



31 January 2023

Te Puke Town Hall Q&A & Livestream Online The Orchard Church 20 Macloughlin Drive, Te Puke Thursday 2 February 2023 4pm - 6pm Livestream log-in details available on Canopy	Katikati Town Hall Q&A Fairview Golf Club 34 Sharp Road, Aongatete Friday 3 February 2023 10am - 12noon
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Hi all,

Since my last update on Friday, we've continued our efforts to better understand the data on which our November forecast for Green and Organic Green was based. The estimated drop in the Green and Green Organic OGR for 2022 will have a serious financial impact for many of you and I want to assure you that Zespri is taking this issue seriously. Along with members of the Executive and Zespri Board, I will be talking through this in more detail and responding to your questions in person at our grower town halls this week.

Linda Mills, our Chief Market Performance Officer, has travelled to Europe to work with the team there as we continue to gather more information. This is part of our effort to better understand the data and assumptions behind the November forecast and the revised estimates of the cost of quality, as well as the response to the quality challenges and the impact this will have on the February forecast.

It's clear that the November forecast for Green and Green Organic was significantly overstated based on our latest information. I want to sincerely apologise for this. We understand the effect this has on grower financial planning, particularly the lack of progress payments for Green and Organic Green growers in February, in what has been a really tough year for everyone and across all fruit categories.

While our work to gather more information continues, we will publish a Grower Q&A this week which provides responses to some of the questions we've received from growers. We'll add to this as we continue our preparations for our next forecast in February. Please send any further queries you have through to NZKGI.

We will provide more detail at our grower town halls this week. Please do come if you can. There will now be two grower meetings to ensure more growers can attend, in **Te Puke on Thursday at the Orchard Church at 4pm** and in **Katikati at Fairview Golf Club on Friday at 10am**.

Growers can also join the Te Puke town hall online via teams and ask questions. Log-in details to join this are available on Canopy where a recording will also be made available. If you have any questions about joining this please contact our Grower Services team on 0800 155 355 or via contact.canopy@zespri.com or touch base with your local Grower Liaison Manager.

We will also be scheduling a separate meeting for Organic Green growers next week, with details to follow.

As well as the Grower Q&A and grower town halls planned for this week, we will continue to keep you updated on this quality issue, including through further discussion at our Grower Roadshows in March following the publication of the February forecast on February 24.

Finally, while I know we are all focused on addressing the quality issue, the weather continues to work against us this year as we've seen with the recent concerning flood damage. Zespri will continue to work closely with NZKGI to help support those affected growers.

Best regards

Dan.