



APPENDIX

Industry Statistics – Performance and Production by Cultivar, Region and Markets

	2018/19	2017/18	2016/17	2015/16	2014/15	2013/14	2012/13	2011/12
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Distribution to growers/suppliers

Fruit and service payments (excl loyalty premium)	2018/19	11.53	9.21	9.27	9.57	9.02	9.08	8.37
Loyalty premium	0.30	0.27	0.25	0.24	0.24	0.24	0.24	0.24
Total payments per tray	11.83	11.80	9.46	9.51	9.81	9.26	9.32	8.61

Crop Volumes (000's)

Trays submitted (gross)	157,715	125,822	148,902	123,763	97,304	87,725	105,580	119,444
Trays supplied	154,058	124,433	145,871	120,145	95,683	86,510	102,860	113,932
Trays sold	148,843	123,246	137,748	117,094	95,187	86,094	101,313	109,129
Trays sold as a percentage of trays supplied	96.6%	99.0%	94.4%	97.5%	99.5%	99.5%	98.5%	95.8%

General Statistics

Production per hectare (trays submitted)	12,373	9,913	11,838	10,157	8,662	8,016	8,610	9,556
Producing hectares	12,747	12,692	12,578	12,185	11,233	10,944	12,263	12,500
Orchard Gate Return per hectare (average)	96,033	79,361	68,868	60,758	57,369	49,385	51,153	45,206
Number of producers	2,756	2,405	2,435	2,156	2,540	2,350	2,636	2,662
Average number of trays supplied per producer	55,899	51,739	59,906	47,752	37,670	36,813	39,021	42,799

Number of Orchards Registered

0 – 2 hectares	717	774	791	807	834	802	855	913
2 – 5 hectares	1,575	1,509	1,508	1,499	1,428	1,458	1,483	1,521
5 – 10 hectares	702	607	589	568	515	487	573	577
Over 10 hectares	207	165	161	147	128	126	146	138
Total (KPINS)	3,201	3,055	3,049	3,021	2,905	2,873	3,057	3,149

	2018/19	2017/18	Variance
Zespri global kiwifruit sales	2.944 billion	2.392 billion	23%
Export earnings (New Zealand grown)	2.106 billion	1.708 billion	23%
New Zealand-grown fruit and service payments	1,821.8 million	1,468.1 million	24%
New Zealand-grown Orchard Gate Return (OGR) per hectare	\$96,033 (average)	\$79,361 (average)	21%
- Green	\$63,622	\$59,981	6%
- Organic Green	\$73,350	\$52,375	40%
- Gold	\$145,991	\$114,345	28%
- Green14	\$44,549	\$38,937	14%
Zespri global volume (trays sold)	167.2 million	138.6 million	21%
New Zealand-grown	148.8 million	123.2 million	21%
Non-New Zealand-grown	18.4 million	15.4 million	19%

Key figures from Zespri's Annual Results 2018-19

NEW ZEALAND INDUSTRY PERFORMANCE

Regional Production Analysis - NZ Grown Kiwifruit - Trays Supplied to Zespri - FOBS

	2018/19		2017/18		2016/17		2015/16	
Tray Equivalents (TEs) supplied to Zespri (FOBS)	Producing Hectares	TE Supplied per ha	Producing hectares	TE Supplied Per ha	Producing hectares	TE supplied per ha	Producing hectares	TE supplied per ha
Zespri Green Kiwifruit								
Northland	109	5,779	109	5,779	113	9,559	116	7,666
Auckland	273	7,719	273	7,719	272	9,502	273	8,099
Bay of Plenty								
Katikati	940	7,678	940	7,678	966	11,972	973	9,748
Opotiki	457	8,917	457	8,917	464	11,758	469	10,756
Tauranga	1,086	9,193	1,086	9,193	1,116	12,533	1,090	10,135
Te Puke	3,419	9,641	3,419	9,641	3,508	13,088	3,524	12,204
Waihi	100	6,569	100	6,569	100	8,701	105	7,604
Whakatane	402	7,728	402	7,728	439	9,889	438	8,248
Waikato	200	8,339	200	8,339	204	9,664	206	8,867
Poverty Bay	54	8,366	54	8,366	54	5,828	55	6,605
Hawke's Bay	43	6,620	43	6,620	45	7,290	47	8,265
Lower North Island	70	8,696	70	8,696	65	7,056	69	6,186
South Island	229	5,663	229	5,663	258	7,246	250	6,158
Total producing hectares	7,382		7,382		7,604	-	7,614	-
Average TE supplied per hectare		8,812		8,812	-	11,933	-	10,590

	2018/19		2017/18		2016/17		2015/16	
Tray Equivalents (TEs) supplied to Zespri (FOBS)	Producing Hectares	TE Supplied per ha	Producing hectares	TE Supplied Per ha	Producing hectares	TE supplied per ha	Producing hectares	TE supplied per ha
Zespri Organic Green Kiwifruit								
Northland	-	-	-	-	-	-	-	-
Auckland	1	2,614	1	2,614	1	5,856	1	3,983
Bay of Plenty								
Katikati	30	6,593	30	6,593	31	9,208	30	8,037
Opotiki	22	5,786	22	5,786	22	8,616	22	7,404
Tauranga	203	6,033	203	6,033	210	8,652	231	8,054
Te Puke	42	6,979	42	6,979	38	10,408	57	8,841
Waihi	19	3,964	19	3,964	20	4,219	20	4,808
Whakatane	4	4,197	4	4,197	4	5,323	3	5,171
Waikato	151	5,310	151	5,310	151	6,536	153	6,148
Poverty Bay	1	3,676	1	3,676	2	4,637	2	5,284
Hawke's Bay	-	-	-	-	-	-	-	-
Lower North Island	2	5,552	2	5,552	2	6,524	2	6,365
South Island	-	-	-	-	21	4,516	16	2,873
Total producing hectares	475		475		502	-	537	-
Average TE supplied per hectare		8,812		8,812	-	7,841	-	7,254

	2018/19		2017/18		2016/17		2015/16	
Tray Equivalents (TEs) supplied to Zespri (FOBS)	Producing Hectares	TE Supplied per ha	Producing hectares	TE Supplied Per ha	Producing hectares	TE supplied per ha	Producing hectares	TE supplied per ha
Zespri Gold and Organic Gold Kiwifruit (Hort16A)								
Northland	11	8,615	11	8,615	52	12,721	172	12,133
Auckland	-	-	-	-	1	5,822	15	12,969
Bay of Plenty	-	-						
Kaikōura	-	-	-	-	-	-	1	10,618
Opotiki	-	-	-	-	-	-	-	-
Tauranga	-	-	-	-	-	-	1	4,712
Waihi	-	-	-	-	-	-	1	13,777
Whakatane	-	-	-	-	-	-	-	-
Waikato	-	-	-	-	1	9,394	15	8,802
Poverty Bay	-	-	-	-	48	9,245	69	8,365
Hawke's Bay	2	7,793	2	7,793	12	11,484	55	11,667
Lower North Island	-	-	-	-	-	-	-	-
South Island	17	10,647	17	10,647	47	9,349	64	10,796
Total producing hectares	30		30		161	-	394	-
Average TE supplied per hectare		9,689		9,689	-	10,561	-	11,077

	2018/19		2017/18		2016/17		2015/16	
Tray Equivalents (TEs) supplied to Zespri (FOBS)	Producing Hectares	TE Supplied per ha	Producing hectares	TE Supplied Per ha	Producing hectares	TE supplied per ha	Producing hectares	TE supplied per ha
Zespri SunGold and Organic SunGold (Gold3)								
Northland	319	8,044	319	8,044	189	9,069	122	6,104
Auckland	206	10,701	206	10,701	187	8,928	139	5,694
Bay of Plenty								
Katikati	525	11,299	525	11,299	501	12,302	423	7,521
Opotiki	506	12,172	506	12,172	478	11,028	403	8,298
Tauranga	437	12,320	437	12,320	413	12,484	7	8,073
Te Puke	1,655	12,390	1,655	12,390	1,516	12,746	1,262	9,220
Waihi	53	9,168	53	9,168	51	11,027	43	8,828
Whakatane	211	13,211	211	13,211	206	11,175	167	8,861
Waikato	183	7,937	183	7,937	157	7,029	125	3,295
Poverty Bay	208	9,740	208	9,740	146	8,728	103	8,586
Hawke's Bay	149	8,263	149	8,263	131	6,815	80	9,562
Lower North Island	2	7,799	2	7,799	2	5,349	1	5,227
South Island	176	8,693	176	8,693	139	9,635	103	8,758
Total producing hectares	4,630		4,630		4,116	-	3,339	-
Average TE supplied per hectare		11,292		11,292	-	11,366	-	8,234

	2018/19		2017/18		2016/17		2015/16	
Tray Equivalents (TEs) supplied to Zespri (FOBS)	Producing Hectares	TE Supplied per ha	Producing hectares	TE Supplied Per ha	Producing hectares	TE supplied per ha	Producing hectares	TE supplied per ha
Zespri Sweet Green Kiwifruit (Green14)								
Northland	1	3,401	1	3,401	1	7,210	1	4,243
Auckland	14	5,238	14	5,238	14	6,256	13	5,336
Bay of Plenty								
Katikati	11	7,377	11	7,377	15	8,571	16	6,331
Opotiki	12	7,790	12	7,790	14	9,758	18	6,507
Tauranga	6	5,845	6	5,845	8	6,899	10	5,892
Te Puke	80	7,711	80	7,711	88	9,148	115	6,564
Waihi	-	-	-	-	-	-	-	-
Whakatane	18	7,550	18	7,550	20	5,984	15	4,960
Waikato	15	5,428	15	5,428	18	5,686	16	3,175
Poverty Bay	4	6,985	4	6,985	4	6,072	4	6,888
Hawke's Bay	8	4,415	8	4,415	8	4,363	8	8,358
Lower North Island	4	6,486	4	6,486	4	3,679	4	5,505
South Island	2	2,789	2	2,789	1	6,506	1	5,280
Total producing hectares	175		175		195	-	223	-
Average TE supplied per hectare		6,925		6,925	-	7,813	-	6,109

Production area and trays supplied of kiwifruit varieties by region over the past four seasons.

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