



## APPENDIX

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

|   | 2021/22        | 2020/21 | 2019/20 | 2018/19 | 2017/18 | 2016/17 | 2015/16 | 2014/15 |
|---|----------------|---------|---------|---------|---------|---------|---------|---------|
| <b>Distribution to growers/suppliers</b>            |                |         |         |         |         |         |         |         |
| Fruit and service payments (excl loyalty premium)   | <b>13.47</b>   | 13.72   | 12.94   | 11.52   | 11.53   | 9.21    | 9.27    | 9.57    |
| Loyalty premium                                     | <b>0.30</b>    | 0.39    | 0.31    | 0.30    | 0.27    | 0.25    | 0.24    | 0.24    |
| <b>Total payments per tray</b>                      | <b>13.77</b>   | 14.11   | 13.25   | 11.83   | 11.80   | 9.46    | 9.51    | 9.81    |
| <b>Crop Volumes (000's)</b>                         |                |         |         |         |         |         |         |         |
| Trays submitted (gross)                             | <b>183,973</b> | 160,977 | 150,341 | 157,715 | 125,822 | 148,902 | 123,763 | 97,304  |
| Trays supplied                                      | <b>179,662</b> | 159,649 | 148,134 | 154,058 | 124,433 | 145,871 | 120,145 | 95,683  |
| Trays sold  | <b>175,033</b> | 158,077 | 145,223 | 148,843 | 123,246 | 137,748 | 117,094 | 95,187  |
| <b>Trays sold as a percentage of trays supplied</b> | <b>97.4%</b>   | 99.0%   | 98.0%   | 96.6%   | 99.0%   | 94.4%   | 97.5%   | 99.5%   |
| <b>General Statistics</b>                           |                |         |         |         |         |         |         |         |
| Production per hectare (trays submitted)            | <b>13,518</b>  | 12,072  | 11,650  | 12,373  | 9,913   | 11,838  | 10,157  | 8,662   |
| Producing hectares                                  | <b>13,610</b>  | 13,334  | 12,905  | 12,747  | 12,692  | 12,578  | 12,185  | 11,233  |
| Orchard Gate Return per hectare (average)           | <b>124,479</b> | 123,041 | 107,142 | 96,033  | 79,361  | 68,868  | 60,758  | 57,369  |
| Number of producers                                 | <b>2,843</b>   | 2,813   | 2,792   | 2,756   | 2,405   | 2,435   | 2,156   | 2,540   |
| Average number of trays supplied per producer       | <b>63,194</b>  | 56,754  | 53,057  | 55,899  | 51,739  | 59,906  | 47,752  | 37,670  |
| <b>Number of Orchards Registered</b>                |                |         |         |         |         |         |         |         |
| 0 – 2 hectares                                      | <b>713</b>     | 734     | 738     | 717     | 774     | 791     | 807     | 834     |
| 2 – 5 hectares                                      | <b>1,527</b>   | 1,544   | 1,540   | 1,575   | 1,509   | 1,508   | 1,499   | 1,428   |
| 5 – 10 hectares                                     | <b>743</b>     | 720     | 693     | 702     | 607     | 589     | 568     | 515     |
| Over 10 hectares                                    | <b>254</b>     | 214     | 211     | 207     | 165     | 161     | 147     | 128     |
| <b>Total (KPINS)</b>                                | <b>3,237</b>   | 3,222   | 3,182   | 3,201   | 3,055   | 3,049   | 3,021   | 2,905   |

|   | 2021/22             | 2020/21             | Variance |
|---|---------------------|---------------------|----------|
| Zespri global kiwifruit sales                           | 4.465 billion       | 3.583 billion       | 12%      |
| Export earnings (New Zealand grown)                     | 2.871 billion       | 2.599 billion       | 10%      |
| New Zealand-grown fruit and service payments            | 2.473 million       | 2.253.2 million     | 10%      |
| New Zealand-grown Orchard Gate Return (OGR) per hectare | \$124,479 (average) | \$123,041 (average) | 1%       |
| - Green   | \$75,494            | \$76,722            | 2%       |
| - Organic Green   | \$67,752            | \$66,453            | 2%       |
| - SunGold   | \$176,026           | \$177,846           | 1%       |
| - Organic SunGold                                       | \$143,772           | \$158,599           | 9%       |
| Zespri global volume (trays sold)                       | 201.5 million       | 181.5 million       | 11%      |
| New Zealand-grown                                       | 175.0 million       | 158.0 million       | 11%      |
| Non-New Zealand-grown                                   | 26.5 million        | 23.5 million        | 13%      |

Key figures from Zespri's Annual Results 2021-22

## NEW ZEALAND INDUSTRY PERFORMANCE

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

|  | 2021/22            |                    | 2020/21            |                    | 2019/20            |                    | 2018/19            |                    |
|--|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 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 |
| <b>Zespri Green Kiwifruit</b>                    |                    |                    |                    |                    |                    |                    |                    |                    |
| Northland  | <b>79</b>          | <b>7,410</b>       | 81                 | 8,829              | 100                | 6,835              | 106                | 8,498              |
| Auckland   | <b>237</b>         | <b>9,332</b>       | 243                | 8,030              | 256                | 7,175              | 262                | 9,974              |
| Bay of Plenty                                    |                    |                    |                    |                    |                    |                    |                    |                    |
| Katikati   | <b>824</b>         | <b>11,343</b>      | 859                | 8,011              | 830                | 8,960              | 859                | 9,882              |
| Ōpōtiki  | <b>433</b>         | <b>11,363</b>      | 436                | 10,735             | 444                | 10,834             | 455                | 11,315             |
| Tauranga   | <b>987</b>         | <b>11,711</b>      | 996                | 10,625             | 1,066              | 9,773              | 1,087              | 12,014             |
| Te Puke  | <b>2,969</b>       | <b>12,672</b>      | 3,079              | 11,551             | 3,190              | 11,058             | 3,292              | 12,380             |
| Waihi  | <b>101</b>         | <b>10,822</b>      | 106                | 7,608              | 132                | 7,771              | 138                | 9,858              |
| Whakatāne  | <b>279</b>         | <b>9,153</b>       | 309                | 7,434              | 331                | 8,369              | 366                | 10,541             |
| Waikato  | <b>210</b>         | <b>9,327</b>       | 202                | 8,297              | 204                | 9,113              | 203                | 9,076              |
| Poverty Bay                                      | <b>31</b>          | <b>7,035</b>       | 40                 | 6,054              | 44                 | 6,801              | 52                 | 7,745              |
| Hawke's Bay                                      | <b>39</b>          | <b>6,332</b>       | 41                 | 6,005              | 41                 | 6,916              | 45                 | 7,358              |
| Lower North Island                               | <b>69</b>          | <b>6,482</b>       | 69                 | 8,623              | 69                 | 9,062              | 70                 | 9,291              |
| South Island                                     | <b>133</b>         | <b>6,903</b>       | 197                | 6,226              | 208                | 6,519              | 223                | 7,258              |
| Total producing hectares                         | <b>6,390</b>       |                    | 6,659              |                    | 6,915              |                    | 7,158              |                    |
| Average TE supplied per hectare                  |                    | <b>11,529</b>      |                    | 10,133             |                    | 9,932              |                    | 11,320             |

|  | 2021/22            |                    | 2020/21            |                    | 2019/20            |                    | 2018/19            |                    |
|--|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 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 |
| <b>Zespri Organic Green Kiwifruit</b>            |                    |                    |                    |                    |                    |                    |                    |                    |
| Northland  | -                  | -                  | -                  | -                  | -                  | -                  | -                  | -                  |
| Auckland   | 1                  | 4,569              | 1                  | 5,118              | 1                  | 2,626              | 1                  | 5,364              |
| Bay of Plenty                                    |                    |                    |                    |                    |                    |                    |                    |                    |
| Katikati   | 29                 | 8,862              | 29                 | 6,427              | 30                 | 6,095              | 30                 | 9,061              |
| Ōpōtiki  | 22                 | 7,337              | 22                 | 7,400              | 21                 | 7,092              | 21                 | 7,493              |
| Tauranga   | 177                | 7,331              | 177                | 7,333              | 174                | 6,599              | 182                | 8,604              |
| Te Puke  | 38                 | 8,926              | 35                 | 8,276              | 37                 | 7,924              | 38                 | 8,775              |
| Waihi  | 20                 | 6,207              | 22                 | 3,961              | 22                 | 5,077              | 22                 | 6,589              |
| Whakatāne  | 40                 | 2,463              | 4                  | 2,742              | 4                  | 3,178              | 4                  | 4,594              |
| Waikato  | 142                | 5,226              | 147                | 4,875              | 147                | 6,047              | 148                | 6,885              |
| Poverty Bay                                      | -                  | -                  | -                  | -                  | 0                  | 2,728              | 1                  | 4,042              |
| Hawke's Bay                                      | -                  | -                  | -                  | -                  | -                  | -                  | -                  | -                  |
| Lower North Island                               | 6                  | 8,097              | 2                  | 3,330              | 2                  | 3,763              | 2                  | 4,439              |
| South Island                                     | -                  | -                  | -                  | -                  | -                  | -                  | -                  | -                  |
| Total producing hectares                         | 438                |                    | 439                |                    | 437                |                    | 448                |                    |
| Average TE supplied per hectare                  |                    | 6,805              |                    | 6,296              |                    | 6,386              |                    | 7,863              |

|  | 2021/22            |                    | 2020/21            |                    | 2019/20            |                    | 2018/19            |                    |
|--|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 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 |
| <b>Zespri SunGold Kiwifruit (Gold 3)</b>         |                    |                    |                    |                    |                    |                    |                    |                    |
| Northland  | <b>430</b>         | <b>12,461</b>      | 386                | 13,251             | 368                | 11,0738            | 356                | 12,327             |
| Auckland   | <b>286</b>         | <b>13,447</b>      | 234                | 14,312             | 227                | 12,865             | 214                | 12,143             |
| Bay of Plenty                                    |                    |                    |                    |                    |                    |                    |                    |                    |
| Katikati   | <b>707</b>         | <b>16,072</b>      | 597                | 13,285             | 537                | 13,421             | 497                | 13,531             |
| Ōpōtiki  | <b>603</b>         | <b>15,771</b>      | 571                | 13,901             | 543                | 14,132             | 520                | 13,827             |
| Tauranga   | <b>519</b>         | <b>15,443</b>      | 517                | 14,580             | 500                | 13,133             | 476                | 14,100             |
| Te Puke  | <b>2,643</b>       | <b>15,621</b>      | 2,402              | 15,252             | 2,085              | 14,228             | 1,811              | 13,744             |
| Waihi  | <b>82</b>          | <b>15,412</b>      | 97                 | 12,256             | 105                | 11,887             | 92                 | 12,811             |
| Whakatāne  | <b>425</b>         | <b>14,283</b>      | 341                | 13,405             | 274                | 12,074             | 240                | 11,931             |
| Waikato  | <b>194</b>         | <b>14,204</b>      | 185                | 12,773             | 197                | 11,239             | 192                | 10,712             |
| Poverty Bay                                      | <b>346</b>         | <b>13,532</b>      | 311                | 10,727             | 267                | 12,321             | 244                | 11,937             |
| Hawke's Bay                                      | <b>167</b>         | <b>12,522</b>      | 165                | 11,034             | 156                | 12,559             | 152                | 10,840             |
| Lower North Island                               | <b>1</b>           | <b>10,010</b>      | 1                  | 10,096             | 1                  | 11,093             | 2                  | 5,955              |
| South Island                                     | <b>119</b>         | <b>11,335</b>      | 241                | 15,189             | 224                | 14,897             | 200                | 14,135             |
| Total producing hectares                         | <b>6,552</b>       |                    | 6,047              |                    | 5,483              |                    | 4,996              |                    |
| Average TE supplied per hectare                  |                    | <b>14,964</b>      |                    | 14,130             |                    | 13,443             |                    | 13,216             |

|  | 2021/22            |                    | 2020/21            |                    | 2019/20            |                    | 2018/19            |                    |
|--|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 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 |
| <b>Zespri Organic SunGold Kiwifruit (Gold 3)</b> |                    |                    |                    |                    |                    |                    |                    |                    |
| Northland  | <b>24</b>          | <b>9,745</b>       | 9                  | 7,579              | -                  | -                  | -                  | -                  |
| Auckland   | <b>4</b>           | <b>4,877</b>       | 4                  | 8,687              | -                  | -                  | -                  | -                  |
| Bay of Plenty                                    |                    |                    |                    |                    |                    |                    |                    |                    |
| Katikati   | <b>10</b>          | <b>12,156</b>      | 2                  | 7,868              | -                  | -                  | -                  | -                  |
| Ōpōtiki  | <b>11</b>          | <b>12,335</b>      | 11                 | 7,939              | -                  | -                  | -                  | -                  |
| Tauranga   | <b>41</b>          | <b>12,613</b>      | 30                 | 10,618             | -                  | -                  | -                  | -                  |
| Te Puke  | <b>102</b>         | <b>11,643</b>      | 52                 | 12,350             | -                  | -                  | -                  | -                  |
| Waihi  | <b>6</b>           | <b>9,545</b>       | 13                 | 9,307              | -                  | -                  | -                  | -                  |
| Whakatāne  | -                  | -                  | -                  | -                  | -                  | -                  | -                  | -                  |
| Waikato  | <b>19</b>          | <b>9,256</b>       | 18                 | 8,263              | -                  | -                  | -                  | -                  |
| Poverty Bay                                      | <b>4</b>           | <b>11,702</b>      | 3                  | -                  | -                  | -                  | -                  | -                  |
| Hawke's Bay                                      | -                  | -                  | -                  | -                  | -                  | -                  | -                  | -                  |
| Lower North Island                               | -                  | -                  | 2                  | 4,871              | -                  | -                  | -                  | -                  |
| South Island                                     | -                  | -                  | -                  | -                  | -                  | -                  | -                  | -                  |
| Total producing hectares                         | <b>222</b>         |                    | 142                |                    | -                  |                    | -                  |                    |
| Average TE supplied per hectare                  |                    | <b>11,299</b>      |                    | 10,253             |                    | -                  |                    | -                  |

|  | 2021/22            |                    | 2020/21            |                    | 2019/20            |                    | 2018/19            |                    |
|--|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 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 |
| <b>Zespri Sweet Green Kiwifruit (Green14)</b>    |                    |                    |                    |                    |                    |                    |                    |                    |
| Northland  | -                  | -                  | -                  | -                  | -                  | -                  | 1                  | 5,809              |
| Auckland   | 9                  | 4,957              | 12                 | 3,088              | 14                 | 2,894              | 18                 | 4,196              |
| Bay of Plenty                                    |                    |                    |                    |                    |                    |                    |                    |                    |
| Katikati   | 6                  | 5,153              | 8                  | 4,307              | 9                  | 4,718              | 8                  | 5,871              |
| Ōpōtiki  | 5                  | 8,653              | 5                  | 5,687              | 5                  | 7,353              | 8                  | 8,003              |
| Tauranga   | 1                  | 9,330              | 1                  | 5,771              | 1                  | 7,380              | 4                  | 7,254              |
| Te Puke  | 8                  | 10,775             | 9                  | 8,719              | 17                 | 7,778              | 59                 | 6,944              |
| Waihi  | -                  | -                  | -                  | -                  | -                  | -                  | -                  | -                  |
| Whakatāne  | 2                  | 6,670              | 5                  | 5,844              | 7                  | 5,674              | 17                 | 6,863              |
| Waikato  | -                  | -                  | -                  | -                  | 8                  | 6,248              | 11                 | 5,032              |
| Poverty Bay                                      | -                  | -                  | -                  | -                  | -                  | -                  | 3                  | 5,298              |
| Hawke's Bay                                      | 7                  | 5,605              | 7                  | 7,831              | 7                  | 5,920              | 8                  | 3,682              |
| Lower North Island                               | -                  | -                  | 1                  | 2,471              | 2                  | 3,181              | 4                  | 2,602              |
| South Island                                     | -                  | -                  | -                  | -                  | -                  | 2,789              | 2                  | 4,013              |
| Total producing hectares                         | 37                 |                    | 48                 | -                  | 70                 | -                  | 145                |                    |
| Average TE supplied per hectare                  |                    | 6,969              |                    | 5,608              |                    | 5,668              |                    | 6,150              |

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