



ZESPRI SHARES

at a glance



NUMBER OF DRY SHARES

19.9M

415

NUMBER OF DRY SHAREHOLDERS

NUMBER OF OVERSHARED SHARES

2.9M

21

NUMBER OF OVERSHARED SHAREHOLDERS

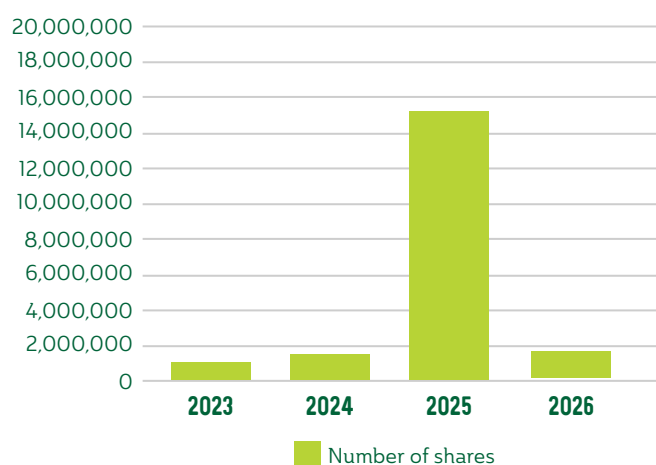
NUMBER OF SHARES UNDER 1:1

35.4M

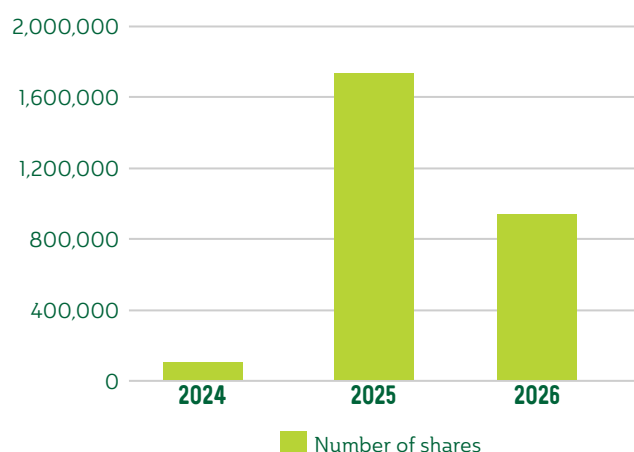
125M

NUMBER OF SHARES OVER 1:1

DRY SHARES CONVERTING TO B CLASS



OVERSHARED SHARES DUE FOR SALE

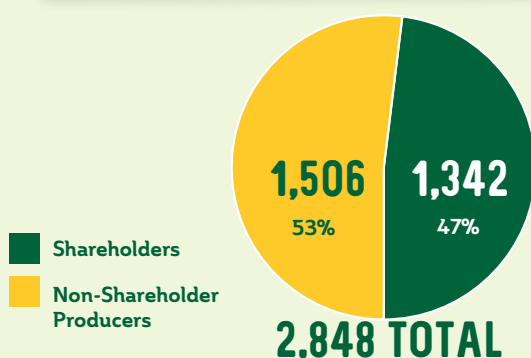


Dry shares - shares held by an entity which does not own or lease a New Zealand orchard, so no production is linked to the shareholding.

B class shares - shares which have passed their dividend end date convert from ordinary shares to B class shares and are no longer eligible for dividend payments. B class shares convert back to ordinary shares when they are sold to a producer.

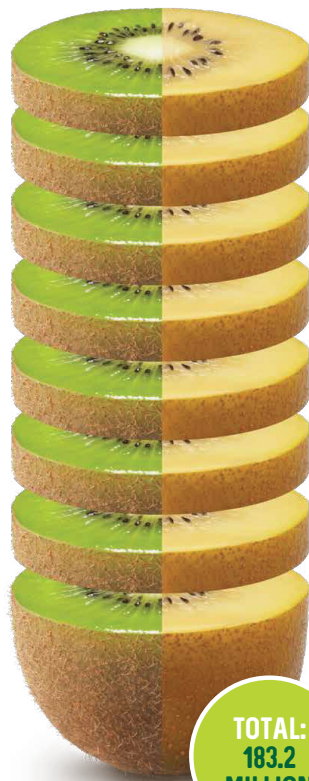
Overshared shares - shares which are held over the cap of 6 shares per tray of historical production.

NZ PRODUCERS VS ACTIVE SHAREHOLDERS



Total number of shares on issue

183,252,240



**TOTAL:
183.2
MILLION**

0.82M

*Other: includes owners or lessees of non-producing orchards.

2.06M

Number of shares held in a different (but related) legal entity from the orchard ('misaligned').

8.6M

Number of shares held by producers over the six-to-one share cap.

17M

Number of shares held by people no longer in the industry.

35.4M

Number of shares held under one-to-one and shares held by New Entrants.

119.2M

Number of shares held by producers whose total shareholding is between one-to-one and six-to-one.



WANT TO BUY ZESPRI SHARES?

CHOOSE A USX APPROVED BROKER



ON-MARKET SHARE TRADING

Your broker will assist you to register your account with them and trade on your behalf through the Unlisted Securities Exchange (USX) platform. Once you are registered, they take care of most of the paperwork for you.

- Broker commission charged as part of trade
- Anti Money Laundering (AML) requirements need to be met. These differ depending on entity structure
- Broker will find a buyer/seller.

OFF-MARKET TRADING

Buyer and seller will agree on a price, complete an Off-Market Transfer form and return this to Zespri for processing

- No fee charged
- Find the buyer/seller yourself
- No AML requirements
- Please contact Zespri to obtain an off-market transfer form.



Seller

Buyer

