the government to support the agreement which will help support grower returns and our efforts to take more Zespri Kiwifruit to Europe.



Read our feature on European sales programmes on Page 4.



MAY
6-8

ZESPRI LICENCE AUCTIONS

The SunGold ascending price auctions are fast approaching, with the auctions scheduled for the second week of May.

Head to page 3 for detailed auction information, including preparation tips, bidding process, timeline, and support.



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



DAN'S VIEW

Hi everyone,

I want to start by passing on my thanks for all the effort and work that's been put in across the industry to get our season underway early.

We've seen a positive response from growers to our request for good volumes of high quality early season fruit which is critical in being able to maximise our early season sales opportunities and help reduce late season costs.

That's been supported by the work of our post-harvest partners who have done a great job of delivering the consistent flow of fruit we've needed to support this season's shipping programme.

It's put us in a strong position to get the season underway, with more than 120 million trays now packed and over 57 million trays shipped – well ahead of the 39 million trays shipped this time last season – on an expected crop of around 180 million trays.

The strong supply of early season fruit has meant we've been well placed to manage the issue we've experienced on our first vessel to Europe, with mice activity delaying our local season start.

It's an issue we haven't seen in 20 years' of exporting fruit and we're continuing to work with insurers, our shipping partner and the Industry Advisory Council to better understand the cause and next steps. Jason and the team will keep the industry updated over the next few weeks.

Customer feedback around how we've handled the issue has been positive. There's real support for the fact that the clearance checks we have in place identified the issue, that we moved swiftly to isolate it and that we've been upfront about what's occurred.

With other vessels having now arrived in Europe, our local teams have worked hard to ensure fruit can be checked and cleared for distribution, with customers excited at now being able to meet the strong consumer demand we're continuing to see for our fruit. It's meant that while the local season was delayed a week, sales are still starting earlier than last season.

That's going to be important given the growing competition we're seeing in the marketplace. It was something our Chairman Nathan Flowerday and I noticed in our recent market visits throughout Asia.

There are more competitor brands on the shelves and that's something we need to consider as an industry, particularly in looking at how we can ensure our 12 month supply strategy is enabling us to present quality Zespri branded fruit to consumers year-round and hold shelf space for our New Zealand-grown fruit.

More broadly, the strong message I've taken away from the trade conferences launching our sales season in Asia has been the real optimism our customers have about the year ahead. They've been really happy with early season fruit quality, coming off the back of the improvements we made last year, and they're excited about having a lot more fruit this season.

While our expected volumes have come back to be closer to 180 million trays this season on the back of this season's smaller size profile and lower yields, we're still looking at our largest ever SunGold crop and a big jump from last year's Green volumes and that's been welcome news to our customers and consumers in our major markets around the world.

From next week, Nathan and I will be meeting Zespri teams and customers across our major European markets to support the season start in this very important region.

I'm then looking forward to getting back down to New Zealand for the second half of May and into June, where we will be able to provide the latest on how the season is tracking and catch up with you at Mystery Creek Fieldays.

Dan



Interested in hearing more from Dan?
You can see more regular updates on LinkedIn, so feel free to follow him there.



Industry Alignment



INDUSTRY DECISION MAKING

One of the key workstreams within the Industry Alignment framework is industry decision making. This reflects feedback we've heard from many growers who want to better understand how decisions are made about industry policy, and consider whether this needs to be reviewed. Last month we provided details on the Industry Advisory Council (IAC) and its role in industry decision-making, and this month we're covering the Industry Supply Group (ISG).

What is the ISG and what is its role?

The ISG currently comprises 5 representatives from Zespri, 1 representative from each of the 13 Registered Suppliers and 3 grower appointed representatives from NZKGI.

As part of its consideration of operational planning within the supply chain, ISG considers any matters relating to insurance (marine cargo, hail, bailees, contamination), supplier accountability, infringement and penalty charges, pooling processes and rules, and pricing and payments. The ISG also negotiates the terms of the industry Supply Agreement, and reviews and determines payments like KiwiStart Rates, Time Rates, Labels, Service Payments, Controlled Atmosphere Compensation, Pack Differential Rates and DIFOTIS. It also reviews key industry documents like the Quality Manual, Packaging Specifications, Crop Protection, Maturity Standards and the EDI Manual.

How voting works

The majority of decisions are made by consensus between the three parties, however if general consensus cannot be reached then a recommendation needs to be supported by both Zespri and Registered Suppliers representing 70% of the industry's trays. Even though the voting threshold is 70%, if a single supplier represents 30% of the industry's trays, they are not able to veto recommendations supported by all other suppliers.



SHAREHOLDER ALIGNMENT

This month we hosted a Shares 101 session with growers in Whakatāne which was a great opportunity to discuss the work that's underway on strengthening grower shareholding in Zespri. A lot of the discussion centred on the two initiatives that will be implemented next year, with growers having the opportunity from 2025 to receive their June loyalty payment (relating to the 2024 harvest season) as shares, and shareholders having the ability to reinvest dividend payment as shares. Both of these initiatives will be provided on an opt-in basis, with the January loyalty payment remaining a cash payment.

A few of the common questions we've received around these initiatives, include:

What is the advantage of opting in to these initiatives rather than simply getting cash and buying shares?

Growers have highlighted that there is a strong desire to avoid having to make a significant upfront outlay of cash in buying shares. The two options we've announced reflect that feedback and are designed to make beginning or increasing Zespri shareholdings easier for growers. Purchasing shares directly from Zespri will also avoid brokerage fees, and does not require additional anti-money laundering compliance checks.

Will you be buying back existing shares or issuing new shares? How will you make that decision?

We intend to issue new shares for the loyalty-as-shares and dividend-as-shares initiatives taking place in 2025. While our plans are still being finalised, Zespri is considering using the capital raised from these share issues to conduct a subsequent share buy-back offer following the 2025 loyalty and dividend share issue. The acquired shares could be cancelled or held as Treasury Stock to be re-issued within 12 months of being acquired. Before any potential future buy-back, Zespri needs a binding ruling from the IRD to ensure that any proceeds paid to eligible selling shareholders are tax-free. Until this ruling has been made, a future buy back cannot be confirmed.

When do I need to apply for these initiatives?

We're currently working through the implementation plan to support these initiatives. There is nothing for you to do at this stage and you cannot currently apply for the initiatives. When the initiatives do proceed, the offers to participate will be made in accordance with the Financial Markets Conduct Act and details regarding the initiatives, including application dates, eligible participants and applicable terms and conditions will be released and clearly communicated to the industry closer to the time. There will be further Shares 101 sessions held over the course of the year. Keep a look out in future *Kiwifliers* if you would be interested in attending one.



GROWER RESEARCH

Thank you to those growers who have participated in the regular surveys that we now undertake each season through independent research agency Primary Purpose.

Beyond our day-to-day engagement with growers, this is an important way for us to get a better sense of what's on growers' minds, and to hear from more growers, including the various perspectives on what the big issues are we're facing as an industry, how we can address these and what we can do better at Zespri.

Our most recent round of research at the start of the year indicated there's growing optimism within the industry following a challenging couple of seasons. A total of 71% of growers told us they're confident in the future of the industry, up from 64% in November. A total of 6% were not confident and we need to ensure we focus in delivering high quality fruit, managing costs and returning as much value as we can from the markets to support all growers. This is a reflection of both the challenges of previous years and the more positive outlook this year and partly due to some of the changes that we've made at our end in response to your feedback. We've had positive feedback on the creation of our shed talks, the changes in the licence release system, and the focus we've put on increasing grower shareholding in Zespri and lifting Green OGRs. While we are pleased with the improvement in sentiment we know there is still work to be done so it is really important that growers continue to participate in these short surveys so we can track our progress and make changes where needed.

We've also heard that there's a real desire for us to look at how we can provide better assistance in helping growers with compliance requirements – particularly around the provision of improved online tools to assist with GLOBALG.A.P. We're already underway on assessing what we can do in this space and you can expect to hear more on this in the coming months.

KEY THEMES



IMPROVED FINANCIALS: Strengthening returns across all varieties, but particularly for Green growers and reducing fruit waste so we maximise the amount of fruit we sell.



IMPROVED INCENTIVES: Aligning commercial incentives to our growing environment and customer expectations.



GREATER OWNERSHIP: Lifting grower shareholding of Zespri and increasing the number of growers owning a licensed variety.



ENHANCED SUPPLY CHAIN TRANSPARENCY:

Including better reporting, industry decision making, more clarity and flexibility in supply agreements, and a clear strategy for supply chain infrastructure development.



FUTURE ISSUES MANAGEMENT:

How we respond to the expansion of unauthorised Gold3 plantings in China, protect industry workers from exploitation, respond to climate change, and ensure offshore production supports our domestic industry too.

COMING SOON: 2024 SUNGOLD LICENCE AUCTIONS 6 AND 8 MAY

The SunGold ascending price auctions are taking place on Monday 6 May and Wednesday 8 May 2024. To prepare for the auctions, all approved bidders had the opportunity to participate in several practice auctions using the same software used for the actual auctions.

The 'Buying a Licence' page on Canopy provides resources for all bidders. These include instructional videos, how-to guides, and bidder instructions, which may also be of interest to non-bidders.

Those not bidding but interested in the licence auctions will be able to view the auction results on the Canopy homepage and in the news section after each round. The results will include the current price, the price of the next round, the amount of oversubscription, and the timing of the next update.

Zespri intends to halt trading of Zespri Group Limited shares on share trading platform Unlisted Securities Exchange (USX) from 5pm Friday 03 May 2024 and will resume at 9am on Friday 10 May 2024. Zespri will announce the preliminary revenue range on Wednesday 8 May 2024 after the second and final SunGold Auction.

THE "TO DO" LIST FOR REGISTERED BIDDERS

BEFORE THE AUCTION



- Review the instructional videos and decide your bidding strategy.
- Pre-set bidders: pre-set bids can be submitted from 9am on 29 April, up until 9am on auction day.
- Log in to the software anytime from 9am 29 April. You must accept the T&Cs and change the initial password. Note, your auction details will be sent to you from Cooney Lees Morgan and are different to the practice auctions' login details.
- Make provisions for internet access if this is a known issue or you have poor internet access.

ON AUCTION DAY



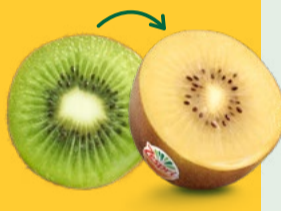
- Check your internet connection before the auction starts. If this is a known issue, relocate to an area with reliable internet.
- Live bidders login before 9am. You must bid in every round to remain in the auction.
- Live bidders place hectare bids.
- Pre-set bidders can only view live auction progress.

AUCTION DAYS:

6 MAY 2024, 9AM:

Restricted Zespri SunGold Kiwifruit (Hayward/Green14 cutover)

- 150 hectares
- Starting price: \$393,000 (excl. GST)



8 MAY 2024, 9AM:

Unrestricted Zespri SunGold Kiwifruit

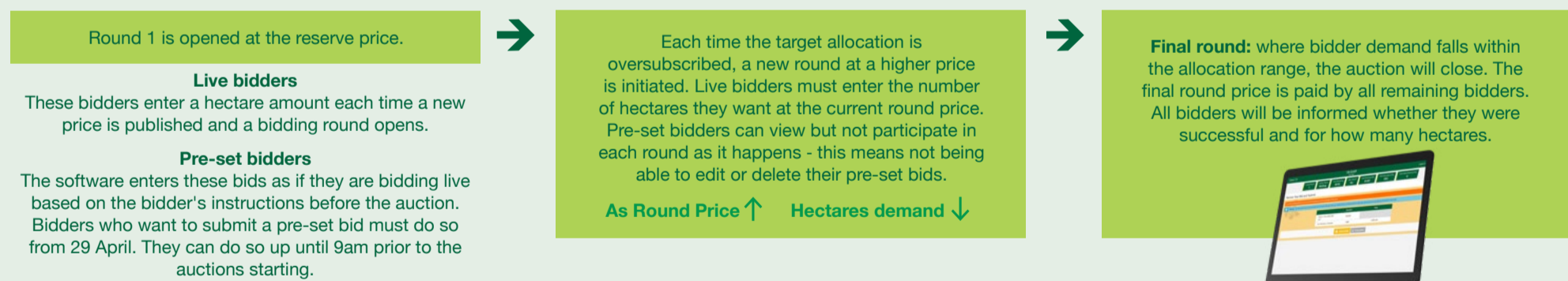
- 100 hectares
- Starting price: \$406,000 (excl. GST)



TIPS FOR BIDDING:

- Have the approval to bid email from Cooney Lees Morgan available -this has your username and password and auction website address.
- If you're planning on placing a pre-set bid – This can be done anytime from 9am on 29 April up until 9am on the day of each auction.
- If you're planning on live bidding - make sure you have logged on before the auction starts at 9am.
- Submit your bid as soon as you have decided what bid you want to place for that round.
- During the Live auctions – Don't leave submitting your bid to the last minute of the bidding window. If you encounter any problems, you'll want to ensure you have enough time to call our support team for assistance before the round closes.
- If you encounter an issue and you can't place a bid (before the round closes), please call the support team as soon as possible on 07 572 6440.

THE AUCTION PROCESS



AUCTION TIMETABLE

The proposed timetables for both online auctions, Gold3 Restricted (Hayward, Green14 cutover) held on 6 May and Gold3 Unrestricted held on 8 May, are set out in the auction timetable. Each auction will take place over successive rounds.

Each round will be open for varying times, depending on how far the auction has progressed. After each bidding round, there will be intervals for calculating and reporting results. Once a round is closed, the auction will move to a subsequent round if the Total Bid Area exceeds the Total Available Area.

WHAT SUPPORT IS AVAILABLE DURING THE AUCTION?

During both Auctions, the Licence Team will be available to assist bidders via telephone support on 07 572 6440. In case of significant issues, we also have the support of the staff from the Auction Manager (NERA) and software provider (Optimal Auctions). The team will be fully dedicated via phone to support any issues arising during the auction; however they will not be available for in-person support at the Zespri head office on the day of the auctions.

	Gold3 Restricted Auction	Gold3 Unrestricted Auction
Auction date	6 May 2024	8 May 2024
First round open for live bidding	9.00am	9.00am
First round closes for live bidding	9.30am	9.30am
Bids processed & results published online	9.30 - 10.00am	9.30 - 10.00am
Second round opens	10.00am	10.00am
Second round closes	10.15am	10.15am
Bids processed & results published online	10.15 - 10.30am	10.15 - 10.30am
Third round opens	10.30am	10.30am
Third round closes	10.45am	10.45am
Bids processed & results published online	10.45 - 10.55am	10.45 - 10.55am
Fourth & subsequent rounds open for live bidding	10 mins	10 mins
Fourth & subsequent time for processing & publishing results	10 mins	10 mins

As stated on page 7 of the Gold3 Restricted and Gold3 Unrestricted LAOR and in Rule 33 of the Auction Process Rules (APR), Zespri retains the sole discretion to amend this timetable, including by re-scheduling or cancelling any auction or auction round. Any timetable changes before an auction will be published on the Canopy Website and notified by email per Rule 36 of the APR or via the online auction site (NERA) after an auction commences.



2024 SEASON UPDATE

We're continuing to make great progress in this season's start.

We've had positive feedback on early season quality from our first fruit into our Asia markets, with customers indicating this is some of the best early fruit in recent years. Fruit is being delivered quickly to meet strong customer demand, and this will continue to be our focus as fruit arrivals build in the coming weeks, along with managing in-market inventory well.

Onshore, as we move through SunGold Mainpack, we'd still like to see growers harvest as soon as possible. With TZG

rates plateauing, we recognise this might lead to some difficult decisions, but delaying harvest can compromise fruit quality and lead to higher fruit loss which reduces grower returns. Please talk with your postharvest provider to ensure you can harvest at a time that helps deliver the best returns to all growers.

Our shipping programme is also continuing at a rapid pace, with another 9 million trays shipped last week and a total of 57 million shipped to date. This puts us well ahead of the 39 million trays we had shipped at this point last year. We're now a third of the way through our charter vessel programme. Over the next two

weeks, once we have built the required stock levels to maintain our sales programmes, we will start to see an easing in our schedules as markets transition into fortnightly sailings.

Thanks to everyone for ensuring such good fruit quality and supply for a strong season start.



Read Jason's weekly season updates on Canopy here: [Canopy > News](#).

NEW SEASON FRUIT HITS THE SHELF IN EUROPE

European consumers are now enjoying their first New Zealand Zespri Kiwifruit of the season, but with the team in Europe noting the greater competition for shelf space in 2024.

The start of the season was delayed as a result of the mouse issue onboard the the first Europe vessel however subsequent ship arrivals has sales underway with good feedback on fruit quality.

President of Europe and North America, Steven Martina said the delay was unfortunate but the feedback from customers is positive.

"Our customers are very confident ahead of the season and know there is strong demand. While they were disappointed at the delayed start, they were very positive about our handling of the situation with the mice, building confidence in our commitment to quality and our robust quality systems.

"Now they're excited to be receiving the first of our fruit which we expect to sell strongly throughout the season."

Steven and his team are rolling out strong sales and marketing programmes to maximise returns to growers.

That includes securing premium shelf space and using promotional activity to ensure consumers choose Zespri when they're filling the household fruit bowl.

"Fruit consumption in Europe is on the rise, and there is strong demand for kiwifruit. We've spent years investing in growing consumer awareness of the taste and health properties of kiwifruit and have been able to command high value for Zespri within the category so we're looking forward to capitalising on that this year.

"We delayed these programmes slightly to ensure maximum impact when our fruit arrived but the team's done a really good with this year's campaigns focused on celebrating the healthy choices consumers make. We're executing several activations like the current one in central Madrid where the iconic Madrid bear is projected on a 6m high screen and depending on what consumers choose to feed it, it will either be more lively or more lethargic. The bear is a representation of the Madrid community and in an engaging way is holding a mirror to them on the importance of a healthy and balanced diet and the effect it can have on their life."

FIGHTING FOR SHELF SPACE

"One of the big focuses at the start of the season is regaining our shelf space and investing in letting people know we're back.



Competitor kiwifruit brands on show at the recent Fruit Attraction in Madrid.

"We spend around €14m in the first part of the season to get our fruit moving – or around 49% of our total advertising and promotion spend in the first three months of the season. This is because of the fact our fruit has disappeared off most shelves given the shortfall in Zespri supply from the Northern Hemisphere and been replaced by fruit from our competitors – that's other fruits but also increasingly competitor, branded kiwifruit.

"As I've said before the category is becoming increasingly competitive. Because of our success and the gap we're leaving outside of the New Zealand season, competitors are growing stronger. This means more of their fruit on shelves and more pricing pressure as they typically offer their fruit at lower price points.

By the numbers, the growth of competition is clear. In 2021, competitors had 10% market share of the total Gold kiwifruit volume; by 2023, this number had almost tripled to 26% and we expect it to lift again in 2024. For Green, competition increased from 52% market share in 2021 to 69% in 2023.

"It's not just about competitors either – kiwifruit is still a very small category relative to other fruits and for many retailers it takes a lot of convincing them to give us the best shelf space to drive mutual growth" adds Steven.

The images accompanying this story are from the recent Fruit Attraction in Madrid and are examples of some of the competitor kiwifruit consortiums that are building their own brands and competing for shelf space with retailers.

"Offering counter seasonal supply is critical to staying on shelves all year, building stronger partnerships with our

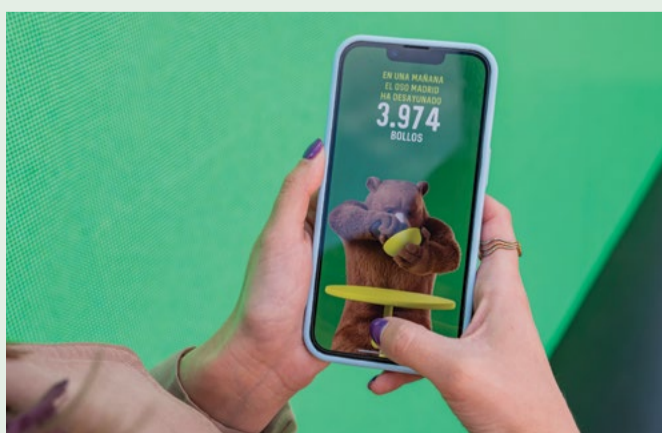
retailers, remaining visible to consumers and continuing to build a premium brand. As our New Zealand crop arrives in market, it is far easier to replace our ZGS crop on retail shelves than it is to win back shelf space from a competitor."

The importance of ZGS and counter seasonal supply has come up at recent Roadshows, Townhalls, the Marketing Showcase, Nathan and Dan's Board briefings, and other events, and we will be talking more about it as the year progresses. Our counter-seasonal supply is capped at 5000 hectares. To increase it and get closer to meeting demand, we need approval from growers.

Recent grower surveys indicate that around two-thirds of growers support ZGS, with around 20% undecided and 15% opposed. We are keen to address this uncertainty, better understand grower views and discuss how these can be addressed.

Which is why in the coming months you'll see us talking more about ZGS, looking for feedback, and continuing to have the conversation about the way forward.

In the meantime, our mission is to create moments of delight for our consumers, from the brand activations they experience to enjoying our delicious fruit. At the same time, we're committed to maximizing the value we deliver in every single piece of fruit, being agile with our pricing and smart with our market allocation so that the 60 million trays of fruit we're sending to Europe can generate as much return as possible.



Madrid bear campaign in central Madrid.



FROM THE MARKETS

SALES UPDATE

Sales for the 2024 season are off to a great start in our Asian markets, which are now several weeks into the sales season. As of the end of week 17, 12 million trays of Class 1 SunGold Kiwifruit and 1.2 million trays of Zespri RubyRed™ Kiwifruit had been delivered.

SunGold sales are now 10% through our full year plan and have started well in Mainland China, with the market showing positive early demand signs with the first three weeks of arrivals completely sold out with inventory now building and supporting very good 1.5m TE deliveries over the last two weeks.

Sales have also started well in Japan, Korea, Taiwan and Hong Kong with these markets now with sufficient inventory to support the strong early season sales plans in place.

In Europe and North America, the US have received their first deliveries last week to kick off their season with the support of Kiwi Brothers who are being launched in the US this year. Europe sales have now commenced out of our southern hub. The team is on track to commence first deliveries to our customers serviced out of Zeebrugge in week 18 to get the season underway across all markets within Europe.

Zespri RubyRed Kiwifruit sales have been tracking well across all our markets for the past few weeks and are now 82% through, with Korea, Taiwan, Malaysia and Hong Kong having completed their sales programmes. This leaves just under 0.3 million trays left to deliver over the coming few weeks in Japan, Mainland China and Singapore to close out the season.

The New Zealand Zespri Green Kiwifruit season is expected to commence in Week 17 with deliveries into key Asian markets. Europe is planning to commence Green deliveries in week 21 when the first shipment carrying Green arrives, with Europe-origin Green supply having concluded by this point.



IN-MARKET CAMPAIGNS



JAPAN

RubyRed has received fantastic publicity in Japan as the season begins. Hosts of Mezamashi-Doyoubi (Wake Up Sunday) on one of Japan's biggest TV networks, Fuji TV, showcased the stunning fruit and absolutely loved it! We can't wait to see how consumers react.



MALAYSIA

In Malaysia, the wait is finally over, with RubyRed hitting shelves in most supermarkets. The team says launching RubyRed has been a dream come true, and their distribution and retail partners are fully committed to driving high customer purchases.



SINGAPORE

Singapore kicked off the RubyRed season in style earlier in April with in-store promotions at local supermarkets and hypermarkets. The feedback has been brilliant, with the team seeing a keen willingness from shoppers to incorporate RubyRed and other varieties into their shop as a tasty, fruity snack.



Early in April, the Zespri team in Shanghai hosted a ZAG event to showcase Zespri's commitment and efforts towards sustainability and engage in a two-way dialogue to enhance brand image and recognition. As well as learning about our ZAG programme, customers were introduced to our brand values, the work we're doing around reducing carbon emissions, the importance of nutrition and our sustainable healthy eating philosophy.

The event was filled with enthusiasm and interaction, with consumers actively participating in discussions and sharing their views and action plans on sustainability.

Over the three days, we received 451 creative and inspiring pledges from customers and hundreds of social media posts, further demonstrating consumer recognition and support for our brand.





MOUNT MAUNGANUI GOES GLOBAL TO SUPPORT IN MARKET SALES

A key part of supporting sales in market is our Tours Programme which sees customers from around the world visit the Bay of Plenty to receive a behind the scenes view of the kiwifruit industry, and experience what New Zealand has to offer.

Over the past three months, over 500 people have visited New Zealand from our overseas markets during our international tours season, including from Japan, Korea, China, Taiwan, North America, Norway, Switzerland, the Philippines, Hawaii, Singapore, Vietnam, Brazil, Malaysia, Indonesia and India.

Zespri Tours and Events Manager, Vicki Beauchamp-Dixon says it's always a pleasure to welcome customers from around the world to New Zealand, with each tour group given a bespoke educational experience to learn why New Zealand grows some of the best-tasting kiwifruit.

TOUR EXPERIENCE

These tours provide an invaluable opportunity for visitors to experience the kiwifruit supply chain from cultivation to export and everything in between. Central to each tour is the opportunity to meet local growers, learn about the growing conditions in New Zealand and see the passion and commitment that goes into growing Zespri Kiwifruit, while packhouse visits offer a glimpse into the sorting, grading and packaging processes that ensure the highest quality fruit reaches the markets.

It's really important to showcase to our visitors the innovation and future of kiwifruit through a visit to the Kiwifruit Breeding Centre – where visitors learn about new cultivar development, and maturity clearance testing with a visit to Hills Laboratories which underpins the industry's commitment to great-tasting fruit.

Throughout the tour, customers also have the opportunity to experience New Zealand's beautiful landscapes and unique tourism activities.

Vicki says, "There is real value from the time spent with our key retail and distribution partners each season and the connection they get with our industry partners. It's a really important way to build a mutual understanding of everyone's role in the supply chain and it's been fantastic

to showcase the efforts the industry makes to ensure a high-quality product is on the market.

"We're proud to be part of the 2024 sales season and support our markets by sharing the very latest with our customers so they leave energised to buy and sell more Zespri Kiwifruit, helping to return more value back to our growers," says Vicki.

MARKET IMPORTANCE

USA retailers involved in tours have included Walmart, Sam's Club, H-Mart as well as Costco Canada and Mexico.

Merchandise Manager – North America, Bob Tillemans, who has accompanied the North American tours, says retailers have described the tours as 'first class'.

"From the orchard visits to the packhouses, KBC, Zespri HQ and recreation time – our retailers heard firsthand from our growers the challenges and successes of past seasons and future seasons. To meet our growers, their children and their dogs with lunch at their homes really brought our Zespri Kiwifruit to life for them. They all left the tours buoyed by the bright outlook for the industry.

"Spending 16 hours a day together starting with a walk up Mount Maunganui at 5:45am through to dinner, was such valuable time and also allowed us to develop even closer relationships with each retailer. Much more beneficial than a standard 30-minute meeting or online call!"

Zespri Regional Market Manager – Korea, Bokeun Kang, says the customer tours are extremely valuable to showcase the emphasis Zespri places on quality.

"Our customers have told us they really enjoyed building relationships with our growers and seeing everything that goes into producing Zespri Kiwifruit. Their trust for the Zespri brand is now even stronger, as is their drive to work together to produce strong results."

Vicki says, "I'd like to thank all of our industry partners who are involved in the programme, in what is a very busy time of year. It's a great way to connect with our markets and illustrate the hard work that goes into producing high-quality, great tasting kiwifruit. We've had great feedback from customers, who have been really excited by their experience."



A Brazilian tour group visit a Bay of Plenty Orchard.



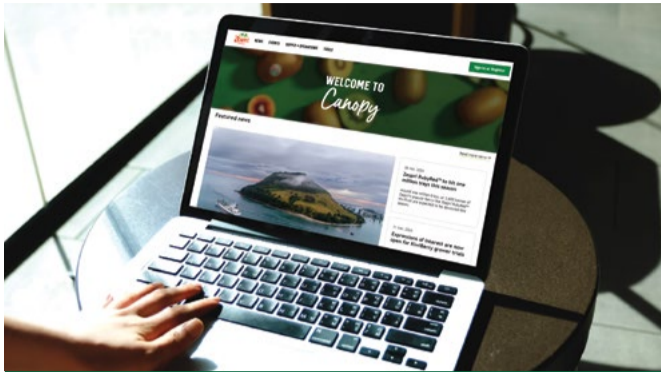
A trade customer group from Korea at Zespri HQ.



Costco Canada and Mexico tour at a Seeka packhouse.



Chinese trade customers visit Zespri HQ alongside CEO Dan Mathieson and CPO Edith Sykes.



CANOPY NEWS IN BRIEF

SHARES AVAILABILITY BOARD

Growers who want to buy or sell shares off the market can now advertise on the Shares Availability Board, a platform for our growers and shareholders to list any shares they want to buy or sell **off-market**. It does not replace the function of USX and the registered share brokers. Keen to hear how it works? Check out the full article on Canopy. [Canopy > News > Shares Availability Board](#)

TAKE A BROADER LOOK AT SOIL HEALTH

After harvest we move into soil sampling season. This is a good time to look at your soil's biological and physical health and to review your Soil Management Plan (GAP Principle 3.1.1). The plan includes prompts on what to look out and test for, along with ideas for managing erosion (GAP Principle 3.1.2), compaction (GAP Principle 3.1.3). Check out the full article on Canopy to help you decide your crop's nutritional needs and soil fertility. [Canopy > News > Soil Health](#)



INTRODUCING THE ZESPRI LICENCE TEAM

The Zespri Licence Team play an important role in the business by providing specialised support to the industry. They are responsible for issuing, controlling, auditing, and managing all Zespri Proprietary Licences. The success of our licenced varieties relies on strict PVR management, and the team ensures that everyone adheres to the licence terms and conditions to safeguard Zespri and all New Zealand growers' PVR investment.

You can read more about the team, the support they provide, and how they protect our PVR investment on [Canopy > News > Introducing the Zespri Licence Team](#)



 [READ MORE ON CANOPY](#)



RUBYRED SUBMIT RATE INCREASE

The Industry Advisory Council (IAC) approved an increase of \$1.00 in the RubyRed Submit Rate in April, following an earlier \$0.50 increase in February. The total RubyRed submit payment is now \$5.10, which will be paid upon completion of shipping in May 2024. This rate is intended to be maintained next season, subject to an annual review before season start.

This rate change aligns the RubyRed pool cash flow timings with grower payments and costs. It reflects the feedback we've had from RubyRed growers requesting we consider bringing forward the cash flow, given the timing of the variety's harvest and sales window being ahead of other varieties.



KIWIGREEN UPDATE

You might receive an email from the Zespri KiwiGreen team within the next few weeks. The purpose of the email is to continue the conversation around pest finds during packing, how these pests can affect market access, and to provide guidance on how you can manage these pests throughout the year.

Pests discovered in packaging can reduce supply to key markets pose a risk to ongoing market access if undetected during phytosanitary inspections and later identified at the border offshore.

Although some pests may be unavoidable, we hope you find this email informative and helpful in your pest management program for the 2025 season.

Read more about the KiwiGreen programme at [Canopy > Fruit production > Protecting your fruit > KiwiGreen](#).



UPDATE ON UNAUTHORISED CHINA GOLD3 PLANTINGS

Zespri continues to monitor the estimated scale of plantings of unauthorised Gold3 in China, including assessing the extent of these plantings following the latest grafting window.

The most recent assessment, which is only preliminary at this stage, indicates there are currently approximately 8,400 of unauthorised Gold3 plantings. This is up from our previous estimate of approximately 7,800 hectares. While plantings have increased, the rate of expansion does appear to continue to be slowing, including in the Sichuan region where the majority of unauthorised plantings are.

As we consider our next steps to address these plantings, Zespri is continuing its legal action against unauthorised producers and distributors of Gold3, including the civil case in the Intellectual Property Court in Nanjing, China.

A further update will be provided once our current assessment is finalised.

EPA HI-CANE REASSESSMENT:

DECISION NOW DUE BY MAY 27



The hydrogen cyanamide hearing officially closed on April 16 and the Environmental Protection Authority (EPA) will announce its decision no later than May 27 – within 30 working days of the hearing closing.

The public hearing was held from February 26 to March 1 in Mt Maunganui and was adjourned while the Decision Making Committee considered whether it

had the information it needed to make its decision. In its April 16 statement, the Committee said it has reviewed all the information provided and considers it has the information it needs, thanking all submitters for their contributions to the process.

More information on the reassessment will be provided to industry as it becomes available.



ZESPRI GLOBAL SUPPLY UPDATE

EXPLORING NEW FRONTIERS: ZGS INNOVATION TEAM IN NEW ZEALAND

The ZGS Innovation team, accompanied by Italian research providers, recently travelled to New Zealand engaging in exchanges of knowledge and experience in kiwifruit innovation.

Accompanied by Italian research providers, the ZGS Innovation team made a notable presence at the ISHS Kiwifruit Symposium. The Symposium occurs every 4 years and is the most important gathering of global scientists with the purpose of sharing the latest kiwifruit research and development work. Topics included Kiwifruit breeding, fruit and plant physiology, soil and plant health, biosecurity and plant protection, innovative technologies for precision orchard management and postharvest innovation.

The ZGS Innovation team showcased their expertise, delving into critical topics such as Kiwifruit Vine Decline Syndrome (KVDS), irrigation management, budbreak enhancers (an alternative to Hi-Cane), and Brown Marmorated Stink Bug (BMSB) management. The team also led a workshop in collaboration with Steve Green from Plant and Food Research, focusing on "Carbon farming and Hi-Tech tools for climate resilience on orchard."

Once the symposium was wrapped up, the team spent time with various Zespri and industry colleagues to align on common innovation projects.



ZGS Innovation Team visiting orchards in Gisborne.

A visit to Gisborne provided valuable insights into the impact of cyclones on plant health and soil structure where they explored the various methods used to manage this event, comparing the responses from the use of Bounty and Bruno.

Field visits to GET and Innovation trial sites facilitated discussions on results and methodologies on bio stimulant trials and other innovative approaches.

An important meeting with KVH allowed for discussions on major ZGS challenges such KVDS and BMSB. KVH and the ZGS Innovation team will continue collaborating



Marco Mastroleo chairing a session at the ISHS Kiwifruit Symposium.

and sharing research findings to provide insights and solutions to benefit both the ZGS and NZ industry.

The presentation of ZGS Biosecurity to the NZ Biosecurity Advisory Group emphasised our commitment to maintaining biosecurity standards and mitigating risks.

Finally, a dedicated strategy session was held on addressing the challenges posed by BMSB, highlighting the team's proactive approach to pest management.

We want to express our gratitude to all the colleagues and partners in New Zealand who made this visit possible and organised such engaging and enriching sessions.

BUDBREAK UPDATE FROM ITALY AND FRANCE

In Italy, budbreak is proceeding at different pace across regions. In the north, budbreak is approximately 10 days ahead with a satisfactory number of broken buds. Shoots are growing well, and growers are initiating thinning activities soon.

In Central and Southern Italy, budbreak is uneven within blocks and vines. The focus in the coming days is assessing king flowers. Potential shoot thinning has been delayed and triple flowers are low across regions which will help in managing labour.

In France, budbreak is progressing well with promising shoot quality. Flower thinning under plastic covers and in greenhouses is underway and these blocks are expected to flower next week, while blocks under hail net are expected to flower towards the 25th April, which is about 8 days ahead from previous years.



Budbreak in Basilicata, Italy.



Budbreak in Adour, France.



BREEDING PROGRAMME BEARS FRUIT

As competitors intensify their investment in kiwifruit breeding and research, as well as sales and marketing, there is increased pressure to maintain Zespri's edge in the market.

Competitors are now seeking to match our level of success with their own varieties. In trade fairs and industry events, we see competitors showcase red, green, and gold cultivars. While we believe Zespri retains a competitive edge in cultivars and the systems we use to grow, supply, market, and distribute them, we must continue to innovate, trial, and evaluate our products to stay ahead.

Together with the Kiwifruit Breeding Centre (KBC) - our joint venture with Plant & Food Research - Zespri is accelerating the development and evaluation of new varieties. These new varieties seek to add competitive advantage driven by unique attributes, such as better orchard performance, supply chain advantages and great quality and taste profiles that will appeal to our customers and consumers.

CURRENT PRE-COMMERCIAL TRIALS

Zespri New Cultivar Commercialisation Manager – Darin Hayson says, "There has been strong collaboration between KBC, Zespri, trialist growers and research providers through these trials, and we are in an exciting phase of building more in-depth knowledge of these cultivars' performance on orchard, through the supply chain and with consumers."

Our new green trial cultivars grafted in 2022 are entering their first year of pre-commercial production. With our new red trials grafted in 2023, we are fast-tracking evaluation using existing KBC vines and fruit to get a head start in our pre-commercial trials.

"This year, we'll be collecting orchard performance data and evaluating supply chain performance through pre-commercial packaging and storage R&D trials.

"We're also planning on sending some of our trial varieties to market for in-depth sensory work which will allow us to gather valuable insights on flavour, texture and overall sensory experience.

"This will allow us to understand how these varieties perform and might integrate into our wider portfolio."

FUTURE PRE-COMMERCIAL CULTIVARS

KBC is continually developing and scanning the breeding programme for new and better red, green, gold and novel cultivars.

Each year, leading new variety candidates from KBC Research orchards are jointly considered by KBC and Zespri for entry into pre-commercial trials via approval by the Zespri Board. We are undertaking this process with a shortlist of candidates being prepared for the Zespri Board to consider in June.

KBC CEO Dr Matt Glen says, "We are looking forward to providing Zespri with more new, innovative and productive cultivars to consider for pre-commercial trials, and the value that they can deliver to the industry."

PRE-COMMERCIAL TRIALS SET UP

To support the accelerated development of new cultivars, the methods and scale of our trials and our resources are being reviewed in order to deliver more new and exciting cultivars to growers and consumers in a shorter timeframe. Over the past few years, we have significantly reduced the number of trial sites we use, instead focusing on targeted data collection and structured evaluations. The approach with our current green trials was to simultaneously advance multiple cultivars to a smaller number of trial sites. In our new red trials, we leveraged what we learned from Red19 to conduct trials on a selected small group of trial sites. This will be the approach we use for future pre-commercial trials to allow us to go faster.

The pre-commercial programme is not without risk; not all cultivars will make it through our evaluation process. Where a variety is not performing, we remove it from trials. For participation in trials, grower trialists receive payment for cutover and for fruit produced and a licence based on the size of the trial area should they be commercialised. A commercial licence for existing commercial varieties is not offered for trial participation.

For our potential 2024 grafted trials, a focus will be streamlining trials by using existing trial areas vacated by



Photography credit: The New Zealand Institute for Plant and Food Research Limited.

lesser-performing cultivars and bringing in newer, better cultivars. We'll consider the best approach to get the right sites each year. If new trial sites are required, we'll recruit new trialists via an expression of interest process.

We'll keep growers as informed as possible of our trial programme while being mindful that we must not publicly disclose details of the cultivars that might jeopardise their Plant Variety Rights status. Following the Zespri Board's decision on further pre-commercial trials in June, we will provide growers with further updates.

GETTING THE PACE RIGHT ON SUSTAINABILITY PROGRESS

While in New Zealand we're experiencing a slowdown in the pace of regulatory change, in our markets, particularly in Europe, our customer expectations and market access requirements are changing quickly and we need to be ready for this.

That's why our second Sustainability Week at Zespri, served to update Zespri staff on the progress we're making on our priorities – with a focus on people, packaging and shipping.

This year we brought in our market perspectives, with opening sessions led by Presidents and Executives in Europe, Singapore and China, speaking about the work we're doing to meet the customer and consumer expectations in our markets.

Staff also heard from a number of Zespri and industry people driving action on our priorities in their day-to-day roles. This included insights into our 'eco-active' consumers who expect action on packaging and nature, the advocacy we're undertaking on decarbonising shipping, and learning from growers and suppliers in the Carbon Neutral Trial. We also profiled our packaging achievements such as the increase in the recyclability of our consumer packs (up to 70% from 48% in 2019) and the trials programme for transport packs.

The week served as a platform for building connections and sharing the progress we're making in order to ensure we are ready for the market challenges ahead.



SAYING THANK YOU AT THE BEEHIVE

At the end of March, representatives from Zespri and the kiwifruit industry travelled to Wellington to meet with Government Ministers, officials and other key stakeholders.

This has become an annual fixture in calendars – barring Covid restrictions – and it's a key way to connect our leaders with Government leaders, understand more about the national and international context we work in and share our priorities. Discussions focused on the outlook for our industry and how to address the barriers inhibiting our growth here in New Zealand.

We then held our annual Parliament Function which is an opportunity to thank those in Wellington who play such a key role in supporting the kiwifruit industry. Around 300 people joined, including Minister of Agriculture Todd McClay and Deputy Prime Minister Winston Peters, MPs from across Parliament and officials from government departments, as well as people from the business community.

It was our Chairman Nathan Flowerday's first time at Parliament since moving into his new role, with Nathan taking the opportunity to acknowledge the work of government officials to support the kiwifruit industry, including the Ministry for Primary Industries (MPI), Ministry of Foreign Affairs and Trade (MFAT) and other departments. Nathan made a special mention of MFAT officials and current and former Trade Ministers – Minister McClay and Damien O'Connor – for the fast-tracked implementation of the NZ-EU Free Trade Agreement which will be a significant boost for the industry this season with it coming into effect on 1 May.

Nathan also highlighted the optimism across the industry after a few challenging years, with our 2024 harvest now well underway, fruit on the water and our sales programmes kicking into action around the world. He called out the collaboration underway across the industry to deliver the best quality kiwifruit to the world to return the most value to our growers and communities. He also talked about the important role government plays supporting industries like ours to go faster so we can meet growing demand from consumers around the world.



Guests enjoy the 2024 Zespri Parliamentary function, which included speeches from Deputy Prime Minister Rt. Hon Winston Peters and Zespri Chairman Nathan Flowerday.



UPCOMING ZESPRI ANNUAL MEETING

The Zespri Annual Meeting will take place on Wednesday 21 August 2024 at Mercury Baypark, in Mount Maunganui. We're looking forward to seeing growers there in person. However, if you can't make it, shareholders may also attend online and will be able to ask questions and vote remotely.

Our 2023/24 Annual Report and the formal Notice of Meeting, as well as Proxy Forms and information relating to the appointment of Directors, will be sent to shareholders in July. Companies and other incorporated entities must appoint a representative as a proxy if they plan to attend the Annual Meeting. A reminder to check your mailing address is correct with Zespri Grower Support Services by emailing contact.canopy@zespri.com.

DO YOU NEED TO APPOINT A PROXY?

The Companies Act 1993 allows for a 'Standing Proxy' to be appointed, and that proxy will automatically be appointed for the next five years. The proxy appointment will apply for all meetings of shareholders, including Annual Meetings and Special Meetings.

By completing the standing proxy, you still have the option to either vote at the Annual Meeting or online, but by doing so, you eliminate the need to appoint a proxy (person) to represent your company 48 hours prior to a meeting. If you have any questions about this process or want to get

a copy of the standing proxy form, please contact Zespri (shares@zespri.com or 0800 155 355) or Computershare (corporateactions@computershare.co.nz or 09 488 8777). If you wish to withdraw or change your Standing Proxy, you can do so by notifying Zespri or Computershare in writing at least 48 hours before any meeting of shareholders.

NOMINATIONS FORMS

Nomination forms for Zespri Directors and Shareholder Members of the Director Remuneration Committee, as well as a Request Form to receive a hard copy of the Annual Report will be available on Canopy in the coming weeks.



2024 ANNUAL SHAREHOLDER STATEMENTS SENT BY EMAIL

Each April, all Zespri shareholders receive an annual shareholder statement as part of our constitution's requirements. After we upload last season's production, your share entitlement is recalculated, and a statement is sent with a summary of your shareholding, entitlement, and available headroom.

For the first time this year, the annual statements have been sent by email. Not only will statements be received earlier,

this will be a more sustainable option, saving paper and postage costs.

If you have any questions or issues, or if you prefer to still receive paper statements, please call us at 0800 155 355. Shareholders who do not have an email address will continue to receive paper statements by mail, as they have in previous years.





SHARES UPDATE: APRIL

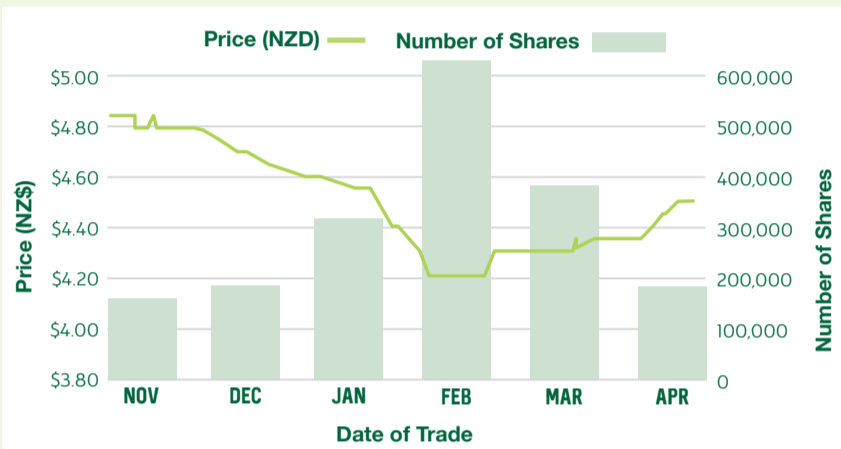
WHAT'S HAPPENING IN THE MARKET

BIDS (BUYERS)		
Orders	Quantity	Price (\$)
1	3,000	\$4.55
1	5,000	\$4.50
1	12,000	\$4.50
1	3,000	\$4.40
1	10,000	\$4.31
1	3,000	\$4.30
1	5,000	\$4.00

OFFERS (SELLERS)		
Orders	Quantity	Price (\$)
1	3,000	\$4.60
1	3,000	\$4.70

LAST 10 TRADES			
Date	Quantity	Price (\$)	Value (\$)
16/04/2024	3,000	\$4.50	\$13,500.00
12/04/2024	17,285	\$4.45	\$76,918.25
11/04/2024	50,600	\$4.45	\$225,170.00
8/04/2024	45,223	\$4.40	\$198,981.20
8/04/2024	2,000	\$4.40	\$8,800.00
4/04/2024	24,764	\$4.35	\$107,723.40
4/04/2024	23,465	\$4.35	\$102,072.75
4/04/2024	10,000	\$4.35	\$43,500.00
27/03/2024	10,000	\$4.35	\$87,000.00
26/03/2024	77,098	\$4.35	\$335,376.30

ZESPRI GROUP LIMITED SHARE TRADES: NOVEMBER 2023 TO APRIL 2024



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

Note, prior versions of Kiwiflier contained an error in the above graph for the number of shares traded for December and January. This has now been corrected.

WANT TO DISCOVER MORE?

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

Follow us on **reap** for our mobile IR experience

Go to www.reapapp.io to download the app.

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

SHARES AT A GLANCE AS AT 22 APRIL 2024

OVERSHARED SHARES REQUIRED TO BE SOLD THIS MONTH



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

DRY SHARES CONVERTING TO B CLASS THIS MONTH



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

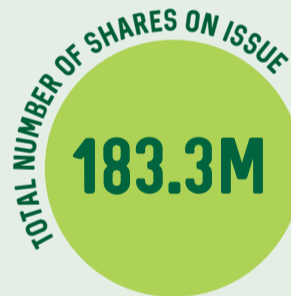
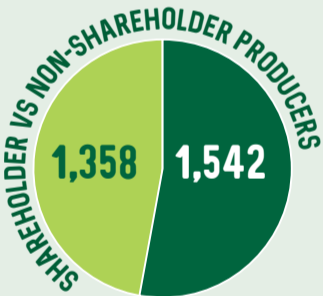
DIRECTOR SHARE TRADING AS AT 22 APRIL 2024



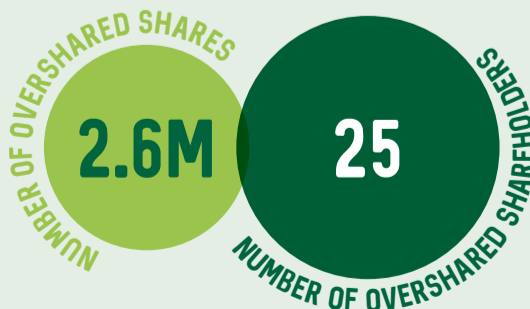
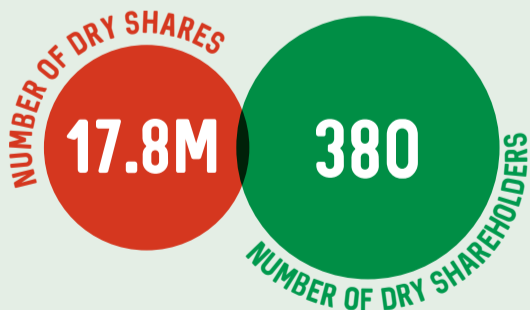
Shares traded by entities associated with Zespri Directors.

OUR SHAREHOLDERS

Shareholder Producers
Non-shareholder Producers

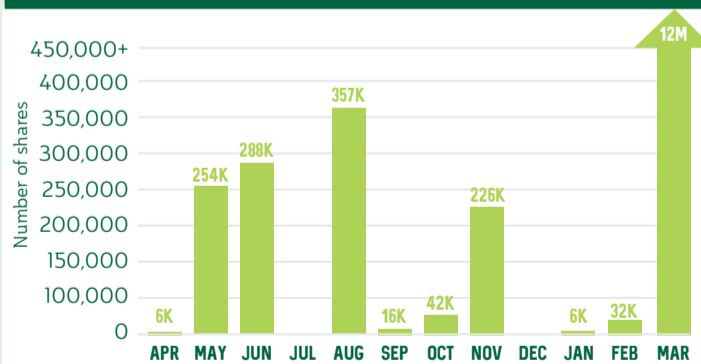


DRY AND OVERSHARED SHARES

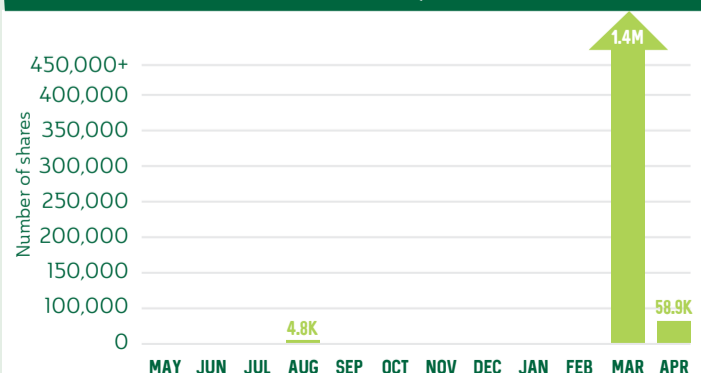


DISCLAIMER: The above figures are a snapshot in time and are subject to change at any time due to shares being traded.

DRY SHARES CONVERTING TO B CLASS BY MONTH



OVERSHARED SHARES REQUIRED TO BE SOLD



LOOKING TO BUY ZESPRI SHARES?

WHO CAN PURCHASE SHARES?

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

OFF-MARKET TRADING

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

ON-MARKET SHARE TRADING

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

CHOOSE A USX-APPROVED BROKER



CLASS 1 FRUIT AND SERVICE PAYMENTS AND TIMINGS

(INCLUDING LOYALTY PREMIUM)

The following charts show when Fruit and Service Payments (including Loyalty) are made throughout the season (to two decimal points).

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.
- Average payments per TE are based on the 2023/24 February Forecast trays and actual payments to date.
- YTD amounts for Pack and Time may move from previous *Kiwifliers* due to SLAs being paid late in a month.

ZESPRI GOLD3 MAY								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-23	\$3.60	\$0.12					\$3.72	20%
May-23		\$0.08					\$3.80	21%
Jun-23		\$0.13					\$3.93	22%
Jul-23		\$0.08	\$0.00	\$0.92	\$2.36		\$7.29	40%
Aug-23		\$0.37	\$0.54	\$1.29	\$0.14		\$9.63	53%
Sep-23		\$0.52	\$0.00	\$1.54	\$0.40		\$12.09	67%
Oct-23		\$0.52	\$0.56	\$0.25	\$0.29		\$13.71	76%
Nov-23		\$0.01	\$0.00	\$1.01	\$0.79		\$15.52	85%
Dec-23		\$0.02	\$0.00		\$1.10		\$16.65	92%
Jan-24						\$0.10	\$16.75	92%
Feb-24			\$0.00		\$0.57		\$17.32	95%
Mar-24			\$0.00		\$0.43		\$17.75	98%
Apr-24					\$0.10		\$17.85	98%
May-24								
Jun-24						\$0.20		100%
Paid YTD	\$3.60	\$1.85	\$1.11	\$5.01	\$6.09	\$0.10	\$17.75	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.20	\$0.20	\$0.40	
Total fruit and service payments - 2023/24 Forecast \$18.16								

ZESPRI ORGANIC GOLD3 MAY								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-23	\$3.60	\$0.06					\$3.66	19%
May-23		\$0.28					\$3.94	20%
Jun-23		\$0.07					\$4.01	21%
Jul-23		\$0.24	\$0.00	\$1.26	\$2.84		\$8.35	43%
Aug-23		\$0.30	\$0.52	\$1.68	\$0.15		\$11.00	57%
Sep-23		\$0.32	\$0.00	\$1.82	\$0.54		\$13.66	70%
Oct-23		\$0.04	\$0.56	\$0.02	\$0.96		\$15.26	79%
Nov-23		\$0.04	\$0.00	\$1.22	\$0.53		\$17.03	88%
Dec-23		\$0.07	\$0.00		\$1.02		\$18.11	93%
Jan-24						\$0.10	\$18.21	94%
Feb-24			\$0.00		\$0.58		\$18.80	97%
Mar-24			\$0.00		\$0.18		\$18.98	98%
Apr-24					\$0.10		\$19.08	98%
May-24								
Jun-24						\$0.20		100%
Paid YTD	\$3.60	\$1.41	\$1.07	\$6.00	\$6.80	\$0.10	\$18.98	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.25	\$0.20	\$0.45	
Total fruit and service payments - 2023/24 Forecast \$19.43								

ZESPRI RED19 MAY								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-23	\$3.60						\$3.60	16%
May-23		\$0.08					\$3.60	16%
Jun-23		\$0.13					\$3.60	16%
Jul-23		\$0.08	\$0.00	\$0.92	\$2.36		\$11.72	52%
Aug-23		\$0.37	\$0.54	\$1.29	\$0.14		\$14.11	63%
Sep-23		\$0.52	\$0.00	\$1.54	\$0.40		\$16.91	75%
Oct-23		\$0.52	\$0.56	\$0.25	\$0.29		\$19.04	85%
Nov-23		\$0.01	\$0.00	\$1.01	\$0.79		\$19.48	87%
Dec-23		\$0.02	\$0.00		\$1.10		\$20.96	94%
Jan-24						\$0.10	\$21.06	94%
Feb-24			\$0.00		\$0.57		\$21.61	96%
Mar-24			\$0.00		\$0.43		\$21.90	98%
Apr-24					\$0.10		\$22.00	98%
May-24								
Jun-24						\$0.20		100%
Paid YTD	\$3.60	-\$0.09	-\$0.20	\$0.00	\$18.49	\$0.10	\$21.90	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.31	\$0.20	\$0.51	
Total fruit and service payments - 2023/24 Forecast \$22.40								

ZESPRI GREEN MAY								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-23	\$2.75	\$0.01					\$2.76	21%
May-23		\$0.16					\$2.92	22%
Jun-23		\$0.08					\$3.00	23%
Jul-23		\$0.05	\$0.00	\$0.56	\$0.98		\$4.59	35%
Aug-23		\$0.21	\$0.43	\$0.95	\$0.30		\$6.49	49%
Sep-23		\$0.28	\$0.00	\$1.67	\$0.05		\$8.48	64%
Oct-23		\$0.25	\$0.57	\$0.21	\$0.05		\$9.56	72%
Nov-23		\$0.01	\$0.00	\$0.86	\$0.58		\$11.01	83%
Dec-23		\$0.04	\$0.00		\$0.85		\$11.90	90%
Jan-24					\$0.00	\$0.10	\$12.00	91%
Feb-24			\$0.00		\$0.28		\$12.28	93%
Mar-24			\$0.00		\$0.57		\$12.85	97%
Apr-24					\$0.10		\$12.95	98%
May-24								
Jun-24						\$0.20		100%
Paid YTD	\$2.75	\$1.09	\$1.01	\$4.24	\$3.66	\$0.10	\$12.85	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.20	\$0.20	\$0.40	
Total fruit and service payments - 2023/24 Forecast \$13.25								

ZESPRI ORGANIC GREEN MAY								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-23	\$2.75						\$2.75	17%
May-23		\$0.04					\$2.79	18%
Jun-23		\$0.04					\$2.84	18%
Jul-23		\$0.14	\$0.00	\$0.57	\$2.22		\$5.76	37%
Aug-23		\$0.23	\$0.24	\$1.18	\$0.30		\$7.72	49%
Sep-23		\$0.40	\$0.00	\$1.70	\$0.21		\$10.02	64%
Oct-23		\$0.46	\$0.26	\$0.38	\$0.05		\$11.16	71%
Nov-23		\$0.02	\$0.00	\$0.98	\$0.91		\$13.06	83%
Dec-23		\$0.19	\$0.00		\$1.08		\$14.33	91%
Jan-24						\$0.10	\$14.43	92%
Feb-24			\$0.00		\$0.52		\$14.95	95%
Mar-24			\$0.00		\$0.33		\$15.28	97%
Apr-24					\$0.10		\$15.38	98%
May-24								
Jun-24						\$0.20		100%
Paid YTD	\$2.75	\$1.52	\$0.47	\$4.81	\$5.62	\$0.10	\$15.28	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.25	\$0.20	\$0.45	
Total fruit and service payments - 2023/24 Forecast \$15.73								

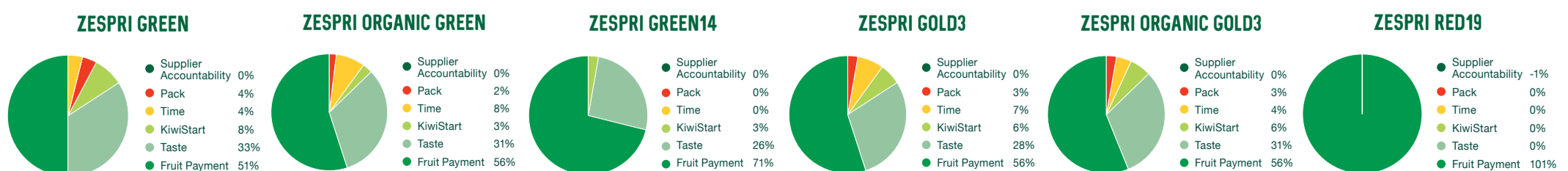
ZESPRI GREEN14 MAY								
ISO month	Submit	Pack and Time	KiwiStart Accountability	Taste Zespri	Progress	Loyalty Premium	Total payment / TE Supplied	% of Pool Paid YTD
Apr-23	\$2.95						\$2.95	20%
May-23		\$0.16					\$2.95	20%
Jun-23		\$0.08					\$2.95	20%
Jul-23		\$0.05	\$0.00	\$0.56	\$0.98		\$6.97	48%
Aug-23		\$0.21	\$0.43	\$0.95	\$0.30		\$8.96	61%
Sep-23		\$0.28	\$0.00	\$1.67	\$0.05		\$11.20	77%
Oct-23		\$0.25	\$0.57	\$0.21	\$0.05		\$11.99	82%
Nov-23		\$0.01	\$0.00	\$0.86	\$0.58		\$12.94	89%
Dec-23		\$0.04	\$0.00		\$0.85		\$13.58	93%
Jan-24					\$0.00	\$0.10	\$13.68	94%
Feb-24			\$0.00		\$0.28		\$13.87	95%
Mar-24			\$0.00		\$0.57		\$14.10	97%
Apr-24					\$0.10		\$14.20	97%
May-24								
Jun-24						\$0.20		100%
Paid YTD	\$2.95	\$0.00	\$0.38	\$3.71	\$6.96	\$0.10	\$14.10	
Balance to pay	\$0.00	\$0.00	\$0.00	\$0.00	\$0.30	\$0.20	\$0.50	
Total fruit and service payments - 2023/24 Forecast \$14.60								

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.

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

2023/24 SEASON GROWER PAYMENT PORTIONS – TOTAL FRUIT AND SERVICE PAYMENTS

2023/24 FEBRUARY FORECAST



GLOBAL EXTENSION TEAM UPDATES

THE MONTH AHEAD: MAY

FRUIT
QUALITYADVERSE
EVENTSPOST-
HARVESTMORE
INFO

IN PURSUIT OF FRUIT QUALITY

Gold harvest is starting to wind down and Green Mainpack is ramping up. Regardless of the variety, keep fruit quality at the forefront of your mind. For Gold, we enter a time where the pursuit of dry matter can compromise firmness, increasing your risk of softs at harvest. Here are some things you can do to mitigate this:

- Shake vines immediately before harvest by grabbing the centre wire in the bay or the leaders to try and drop the soft fruit.
- Pick gently and ensure soft fruit don't get into bags or bins.
- Keep juice off fruit, and keep gloves, hands and picking bags clean.
- You may consider changing to an hourly rate if your crop is soft. The cost of packing, repacking and storage losses can easily outweigh picking costs.

Short stalks are a common issue this harvest - stay vigilant and ensure all stalks are removed. Canopy has a raft of harvest resources, including the [Kiwifruit Harvesting Guide](#) for growers and contractors, new for this season. These should help you achieve positive fruit quality outcomes.



ADVERSE EVENTS

Watch for early frosts

For later harvested blocks, check the position of your frost sensors, make sure they are calibrated, and test if frost-fighting systems are working properly. Ensure sprinklers are reinstalled above the canopy, heaters are handy, and windmills and pumps are working, so you don't have to fix or shift things in the middle of the night. If you use a helicopter, make sure you've been in touch regarding their availability.

Managing stressed vines

Recovering stressed vines can take several years. Take the time to mark stressed vines before or just after harvest and before leaf drop. This will enable you to understand the number and location of the vines, and provide helpful information on your decision about these vines next season. You can identify these vines by their fruit size, leaf colour, and amount and type of replacement cane (even for next winter).

Remember to remove the fruit from severely stressed vines and mulch it so they are not accidentally picked at harvest. The removal of this fruit also helps with reducing the spread of wild kiwifruit via mass feeding of birds and the resulting spread of seeds.



POST-HARVEST PROTECTION

Psa: As autumn brings cooler and wetter conditions, Psa protection is vitally important. Late male growth can be a lightning rod for infection and is best removed before conditions that favour Psa arrive.

Both fruit stalk and leaf fall wounds are potential entry points for Psa and need protection after harvest. The application of Actigard® together with a copper product (in the same spray tank at the same time) can be hugely beneficial, especially in high-risk blocks. The Actigard® takes seven days to be effective, while copper is immediately effective. If you're not using Actigard®, use regular copper applications instead. Be mindful to spray when your canopy still has at least 50% leaf cover, and take care of spraying near unpicked fruit.

Scale: In our ongoing fight against scale, applying post-harvest Movento is essential to ensure your fruit market access is not limited.

If any of your blocks had scale of 4% or higher in your pest monitoring, you have an automatic JA that allows you to spray Movento after harvest on all blocks on your orchard. You'll get excellent control when you have good spray coverage and at least 50% of the leaves are green.



NEED MORE INFORMATION?

You'll find all this information and more on [Canopy](#).

[Canopy](#) > [Tools](#) > [Training](#) > [Resources for harvest](#)

[Canopy](#) > [Fruit Production](#) > [Protecting your fruit](#) > [Adverse Weather](#) > [Managing stressed vines](#)

[Canopy](#) > [Fruit Production](#) > [Protecting your fruit](#) > [Adverse Weather](#) > [Frost](#)

[Canopy](#) > [Fruit Production](#) > [Protecting your fruit](#) > [Diseases](#) > [Psa](#)

[Canopy](#) > [Fruit production](#) > [protecting your fruit](#) > [pests](#) > [Scale](#)



DO YOU GET KIWITIPS?

This monthly e-newsletter is delivered straight to your inbox with technical and seasonal tips, reminders and event info. Scan the QR code to sign up:





ZESPRI IN THE COMMUNITY

A SUMMER OF SURF LIFE SAVING NEW ZEALAND

While the temperature has now dropped, Zespri was proud to get behind three of Surf Life Saving New Zealand's major competitions which took place at Mount Maunganui Beach in the warmer months.

At the end of January, the SLSNZ Eastern Region Championships saw 725 athletes competing across a wide variety of events, including Surf Swim Race, Board Paddle Race and the premier Ironperson. Despite the Eastern Region spanning the Coromandel, Bay of Plenty and Gisborne local areas, the event attracts competitors from throughout the country with 34 Surf Life Saving Clubs taking part. The Mount Maunganui Lifeguard Service emerged triumphant at the champs, securing both the Overall Club Trophy and the Eastern Region Top Club Trophy.

The Champs are a crucial testing ground for athletes as they prepare for the annual Oceans: Festival of Junior Lifesaving in February and then the New Zealand Surf Lifesaving Championships in March.

Oceans took place over four days, with 700 junior members from 44 Surf Life Saving Clubs across New Zealand descending on Mount Maunganui for the event. The competition is broken up into four age groups – under 11, under 12, under 13 and under 14 with events including Sprint Race, Surf Race, Board Race, and Run-Swim-Run.

Then from 14 to 17 March, the pinnacle event – the 2024 New Zealand Surf Lifesaving Championships saw over 1,370 athletes competing from 47 Surf Life Saving Clubs. There was further success for the Mount Maunganui Lifeguard Service at this event, winning top club for the 10th consecutive year.

Zespri External Relations Advisor Libby Twiss says it's fantastic to see so many people hit Mount Maunganui Beach, coming together for such an incredible sport.

"We are proud to support the efforts of all surf lifeguards who play such a key role in keeping people safe, including at our iconic Mount Maunganui Beach.

SLSNZ Eastern Regional Manager Avan Polo says, "Lifesaving sport events have a long and proud history. Not only are they highly competitive, but they serve as an exciting way for surf lifeguards to stay on top of their game, so when you get into trouble on the beach, they're fit and capable. This season, we were privileged to host three major sporting events in Tauranga and none of them would have been possible without the invaluable support of partners like Zespri. Thank you for getting behind our cause and backing surf lifeguards who play a vital role in keeping coastlines safe."



Mount Maunganui winning top club for the 10th consecutive year at the National Championships.

KIDSCAN HANDBALL-ATHON A SUCCESS

As living costs continue to soar, more and more Kiwi kids across the country are heading to school hungry and without essentials like jackets, shoes and health items.

We joined KidsCan, Jordan from How to DAD and Jono and Ben from The Hits for their epic KidsCanBall 24-hour handball-athon to raise money to tackle this issue head on. The goal was to bring 40 more schools into the KidsCan whānau by raising \$350,000.

To help the KidsCan team kick off the campaign and reach their goal, for the first hour, Zespri matched all donations up to a total of \$10,000. We're happy to share that during this hour, Zespri doubled 152 individual donations and by the end of the 24-hour campaign KidsCan not only reached their goal of \$350,000 – they smashed it, raising more than \$473,000.

During the 24 hours, one of our Zespri KiwiBrothers got in on the handball action with Jordan from How to DAD and Jono and Ben, and we shared plenty of delicious Zespri RubyRed Kiwifruit to keep the handball players fuelled until the end.

For more information on KidsCan and KidsCanBall, click here: <https://www.kidscanball.org.nz/>



ZESPRI SCHOOL FUND CONTINUES TO MAKE A DIFFERENCE

After the success of its first year, Zespri was happy to bring the Zespri School Fund back for 2024. The Fund comes out of existing funding and offers a total of \$15,000 worth of uncapped grants to schools and early childhood centres. It was created to give back to our valued schools, Te Kura, and early childhood education providers.

We were blown away to receive four times the number of applications this year, which made it even harder to select the recipients and reflects the ever-growing need in our communities. Applications were assessed based on their alignment with Zespri's three community investment pillars—a happy and healthy community, a skilled and connected industry, and an enhanced environment—as well

as on the quality of the application and diversity of the cause.

This year, we are happy to announce that 14 grants were gifted to a wide range of recipients, including play centres, kura, primary schools, intermediate schools and high schools. We were excited to be able to support a wide range of causes again including an AED for the local community, funding a school orchard and healthy eating programme designed to teach whānau basic skills, microscopes for science-hungry tamariki and bikes for kids who have never had their own. Congratulations to all successful applicants we look forward to sharing their stories over the year to come.

2024 KELLOGG RURAL LEADERSHIP PROGRAMME SCHOLARSHIP WINNER

Congratulations to Dave Nuku, the recipient of our 2024 Kellogg Rural Leadership Programme scholarship. This highly respected programme develops passionate leaders, enabling them to lead effectively and positively influence the primary industries. Dave is a part of the second intake for 2024, starting on June 18 with a week at Lincoln University – focusing on leadership tools and an industry context.

Dave is currently General Manager of Ngamanawa Inc, a role in which his goal is to skilfully manage and develop Ngamanawa Inc's assets for the benefit of present and future generations. Dave is looking forward to taking advantage of the opportunity to learn from world-class executives in leadership and governance, as well as networking with other like-minded leaders from across the primary sector and contributing to the collective knowledge & experience of the group.

We asked Dave what some of his potential areas of interest were for his research project, which he will complete as part of the programme.

He has a number of areas he'd like to explore ahead of deciding on his final topic, including:

- Environmental & cultural tourism opportunities within the rural sector
- Carbon credit schemes and other similar concepts and systems
- Native forest & riparian water restoration

We wish Dave all the best and look forward to hearing about his experience on the programme and the outcome of his research.

For more information on the Kellogg Rural Leadership Programme visit <https://ruralleaders.co.nz/kellogg-rural-leadership-programme/>



SAVE THE DATE: OUR SYMPOSIUM IS BACK!



Be sure to save space in your calendar for the 2024 KVH Biosecurity Symposium, being held in Mount Maunganui 7-8 August. In 2023 we had 120 people join us each day for the event and we welcome many more again this year.

With the theme 'Building resilience', the event will bring life to our industry biosecurity values and activities, through a series of informative and interesting presentations for growers, industry, technical staff, and government.

The full programme will be available at kvh.org.nz shortly.

Where: Stadium Lounge, Mercury Baypark, Mount Maunganui

When: Wednesday 7 - Thursday 8 August



DISPOSING OF REJECT FRUIT?



It's the time of year where growers and post-harvest may have reject fruit to dispose of but need to ensure these practices are in accordance with their KVH Post-Harvest Biosecurity Plan and Regional Council requirements.

Reject fruit may be sent for commercial processing or composting, to companies registered with KVH who have demonstrated risk management practices.

Where reject fruit is to be used as stock feed, risk must be managed by the following practices:

- piles of reject fruit are covered to prevent birds mass feeding on any softened fruit. Material such as wind break mesh netting is ideal as it allows the pile to breathe but excludes the birds,

- fruit is stockpiled away from stock (ideally in a concrete bunker), fed out gradually, and the oldest fruit is always used first.
- reject fruit intended for stock feed is transported fully covered and meets KVH movement controls,
- reject fruit awaiting action is securely stored to prevent leaf dispersal and availability to birds.

The reason for excluding birds is to reduce the amount of wild kiwifruit establishing through the spread of bird-borne seed. It's mostly waxeyes, sparrows and black birds that feed on softened fruit.

QUARANTINE FACILITIES FOR KIWIFRUIT PLANTS



The Ministry for Primary Industries (MPI) has recently completed construction of 12 new Level 3B post-entry quarantine (PEQ) greenhouse units at Mt Albert, Auckland and expect to open the facility to new imports in September 2024.

Interested importers are now invited to submit their expressions of interest for booking PEQ space. Applications can be completed online, where you'll also find important dates and information to help with your application.

If you have any questions about the process please contact PHEL.PEQ@mpi.govt.nz or see here for more information.

When MPI consulted on imports re-starting on this pathway, KVH provided input on behalf of the kiwifruit industry on the Import Health Standard (IHS) for Actinidia plants for planting, to ensure biosecurity risk is managed to an acceptable level.



Plants being checked by scientists in a PEQ glasshouse.

The IHS sets out import requirements and our input focused on the importance of carefully managing the pathway and included specific technical advice we commissioned from experts in the science community in New Zealand and overseas.

ZESPRI SHED TALKS ARE BACK THIS JUNE

After two successful rounds of engaging and robust discussion, we're raising the bar even higher this June for the third season of Shed Talks. This season's station lineups are designed to allow you to see upcoming initiatives and to help shape future thinking. Whether you are a returning attendee or a first-timer, we would love for you to join us for a chat and a scone. Don't miss out on what's set to be our best season yet!

SHED TALKS - EVENT SCHEDULE

REGION	DATE	TIME
Pongakawa	Thurs 20 June	9.30-12.30
Te Puna	Fri 21 June	9.30-12.30
Te Puke	Mon 24 June	9.30-12.30
Katikati	Wed 26 June	10am-1pm
Waihi	Wed 26 June	10am-1pm
Tauranga	Thurs 27 June	9.30-12.30
Motueka	Mon 1 July	11am-2pm
Whakatane	Mon 1 July	10am-1pm
Auckland	Tues 2 July	10am-1pm
Ōpōtiki	Tues 2 July	10am-1pm
Gisborne	Wed 3 July	10am-1pm
Whangārei	Wed 3 July	10am-1pm
Kerikeri	Thurs 4 July	10am-1pm
Waikato	Fri 5 July	10am-1pm

Look out on Canopy and the next edition for updates on locations and what topics we will be bringing to you!



Growers and Zespri staff at various Shed Talks locations in 2023.

Q&A

FROM THE FIELD

KEY CONTACTS:

Grower & Industry Relations Manager
Malkit Singh: 027 665 0121

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

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

Robin Barker Gilbert – Katikati,
Nelson: 027 779 5910

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

Jemma Pryor – Te Puke:
027 283 6192

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

Teresa Whitehead - Organics:
027 257 7135

I am looking to buy kiwifruit plants for the coming winter and need to know which nurseries have what.

Please refer to our new Nursery Plant Trading Board on Canopy. [Home > Fruit production > Growing fruit > Develop, graft & establish > Nursery plant trading board](#)

Where do I find the KiwiStart rates?

For more information on KiwiStart rates, please refer to the Incentive payments page on Canopy [Home > Supply & operations > your orchard business > Grower Payments > Incentive Payments](#)

How do I find my maturity testing results?

Your maturity testing results are available in the Maturity Clearance System, <https://mcs.zespri.com/>, which you log in to via Canopy. If you don't believe you have access, please contact the Grower Support Services Team on 0800 155 355.

I am interested in grafting some of the new pollination males into my G3 orchard. Where can I find out more information regarding the variety and timing?

For more information on the 4 new males that time earlier than M33, please visit the Optimising males page on Canopy. [Fruit Production > Growing fruit > Managing canopy & pruning > Optimising males](#).

How can I get hold of some budwood to graft into my orchard this year?

Contact Rob at the Zespri Budwood Coolstore at budwood@zespri.com for more information regarding the males and availability of the varieties this season. These males are usually distributed in November during the re-grafting period unless we have excess availability towards the end of the winter graft window. Please note that there will be very limited availability of these varieties this year due to no R19 licence being released.

Will there be R19 budwood available this year due to no licence release?

We have procured a limited amount of R19 and male to provide for those who still need to graft their licence allocation and have made provision for small re-grafting requirements from last season. We recommend collecting and storing some of your budwood if your re-graft requirement exceeds 30%. Contact Rob by email at budwood@zespri.com or by phone 027 511 1056 if you have not completed a budwood requirement form by early June.



UPCOMING EVENTS

MAY
28

JOIN US AT THE
NEW GROWER FORUM

Zespri is holding a full-day educational forum for growers who have recently joined the kiwifruit industry or who are interested in learning about the history and establishment of Zespri and the SPE, Zespri's present operations and key priorities, future strategy, and innovation. This forum will include presentations from key Zespri speakers, NZKGI, KNZ, and current growers.

Date: Tuesday 28 May 2024

Time: 9:00am - 4:00pm (catering included)

Location: Zespri Head Office

Please note, there will also be the option to join online.

To register, please complete the following registration form:

<https://events.zespri.com/grower-forum/registration/Site/Register>.

If you have any questions, please get in touch with Sasha Avery at sasha.avery@zespri.com or 027 467 9789.

JUN
12-15

SEE YOU AT
MYSTERY CREEK FIELDDAYS

This is a great opportunity to connect with the Zespri Executive team, Grower Relations Managers, the Zespri Board and industry partners. It's also a chance to say goodbye to CEO Dan Mathieson before he departs to join Driscoll's.

The Zespri Executive will present a season update at 12 noon from Wednesday to Friday. If you plan to come on Saturday, be sure to head to the tent at 10 am to enjoy brunch with the Grower Relations team.

You can find us at site F49, where we've previously been located. The gates will be open daily from Wednesday to Friday, 8am to 5pm, and on Saturday, 8am to 4pm. For more information and to purchase tickets, please visit the Fielddays website at www.fielddays.co.nz.

SEP
7-13

WELCOMING BACK
ZESPRI AIMS GAMES

We're excited to welcome athletes, supporters, and volunteers back to Tauranga Moana later this year, with the tournament taking place from September 7 to 13.

For us, supporting AIMS Games is about making a positive contribution to our communities, and the tournament aligns so well with our values. We love that it teaches healthy habits to the next generation and helps build great personal connections within team-mates, competitors, and volunteers.

Keep an eye out for further details on how to join in all the fun.



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

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