

Zespri Quarterly 2018/19

Key Performance Indicators





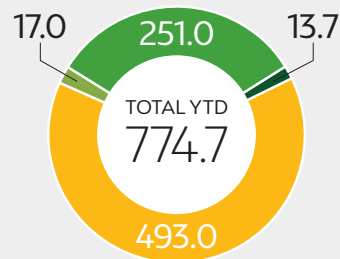
Sales by Variety (\$m YTD)

Sales (\$m YTD) generated by variety.

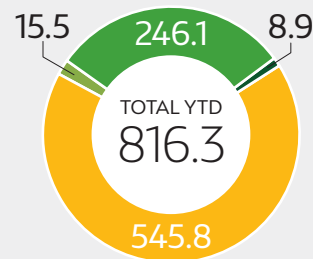
KEY Fruit Types

- Green
- Organic Green
- Gold
- Sweet Green

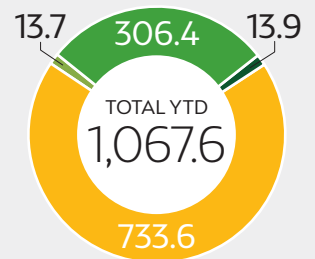
2016/17: Q1



2017/18: Q1



2018/19: Q1

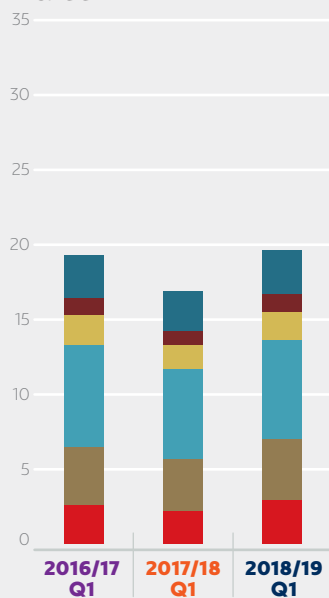


Market Mix by Volume (TEm YTD) by Variety

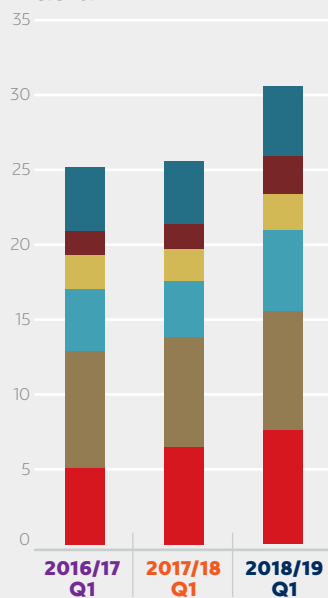
The 5 largest regions where kiwifruit has been sold by variety.

- KEY
- China
 - Japan
 - Europe
 - Taiwan
 - Korea
 - Rest of World

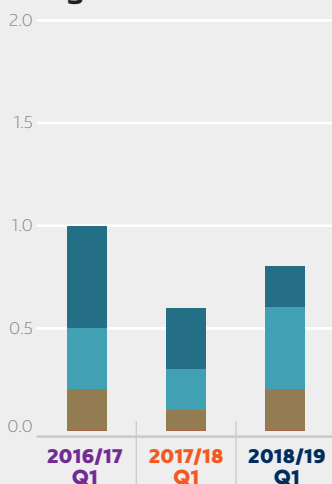
Green



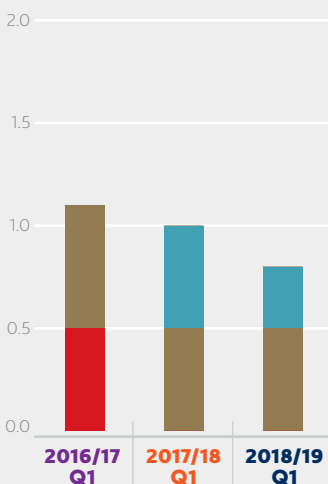
Gold



Organic Green



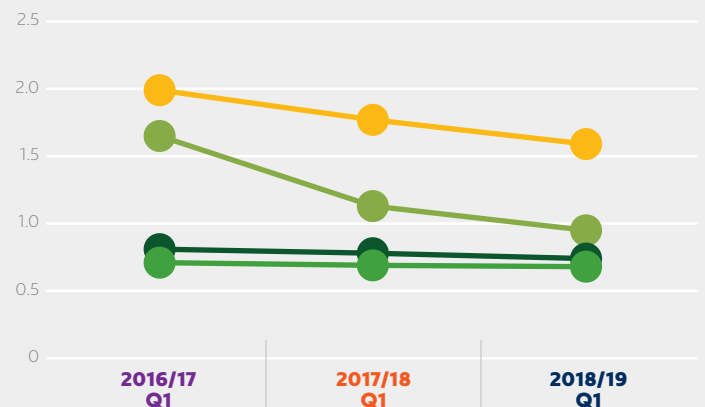
Sweet Green



Promotion/TE by Variety ((NZD) latest forecast)

The effectiveness of promotional expenditure per tray return.

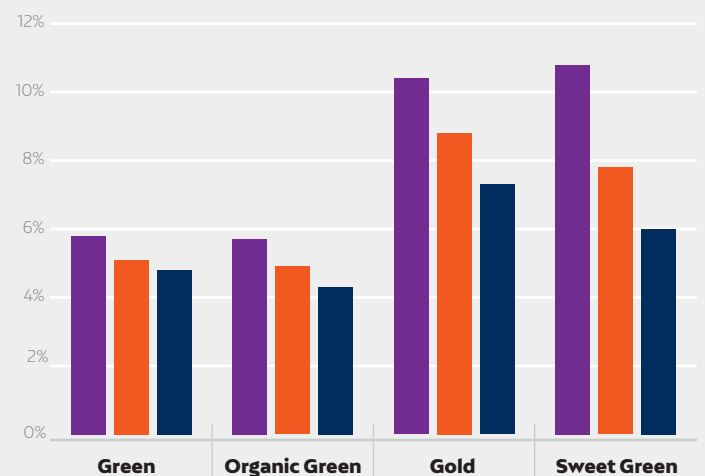
- KEY
- Green
 - Organic Green
 - Gold
 - Sweet Green



Promotion as a % of Revenue by Variety ((NZD) latest forecast)

The amount of revenue utilised for promotional expenditure.

- KEY
- 2016/17: Q1
 - 2017/18: Q1
 - 2018/19: Q1

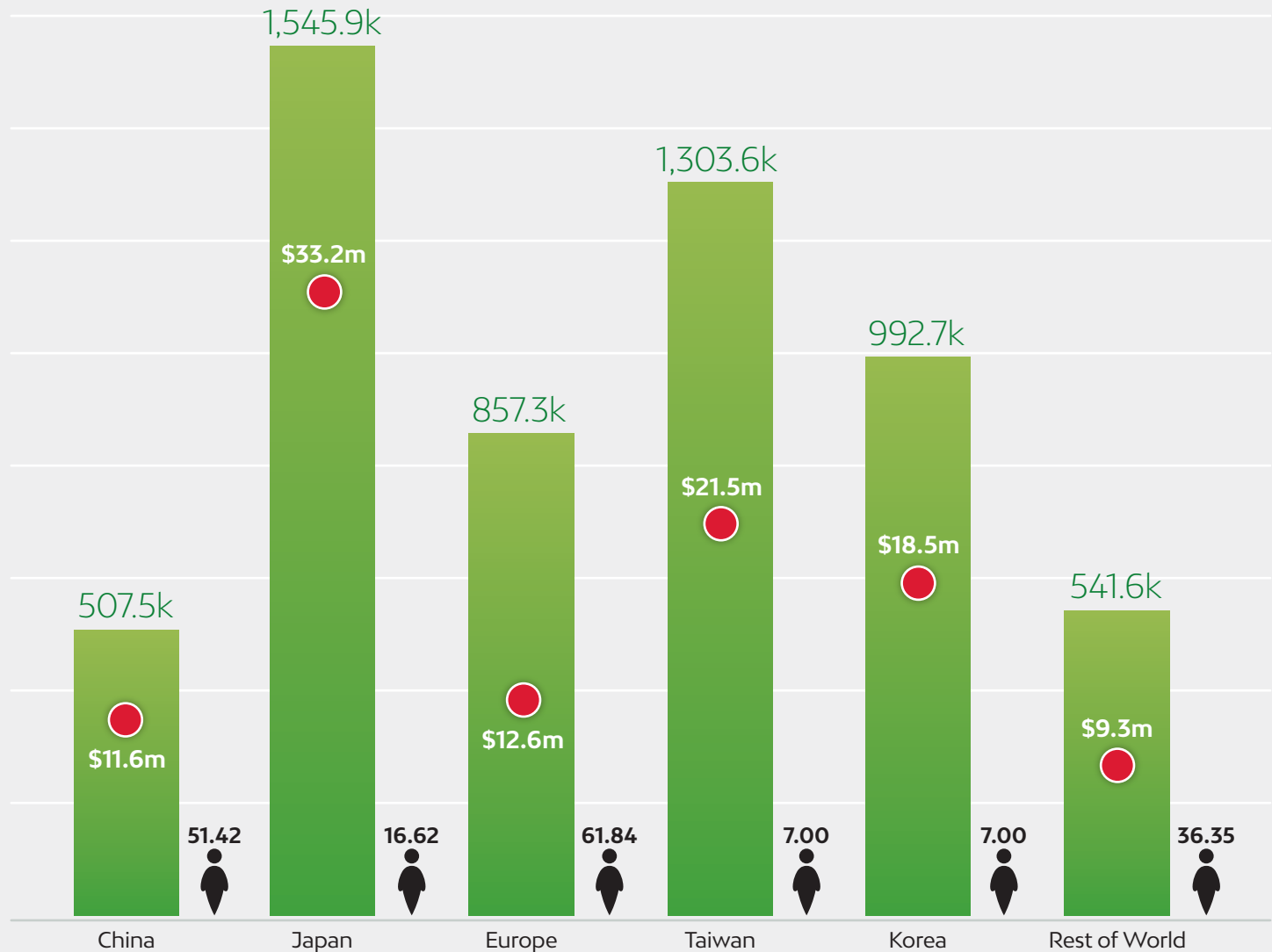
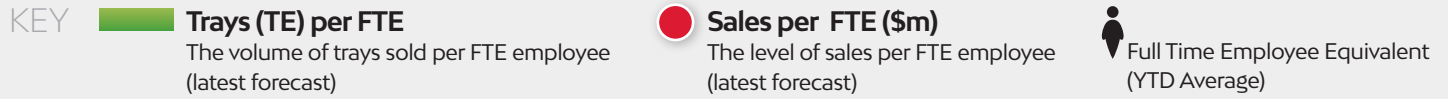




Full Time Equivalent Staff per non-NZ Market (2018/19 Q1 only)

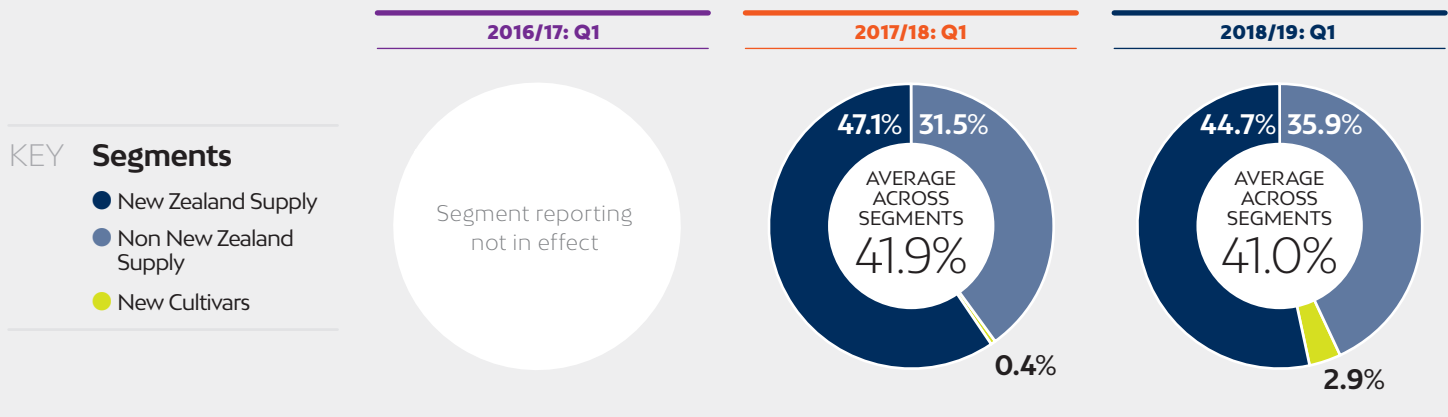
The productivity and effective use of Zespri FTE resources per market.

Note: Each of these markets has a different distribution model in place and efficiency going forward will be monitored within each market quarter to quarter



Employee Costs as % of Overheads per Segment (latest forecast)

The amount of overheads utilised for employee costs per segment.





Shares

SHARES ON ISSUE

120,717,335

2016/17: Q1

TOTAL
SHAREHOLDERS
2,029

2017/18: Q1

TOTAL
SHAREHOLDERS
1,929

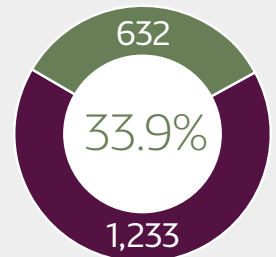
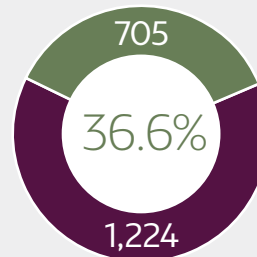
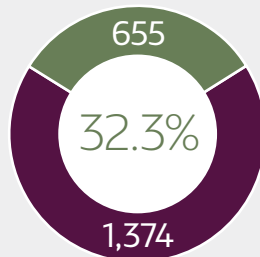
2018/19: Q1

TOTAL
SHAREHOLDERS
1,865

Dry Shareholders

The number of dry shareholders expressed as a percentage of total shareholders.

KEY ● Dry Shareholders
● Shareholders with votes



Percentage of Dry Shares

Dry shares as a % of shares on issue.

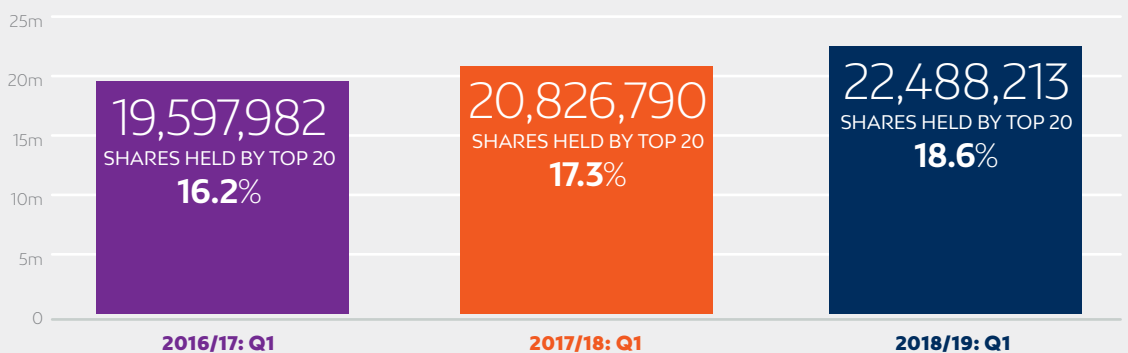
20.8%

24.8%

20.2%

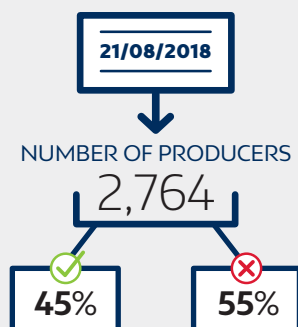
Shares Held by Top 20 Shareholders

The percentage of shares held by the top 20 shareholders.



Number of Producers who do not own Shares

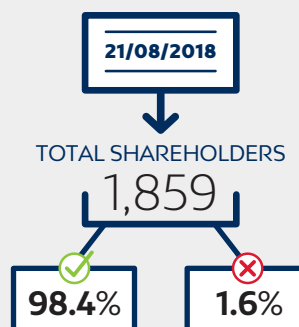
The percentage of producers (landowners & lessees) that do not hold shares in Zespri Group Limited (as at 21/08/18).



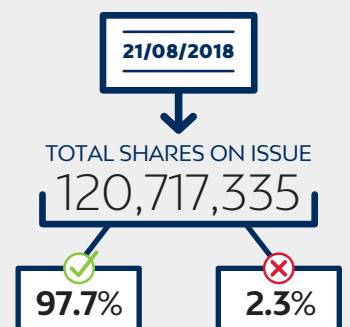
KEY ✓ % of producers who are shareholders
✗ % of producers who are non-shareholders

Number of Overshared Shareholders

The number of shares held and shareholders over the 4:1 cap (as at 21/08/18).



KEY ✓ % of shareholders under 4:1 cap
✗ % of shareholders over 4:1 cap



KEY ✓ % of shares held under 4:1 cap
✗ % of shares held over 4:1 cap