



22 October 2026

Hi everyone,

This update covers the key topics discussed at today's Board meeting of Zespri Directors, including:

- Five-Year Forecast OGR Ranges
- Licence Release Update
 - 2027 Licence Release
 - 2028-2031 Licence Release Ranges
- Gold3 PVR Expiry in Chile - 2029
- US Tariff Update
- Chair's Commentary

Five-Year Forecast OGR Ranges

The following five-year forecast OGR ranges for 2027 to 2031 were approved by the Board today, following the approval of the five-year plan.

- Zespri Green Kiwifruit: \$9.50 to \$11.50 (up from \$9.00-\$11.00 last year)
- Zespri Organic Green Kiwifruit: \$13.50 to \$15.50 (up from \$12.50-\$14.50)
- Zespri SunGold Kiwifruit: \$11.00 to \$14.00 (no change)
- Zespri Organic SunGold Kiwifruit: \$14.50 to \$17.50 (up from \$13.50-\$16.50)
- Zespri RubyRed Kiwifruit: \$14.50 to \$18.50 (up from \$12.50-\$16.50)

These ranges illustrate Zespri's mid-term outlook for grower returns, reflecting both the upside and downside opportunities and risks over the five-year period, including the strong demand for our fruit in what is an increasingly competitive environment.

Zespri's Five-Year Outlook, which provides further detail on these ranges and outlines how Zespri's medium-term strategy will be implemented across each fruit category will be made available on Canopy and Zespri's website in December.

2027 Licence Release Update

The Board today discussed and approved the 2027 licence release programme.

Summary

- 400 hectares of Gold3 Kiwifruit licence to be released in 2027, with an opening price of \$513,000 per hectare (excluding GST).
- A total of 139.54 hectares of Red80 licence to be released in 2027, including 125 ha of new licence and 14.54 ha of redistributed unallocated licence from 2026.
 - Red80 Unrestricted pool: 82.5 ha with an opening reserve price of \$114,000 (excluding GST) being a 75% discount on the 2026 final price;

- Red80 Restricted pool for Red19 licence holders: 57.04 ha with an opening reserve price of \$51,000 per hectare (excluding GST) being a 25% discount on the 2026 final price;
- The Red80 restricted pool is not expected to be offered in 2028 or beyond, but will be reassessed as we learn more about the variety's performance.
- Longer-term Gold3 Kiwifruit licence release ranges moderated, with between 350-450 ha available in 2028 and 350-550 ha from 2029-2031, reflecting an increase in our supply forecast following recent productivity gains.

In considering next year's licence release programme, the Board discussed how our long-term demand outlook is tracking against our projected future supply volumes.

While the global marketplace has become more competitive and volatile, our outlook for future demand remains strong, supported by the strength of the Zespri brand, our global supply chain and partners, and the quality of our fruit.

Demand for nutritious, naturally healthy fruit continues to grow, and we are making good progress in building a more balanced and diversified market portfolio. This includes strong growth in North America and Europe, alongside future opportunities in India and South East Asia. At the same time, we have taken a more conservative approach to forecasting growth in Asian markets given recent economic conditions.

Our supply forecasts have also increased following a second consecutive season in which yields exceeded previous modelling. Even with this higher supply outlook, our assessment is that global demand for SunGold Kiwifruit remains ahead of supply, with sufficient headroom to manage fluctuations. This continues to support our ongoing licence release programme.

2028-2031 Licence Release Ranges

In seeking to provide certainty to the industry on our intentions with licence release, the Board approved a range for years two-to-five of the 5-Year Plan, taking into account future demand opportunities, expected global supply volumes of premium fruit and increasing economic and geopolitical uncertainty.

This has seen the expected amount of Gold3 Kiwifruit licence being made available moderated from previous forecasts between 2028-2031, reflecting recent increases in supply.

Our preference in the past has been to give growers a five year outlook with two years of certainty. You will notice that we have reverted to a range for the 2028 Gold3 release. This is due to uncertain global economic conditions that we are now seeing and the need to retain some flexibility should market conditions change.

Conventional Zespri SunGold Kiwifruit Licence Release Programme (subject to annual review)					
	2027	2028	2029	2030	2031
Unrestricted Pool	400 Ha	350-450 Ha	350-550 Ha	350-550 Ha	350-550 Ha

Conventional Zespri Red80 Kiwifruit Licence Release Programme (subject to annual review)					
	2027	2028	2029	2030	2031
Unrestricted Pool	75 Ha**	125 Ha	125 Ha	125 Ha	125 Ha
Restricted	50 ha**	0 Ha*	0 Ha*	0 Ha*	0 Ha*

**At this stage, there is no current intention to retain the cutover Red80 pool from 2028, however this will be reassessed as we continue to understand the performance of the variety.*

*** These figures exclude the 14.54ha that remain unallocated from the 2026 Red80 licence auctions.*

The Board also considered rule changes for auctions, as well as greater accountability measures where payment obligations are not met, following the 2026 Red80 Licence auctions where two successful bidders failed to pay the required deposits.

Further details on the 2027 licence release programme including accountability measures going forward for non-payments will be made available on Canopy and in the next Kiwiflier.

The Board expects to consider next steps regarding the potential commercialisation of Green146 in December, with a further update to be provided following that discussion.

Gold3 PVR Expiry in Chile - 2029

Management advised the Board today on the expiry of Zespri's Gold3 Plant Variety Right (PVR) in Chile in 2029.

Chile applies different settings from many of the other jurisdictions in which Gold3 is protected. Rather than starting a PVR term on registration and calculating the term forward, its term starts at registration but is backdated to when the application was provisionally accepted. Our Gold3 PVR was provisionally accepted in January 2011 and granted in September 2025.

Chile has only signed up to UPOV 1978 (an older UPOV version) which means the protection period for trees and vines is 18 years compared with a minimum of 25 years in the more recent UPOV 91. These settings have resulted in the Chile Gold3 PVR expiring earlier than we had previously understood. This has been recently discovered through our efforts opposing a PVR for the E2 kiwifruit variety with that work ongoing.

US Tariff Update

We have now received approximately 90% of the US tariff refunds Zespri is eligible for and are continuing to work through our process to establish the allocation of these funds between our grower pools and retail and distribution partners. This will be worked through with the Industry Advisory Council and we will keep growers updated on next steps once we know more.

Jason Te Brake
Chief Executive Officer

Chair's Commentary

Hi everyone

It's been pleasing to see the positive momentum across our markets in recent weeks as we continue our efforts to close out the season strongly as we transition to our ZGS supply which helps keep our brand on shelves in front of consumers and support grower returns.

As we move into the final weeks of the season, our focus continues to be minimising our late season quality costs and managing this season's softer fruit pressures, and I want to thank our post harvest partners and distribution partners for the work they've done to deliver record volumes of fruit.

Today's Board discussion covered some significant topics, with the Board's approval of our licence release programme reflecting both the strong demand we continue to see for our fruit but also the changing market environment we're operating in. This has seen us adopt a more conservative approach with our longer-term view on future licence ranges beyond 2028 as we look to ensure demand continues to exceed supply which is critical in securing strong value for growers.

Best wishes

Nathan Flowerday
Chair