# FreshFacts 



Plant \& Food RESEARCH


| Exports/imports | $2-5$ |
| :--- | ---: | ---: |
| Export destinations | $6-7$ |
| Sector profiles |  |
| WINE | $8-9$ |
| KIWIFRUIT | $10-11$ |
| APPLES | $12-13$ |
| OTHER FRUITS | $14-15$ |
| VEGETABLES | $16-18$ |
| orGANICs | 19 |
| FLOWERS \& sEEDS | $20-21$ |
| Bees | 22 |
| Horticultural training | 23 |
| Household spending | 24 |
| Investment in horticulture | 25 |
| Regional resources | $26-29$ |
| Supporting organisations | $30-31$ |
| Sponsors | $32-39$ |

## Sector profiles

FLOWERS \& SEEDS $\quad 20-21$
Bees 22
Horticultural training 23
Household spending 24
Investment in horticulture 25
Regional resources 26-29
Supporting organisations 30-31
Sponsors 32-39

Reporting basis: unless stated otherwise, all statistics are for the year ending 30 June 2019 and expressed as \$NZ. Exports are given as free-on-board (fob) values. Imports are given as cost, insurance and freight included (cf). Historical values have not been adjusted for inflation.
Fresh Facts has been published annually since 1999 by The New Zealand Institute for Plant and Food Research Ltd. Further copies are available from: Plant \& Food Research, Corporate Communications, Private Bag 92169, Mt Albert, Auckland, Tel: 09925 7000, plantandfood.co.nz
Compiled by: A G Aitken \& I J Warrington,
Martech Consulting Group Ltd, PO Box 31 308, Milford,
CIIMARTLE(H
$\overline{\text { Consulting Group }}$

## New Zealand exports exceed $\$ 6.2$ billion

In 2019, produce from New Zealand's horticultural industries reached a new high, totaling an estimated $\$ 9.5$ billion. This included $\$ 6.2$ billion of exports, also a record high, accounting for more than 10\% of New Zealand's total merchandise exports.

Kiwifruit exports are now earning more than $\$ 2.3$ billion. New Zealand kiwifruit are enjoyed by consumers in more than 50 countries, with two thirds of kiwifruit exports (by value) supplied to Asian countries.

New Zealand's wine exports have also reached a new high, earning more than $\$ 1.8$ billion. New Zealand wine was exported to more than 100 countries, with three quarters of New Zealand's wine production dedicated to Sauvignon blanc.

Other crops are also in demand by export markets. New Zealand apple exports have doubled in value since 2012 and now earn more than $\$ 820$ million. New Zealand-bred varieties - such as Jazz ${ }^{T M}$, Envy ${ }^{T M}$ and Pacific ${ }^{T m}$ series apples account for more than a quarter of exports. Onion exports also reached a record high in 2019, earning \$170 million, with the majority of exports (\$102 million) supplied to the UK and Europe. Potato exports remain steady, at close to $\$ 130$ million, primarily as processed product for the Australian market. Australian consumers also enjoyed two thirds of New Zealand's \$104 million avocado exports.

A reputation for high quality fruits and vegetables produced using environmentally sustainable practices, in addition to well established trade routes, are vital for the New Zealand horticulture industry. Innovation - in the form of new varieties and constantly improved production systems - will ensure New Zealand's success into the future.

David Hughes
CEO, Plant \& Food Research

Horticultural exports, year ended June (\$ million, fob)

|  | 2000 | 2005 | 2010 | 2015 | 2018 | 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fresh fruits |  |  |  |  |  |  |
| - Kiwifruit | 462.0 | 720.2 | 995.7 | 1,181.9 | 1,860.7 | 2,302.2 |
| - Apples | 404.5 | 387.0 | 324.6 | 561.8 | 732.9 | 828.8 |
| - Avocados | 25.2 | 29.0 | 59.9 | 115.5 | 97.9 | 104.3 |
| - Cherries | 5.6 | 10.5 | 22.7 | 52.3 | 84.1 | 68.9 |
| - Blueberries | 6.8 | 9.2 | 16.0 | 23.4 | 34.8 | 38.9 |
| - Other fresh fruits | 58.5 | 31.8 | 36.0 | 47.2 | 49.9 | 48.9 |
| Total fresh fruit | 962.6 | 1,187.7 | 1,454.9 | 1,982.1 | 2,860.3 | 3,392.0 |
| Processed fruits |  |  |  |  |  |  |
| - Wine | 169.8 | 432.7 | 1,036.80 | 1,406.2 | 1,692.9 | 1,806.6 |
| - Fruit - juices | 24.7 | 34.5 | 31.7 | 46.5 | 42.7 | 49.4 |
| - Hops - cones \& extracts |  | 9.5 | 6.2 | 12.8 | 14.9 | 21.0* |
| - Other processed fruits | 47.6 | 57.8 | 117.3 | 101.8 | 68.7 | 67.2 |
| Total processed fruit | 242.1 | 534.5 | 1,192 | 1,567.3 | 1,819.2 | 1,944.2 |
| Fresh vegetables |  |  |  |  |  |  |
| - Onions | 78.6 | 61.6 | 113.4 | 81.5 | 92.6 | 170.3 |
| - Squash | 60.3 | 72.1 | 53.2 | 58.7 | 58.6 | 59.7 |
| - Potatoes | 13.3 | 12.3 | 15.9 | 20.3 | 26.4 | 22.6 |
| - Capsicums | 15.1 | 25.7 | 33.8 | 27.5 | 21.0 | 20.6 |
| - Other fresh vegetables | 46.0 | 28.3 | 31.4 | 28.0 | 27.4 | 30.9 |
| Total fresh vegetables | 213.3 | 200.0 | 247.7 | 216.0 | 226.0 | 304.1 |
| Processed vegetables (frozen/dried/other processes) |  |  |  |  |  |  |
| - Potatoes | 17.9 | 56.9 | 82.0 | 92.5 | 114.9 | 106.8 |
| - Peas | 40.6 | 36.9 | 72.9 | 84.8 | 87.7 | 96.5 |
| - Sweetcorn | 39.3 | 43.4 | 38.0 | 38.5 | 42.0 | 41.4 |
| - Beans | 17.0 | 36.5 | 45.0 | 44.7 | 39.8 | 41.1 |
| - Vegetable juices |  | 6.6 | 19.4 | 30.3 | 31.7 | 31.9 |
| - Beetroot |  |  |  |  | 25.0 | 24.8 |
| - Mixed vegetables (frozen) | 29.1 | 36.0 | 36.1 | 34.2 | 25.3 | 22.0 |
| - Other vegetables (frozen) |  | 11.4 | 9.9 | 12.0 | 14.3 | 14.8 |
| - Other processed vegetables | 30.5 | 36.6 | 17.8 | 38.1 | 18.4 | 16.5 |
| Total processed vegetables | 174.4 | 264.3 | 321.1 | 375.1 | 399.1 | 395.8 |
| Other horticultural exports |  |  |  |  |  |  |
| Flowers \& foliage | 46.2 | 38.5 | 35.1 | 22.9 | 20.3 | 20.0 |
| Vegetable seeds | 15.9 | 30.2 | 57.4 | 62.2 | 92.4 | 87.1 |
| Seeds, plants, bulbs, moss, etc. | 38.7 | 50.9 | 47.4 | 48.9 | 56.6 | 56.9 |
| Total other horticultural exports | 100.8 | 119.6 | 139.9 | 134.0 | 169.3 | 164.0 |
| Total exports in current \$ | 1,693.2 | 2,306.1 | 3,355.6 | 4,274.5 | 5,473.9 | 6,200.1 |
| Horticultural exports |  |  |  |  |  |  |
| as \% of NZ merchandise exports | 6.5 | 7.5 | 8.3 | 8.8 | 9.9 | 10.4 |

Source: Statistics New Zealand *Estimate
$\rightarrow$ New Zealand horticultural produce exports in 2019 were a record $\$ 6.2$ billion fob value and $\$ 720$ million more than the $\$ 5.5$ b fob value in 2018 - which was also a record. The average value for the five years prior, 2013 to 2017, was $\$ 4.4 \mathrm{~b}$ fob.
$\rightarrow$ Compared with 2018, the largest value increases were kiwifruit $+\$ 440 \mathrm{~m}$, grape wine $+\$ 114 \mathrm{~m}$, apples $+\$ 99 \mathrm{~m}$ and onions $+\$ 77 \mathrm{~m}$.
$\rightarrow$ In 2019, ten product categories were $91 \%$ by value of total New Zealand horticultural produce exports (fresh, frozen and other processes): kiwifruit \$2,302m (2018: $\$ 1,867 \mathrm{~m}$ ), grape wine $\$ 1,807 \mathrm{~m}(\$ 1,693 \mathrm{~m})$, apples $\$ 853 \mathrm{~m}(\$ 754 \mathrm{~m})$, onions $\$ 170 \mathrm{~m}$ (\$93m), potatoes $\$ 129 \mathrm{~m}(\$ 141 \mathrm{~m})$, avocados $\$ 110 \mathrm{~m}(\$ 104 \mathrm{~m})$, peas $\$ 97 \mathrm{~m}$ ( $\$ 88 \mathrm{~m}$ ), vegetable seeds $\$ 87 \mathrm{~m}(\$ 92 \mathrm{~m})$, cherries $\$ 69 \mathrm{~m}(\$ 84 \mathrm{~m})$, and squash $\$ 60 \mathrm{~m}$ ( $\$ 59 \mathrm{~m}$ ).

Horticultural exports 2019 (\$ million, fob)

$\rightarrow$ In 2019 five markets, each exceeding $\$ 500 \mathrm{~m}$ fob value, accounted for $76 \%$ of New Zealand's total horticultural exports (2018: 68\%): to Continental Europe \$998m (2018: \$914m), Australia \$814m (\$815m), the USA \$779m (\$713m), Japan \$786m (\$594m), and China \$752m (\$627m).
$\rightarrow$ Whilst kiwifruit, grape wine, apples, onions, and potatoes were the dominant export crops by values, the export value of some lesser total value crops have increased markedly in the past ten years:

- Avocados, fresh and as avocado oil: 2019 export value $\$ 104 m$ (2009: $\$ 38 \mathrm{~m}$ )
- Vegetable seeds, 2019: \$87m (\$55m)
- Cherries, fresh/chilled, 2019: \$69m (\$27m)
- Vegetable juices, dominated by carrot juice, 2019: \$32m (\$12m)
- Beetroot, processed, 2019: \$25m (<\$1m)
- Hops, as cones and extracts, 2019: $\$ 21 \mathrm{~m}$ ( $\$ 11 \mathrm{~m}$ ).

Horticultural exports - Years to June (\$ billion, fob)


Source: Statistics New Zealand


Produce from New Zealand's horticultural industries is calculated to exceed $\$ 9.5$ billion.

New Zealand horticultural exports are assisted by a strong domestic market base.


Source: Statistics New Zealand merchandise exports, with domestic market figures derived from the triennial Household Economic Survey (HES) 2019 and Statistics New Zealand estimate of mean number of private dwellings year to 30 June 2019.

Top 10 export destinations ( $\$$ million, fob)

|  | 2010 | 2018 | 2019 |  |
| :---: | :---: | :---: | :---: | :---: |
| Continental Europe | 618 | 915 | 998 | Kiwifruit, wine, apples, onions, honey*, carrot seed, radish seed |
| Australia | 702 | 817 | 814 | Wine, avocados, potatoes, honey*, kiwifruit, beans, blueberries, other frozen veg., peas, beetroot, fruit preparations, sweetcorn |
| USA | 352 | 721 | 779 | Wine, kiwifruit, apples, honey*, veg. seeds |
| China | 100 | 502 | 752 | Kiwifruit, apples, honey*, wine, frozen peas, cherries, |
| Japan | 483 | 597 | 786 | Kiwifruit, squash, honey*, veg. juice, other frozen veg., capsicums, apples, wine, sweetcorn |
| UK | 367 | 495 | 538 | Wine, apples, honey*, onions |
| Taiwan | 108 | 250 | 251 | Kiwifruit, apples, cherries |
| Canada | 74 | 134 | 169 | Wine, kiwifruit, apples, honey* |
| Korea | 85 | 122 | 183 | Kiwifruit, squash |
| Hong Kong | 61 | 97 | 119 | Apples, kiwifruit, honey*, wine |

[^0]The origin of fruit and vegetable imports 2019


The countries listed in this diagram send New Zealand more than \$10m (cif) of fruit and vegetables.
Many of these crops are not grown in New Zealand. Others complement availability gaps in New Zealand's own seasonal production. Products named when import value exceeds \$5m cif.

Source: Statistics New Zealand; Overseas Trade statistics for year ended June 2018.

Comparisons of imports and exports 2019 (\$ million)


Source: Statistics New Zealand; Overseas Trade Statistics

## Export destinations

| United Kingdom \& Ireland |  |  |
| :---: | :---: | :---: |
| 2019 | 2010 | 个 |
| \$566m | \$884m | \$182m |
| Wine.. |  | \$470m |
| Apples. |  | . $\$ 74 \mathrm{~m}$ |
| Honey* | $\cdots$ | . $\$ 55 \mathrm{~m}$ |
| Onions.. |  | .. $\$ 19 \mathrm{~m}$ |


| Continental Europe |  |  |
| :---: | :---: | :---: |
| 2019 | 2010 | 个 |
| \$998m | s611m | \$387m |
| Kiwifruit................. \$566m |  |  |
| Apples .................... \$149m |  |  |
| Wine...................... \$174m |  |  |
| Onions ..................... \$83m |  |  |
| Honey* ................... \$34m |  |  |
| Seeds-carrot............. \$21m |  |  |
| Seeds-radish ............ $\$ 14 \mathrm{~m}$ |  |  |
| Seeds-other veg. ...... \$12m |  |  |
| Tulip bul | s. | .. \$7m |


| Middle East |  |  | Asia |  |  | Other veg. (proc.) ........... $\$ 23 \mathrm{~m}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2019 | 2010 | Y | 2019 | 2010 | - | Sweetcorn ............... $\$ 22 \mathrm{~m}$ |
| \$80m | \$36m | \$44m | \$2,566m | \$1,156m | \$1,410m |  |
|  |  |  |  |  |  | Lilium bulbs .............. $\$ 16 \mathrm{~m}$ |
| Apples ............................. $\$ 38 \mathrm{~m}$Kiwifruit................ $\$ 11 \mathrm{~m}$Frozen veg............... $\$ 10 \mathrm{~m}$Honey* ................... $\$ 7 \mathrm{~m}$ |  |  | Kiwifruit.............. \$1,526m |  |  | Other fruit juices ....... $\$ 14 \mathrm{~m}$ |
|  |  |  | Apples .................... $\$ 460 \mathrm{~m}$ |  |  | Other veg. seeds ....... $\$ 13 \mathrm{~m}$ |
|  |  |  | Honey* .................. $\$ 140 \mathrm{~m}$ |  |  | Seeds-radish ............ $\$ 10 \mathrm{~m}$ |
|  |  |  | Wine...................... \$104m |  |  | Strawberries.............. $\$ 8 \mathrm{~m}$ |
|  |  |  | Cherries................... $\$ 67 \mathrm{~m}$ |  |  | Lemons ..................... $\$ 7 \mathrm{~m}$ |
|  |  |  | Squash.................... $\$ 59 \mathrm{~m}$ |  |  | Pears........................ 87 m |
|  |  |  | Onions .................... $\$ 50 \mathrm{~m}$ |  |  | Tomatoes................... $\$ 6 \mathrm{~m}$ |
|  |  |  | Peas........................ ${ }^{\text {\$ }}$ 37m |  |  | Apple juice ................ $\$ 6 \mathrm{~m}$ |
|  |  |  | Potatoes .................. $\$ 32 \mathrm{~m}$ |  |  | Orchids ..................... $\$ 6 \mathrm{~m}$ |
|  |  |  | Carrot juice (est). ........ $\$ 28 \mathrm{~m}$ |  |  | Persimmons................ $\$ 6 \mathrm{~m}$ |

## Reference

Entries only included if value to a destination exceeded $\$ 5$ million.
*Honey exports of \$348m (2010 $\$ 98 \mathrm{~m}$ ) are listed where value to a destination exceeded $\$ 5 \mathrm{~m}$ and for consistency of reporting are in addition to total horticultural exports listed on page 2 and not included in the total country/region summary totals on these two pages. Source: Statistics New Zealand.
$\$ 948$


Wine......................... $\$ 680 \mathrm{~m}$
Kiwifruit............... $\$ 114 \mathrm{~m}$
Apples ....................... $\$ 92 \mathrm{~m}$
Honey* ........................ $\$ 63 \mathrm{~m}$ Other fruit (proc.)........... $\$ 12 \mathrm{~m}$ Veg. seeds................. $\$ 10 \mathrm{~m}$ Tulip bulbs.... Peas (dried)............................ $\$ 6 \mathrm{~m}$ Cut flowers.................. $\$ 6 \mathrm{~m}$ Apple juice ......................... $\$ 5 \mathrm{~m}$ Fruit juices.................. $\$ 5 \mathrm{~m}$

| Beans....................... $\$ 37 \mathrm{~m}$ |
| :---: |
| Blueberries ............... \$36m |
| Other veg. (proc.) ......... $\$ 30 \mathrm{~m}$ |
| Peas (proc.)................ $\$ 30 \mathrm{~m}$ |
| Beetroot (proc.)........... $\$ 24 \mathrm{~m}$ |
| Fruit preparations...... $\$ 15 \mathrm{~m}$ |
| Sweetcorn (proc.) ......... \$12m |
| Fermented beverages.. $\$ 7 \mathrm{~m}$ |
| Apple juice ................ $\$ 5 \mathrm{~m}$ |
| Capsicums ................. $\$ 5 \mathrm{~m}$ |
| Jams........................ $\$ 5 \mathrm{~m}$ |



## Horticulture helps to build New Zealand's profile in many overseas markets.

Export destinations for New Zealand horticultural products

- trends since 2010 (\$ million, fob)
$\rightarrow$ New Zealand-grown fruits, vegetables and flowers were exported to 130 countries in 2019, compared with 117 countries in 2010.
$\rightarrow$ Exports to 31 countries exceeded $\$ 10 \mathrm{~m}$ (fob) in 2018, up from 25 countries in 2010.
$\rightarrow$ New Zealand also earned over \$103m from horticultural machinery and components exports (2010: \$52m), as well as additional income from royalties and licence agreements.


## Trends

$\rightarrow$ In 2019 New Zealand fruit and vegetable exports to five markets exceeded $\$ 500 \mathrm{~m}$ fob value: Continental Europe ( $\$ 998 \mathrm{~m}$ ), Australia ( $\$ 814 \mathrm{~m}$ ), the USA ( $\$ 779 \mathrm{~m}$ ), Japan $(\$ 786 \mathrm{~m})$ and China ( $\$ 752 \mathrm{~m}$ ). These five export markets accounted for close to $\$ 4.7 \mathrm{~b}$ and more than three quarters (76\%) of New Zealand's total horticultural exports in 2019.
$\rightarrow$ Exports to five other countries exceeded \$100m: the UK \$538m, Taiwan \$251m, Canada $\$ 169 \mathrm{~m}$, Korea $\$ 122 \mathrm{~m}$ and Hong Kong $\$ 119 \mathrm{~m}$. Horticultural exports to Asian countries in 2019 were $\$ 2.6$ b ( $42 \%$ of total NZ horticultural exports).
$\rightarrow$ The diversity of horticultural products exported is apparent in the 25 products exported to Asia each between $\$ 5 \mathrm{~m}$ and over $\$ 1.5 \mathrm{~b}$, and to Australia with 15 categories between $\$ 5 \mathrm{~m}$ and over $\$ 360 \mathrm{~m}$ fob value.

## Grape and wine production 2014 \& 2019

| Variety | Production area (ha) |  | Production (tonnes) |  |
| :--- | ---: | ---: | ---: | ---: |
|  | 2014 | 2019 | 2014 | 2019 |
| Sauvignon blanc | 20,029 | 24,037 | 310,240 | 302,157 |
| Pinot noir | 5,509 | 5,625 | 36,499 | 26,944 |
| Chardonnay | 3,346 | 3,167 | 28,985 | 25,729 |
| Pinot gris | 2,451 | 2,488 | 23,880 | 20,953 |
| Merlot | 1,290 | 1,133 | 10,756 | 9,240 |
| Reisling | 784 | 590 | 6,013 | 4,776 |
| Syrah | 433 | 441 | 2,178 | 2,230 |
| Gewurtztraminer | 376 | 217 | 2,264 | 834 |
| Cabernet Sauvignon | 289 | 221 | 1,742 | 1,076 |
| Malbec | 127 | 115 | 1,135 | 741 |
| Other white Vitis vinifera |  | 199 | 4,432 | 2,763 |
| Other red V. vinifera | 113 | 98 | 1,544 | 1,121 |
| Other and unknown | 7664 | 349 | 15,332 | 14,436 |
| Total | 35,511 | 38,680 | 445,000 | 413,000 |
| Region |  |  |  |  |
| Auckland/Northland | 392 | 392 | 1,602 | 1,904 |
| Waikato/Bay of Plenty | 25 | 15 | 63 | ND |
| Gisborne | 1,915 | 1,190 | 16,192 | 16,238 |
| Hawke's Bay | 4,774 | 4,771 | 44,502 | 37,173 |
| Wairarapa | 995 | 983 | 5,743 | 4,390 |
| Marlborough | 22,907 | 26,850 | 329,571 | 305,467 |
| Nelson | 1,123 | 1,154 | 10,494 | 12,370 |
| Canterbury/Waipara | 1,488 | 1,383 | 10,962 | 8,534 |
| Otago | 1,932 | 1,884 | 10,540 | 11,868 |
| Other and unknown |  | 58 | 15,331 | 15,056 |
| Total | 35,551 | 38,680 | 445,000 | 413,000 |

Source: New Zealand Winegrowers Annual Report 2019.
Varieties aggregated as 'other red' or 'other white' all had production < 500 tonnes in 2019
Wine exports by country 2019 (\% by value)

$\rightarrow$ All aspects of sustainability are important to New Zealand wine being able to maintain its social licence to operate domestically and in export markets. Over 98\% of New Zealand's vineyard area is 'Sustainable Winegrowing NZ' certified.

## Spotlight on New Zealand's lighter wines

Producing premium wines naturally lower in alcohol is the goal of a wide-ranging research programme initiated in 2014 by NZ Winegrowers and jointly funded with Ministry for Primary Industries. Today, New Zealand leads this new wine category one that's tailormade for consumers seeking to moderate their alcohol consumption.
NZ Lighter Wines are up to $30 \%$ lower in alcohol, achieved through extensive research on how to slow sugar accumulation but still retain ripe fruit flavours. These approaches, combined with specific winemaking techniques, result in varietally expressive wines with less alcohol that still offer the full flavour and quality sought by consumers.

$\rightarrow \quad \ln 2019$, New Zealand wine was exported to over 100 countries, earning more than $\$ 1.8 \mathrm{~b}$ fob. Over $80 \%$ was exported to four countries: the USA \$550m, the UK \$441m, Australia \$368m and Canada $\$ 129 \mathrm{~m}$. In the same year New Zealand imported wine to the value of $\$ 225 \mathrm{~m}$ cif from 40 countries, with two accounting for $76 \%$ by value: Australia $\$ 115 \mathrm{~m}$ and France $\$ 66 \mathrm{~m}$. Source: Statistics NZ
$\rightarrow \quad \ln 2019,23$ separate research projects were conducted by New Zealand Winegrowers' wholly owned national grape and wine research centre, the Bragato Research Institute (BRI), including successfully completing a first vintage using newly designed research fermenters that allow wine research of a kind and scale never before possible in New Zealand. BRI also modelled climate scenarios for nine winegrowing regions.
$\rightarrow$ Important to New Zealand winegrowers are the over 776,000 international wine tourists who in 2018/19 spent more (total $\$ 3.26 \mathrm{~b}$ ), stayed 3.5 days longer and visited more regions ( 4.2 versus 3.5 regions) than the average international visitor to New Zealand. (Source: Intermational Visitor Survey (IVS) y/e March 2019)

Growth in wine exports (volume (litres) and value millions of NZ\$ fob) 2010 to 2019 compared with relative change in production area and number of growers (relative change scaled to 2010 datum point)


## Kiwifruit industry: Zespri Group Ltd

New Zealand grower and chain statistics to 2019

| Season (ends 31 March) | 2004/05 | 2009/10 | 2014/15 | 2017/18 | $2018 / 19$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Crop volumes (million) | 85.8 | 107.0 | 97.3 | 125.8 | 157.7 |
| Trays submitted* | 79.7 | 98.5 | 95.2 | 123.2 | 148.8 |
| Trays sold |  |  |  |  |  |
| General Statistics | 7,847 | 8,546 | 8,662 | 9,913 | 12,373 |
| Yield (trays/ha) | 10,934 | 12,525 | 11,233 | 12,692 | 12,747 |
| Area planted (ha) | 2,760 | 2,711 | 2,540 | 2,405 | 2,756 |
| Growers/suppliers ${ }^{\ddagger}$ (no.) | 88 | 71 | 50 | 47 | 44 |
| Packhouses (no.) | 89 | 77 | 62 | 67 | 64 |
| Coolstores (no.) | 34,738 | 39,142 | 57,369 | 79,361 | 96,033 |
| Orchard Gate Return (\$/ha) |  |  |  |  |  |

*A tray weighs 3.6 kg . *Producing hectares * Refers to number of submitters
Source : Zespri International Ltd Annual Review to 2018/19.
New Zealand kiwifruit export markets (year to 30 June 2019)


Source: Stats NZ exports, all exporters y/e June

Zespri Group Ltd production profile (TEs) 2000-2019
(tray equivalents, millions)


Sources: Zespri International Annual Reviews, years to 31 March

## New red kiwifruit to hit stores

There will be a new red-fleshed contender on the market this season. At least 150 hectares of Zesprim Red kiwifruit will be released to growers this year as a result of a breeding programme between Plant \& Food Research and Zespri. Zesprii" ${ }^{\text {med }}$ Red is rich in in anthocyanins, which gives the fruit its distinctive red flesh along with cardiovascular and cognitive health benefits. Other successful cultivars from the breeding programme include 'Hort16A', the first yellowfleshed kiwifruit cultivar, marketed as Zesprim Gold Kiwifruit, and 'Zesy002', known as Gold3 and marketed as Zesprim SunGold Kiwifruit.
$\rightarrow$ In 2019 New Zealand exported 545,800 tonnes of kiwifruit valued at $\$ 2.30 \mathrm{~b}$ fob (2018: 485,100t/\$1.86b). The average for the previous five years, 2013 to 2017, was 442,000t/\$1.28b fob.
$\rightarrow$ New Zealand-produced kiwifruit were exported to over 50 countries in 2019, with \$1.53b (2018: \$1.19b) to Asian countries, two importing more than \$300m: Japan $\$ 590 \mathrm{~m}$ (2018: \$397m) and China $\$ 510 \mathrm{~m}(\$ 458 \mathrm{~m})$. In 2019, $66 \%$ by value of New Zealand kiwifruit exports were to Asian countries (2018: 64\%). Kiwifruit to the value of $\$ 566 \mathrm{~m}(\$ 512 \mathrm{~m}$ ) went to countries in Continental Europe.*
$\rightarrow$ Zespri kiwifruit cultivars were produced on 12,747 ha across six main regions: Northland, Auckland, Bay of Plenty, Waikato, Poverty Bay and Nelson. 80\% of the planted hectares are across six sub-regions of the Bay of Plenty.
$\rightarrow$ The 'Zespri Global Supply' initiative aims to fill the gaps in New Zealand supply to international markets. To meet this requirement, Zespri draws licensed product from France, Greece, Italy and South Korea with a total volume in 2019 of 66,700 tonnes, being $12 \%$ of Zespri's New Zealand production.
$\rightarrow$ Zespri reported: " Growers have ... seen an increase in 2018/19 average Orchard Gate Returns (OGR) ... (of) $6 \%$... per hectare for Green to \$63,622, and a $28 \%$ increase ... for SunGold to \$145,991 ... Green returns per tray were down owing to higher-than-expected volumes and the associated extended sales window and greater fruit loss."

Sources: Zespri International Annual Reviews, y/e March; * data Stats NZ exports, all exporters y/e June

Apple statistics

| Year ending 31 Dec. | 2005 | 2010 | 2015 | 2018 | 2019 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| National export production ('O00 tonnes) | 315 | 260 | 331 | 377 | 395 |
| Growing method: IFP | $95 \%$ | $94 \%$ | $94 \%$ | $94 \%$ | $94 \%$ |
| Certified organic | $5 \%$ | $6 \%$ | $6 \%$ | $6 \%$ | $6 \%$ |
| General statistics |  |  |  |  |  |
| Export FOB \$/CE (*) | $\$ 12.88$ | $\$ 22.93$ | $\$ 32.83$ | $\$ 36.39$ | $\$ 39.58$ |
| Area planted (ha) | 10,764 | 8,630 | 8,566 | 9,448 | 10,179 |
| Export orchards (no.) | 920 | 985 | 919 | 944 | 996 |
| Export packhouses (no.) | 85 | 62 | 56 | 57 | 52 |
| No. of exporters |  | 90 | 79 | 80 | 73 |

IFP: Integrated Fruit Production sustainability; TCE: tray equivalents 18 kg sale weight. Source: New Zealand Apples \& Pears Inc.
$\rightarrow \ln 2019$ New Zealand exported $383,400 t^{*}$ of apples to 75 countries with a record fob value of $\$ 829$ million fob (2018: 362,500 t/\$733m fob). *Source: StatsNZ
$\rightarrow \quad$ In 2018 global production of apples was calculated to be 86.1 million tonnes (2008: $69.0 \mathrm{mt})$ of which mainland China produced $39.2 \mathrm{mt} / 46 \% ~(2008: 29.8 \mathrm{mt} / 43 \%$ ) and Europe $17.4 \mathrm{mt} / 20 \%$, with 8 countries producing more than 1 mt each. Source: FAOSTAT
$\rightarrow$ Global export trade in apples is also large: 2017 total 9.6 mt from 96 exporting countries, of which 1.3 mt was exported from China (Source: FAOSTAT). New Zealand exported 17,550 tonnes to China in 2017 ( 42,670 t in 2019).
$\rightarrow$ The World Apple Review ranked New Zealand \#1 in International Competitiveness in 2017 and 2018 among 33 apple-exporting countries, scoring across 23 criteria. In 2018, the Review said: "New Zealand the Innovator: Because of its relatively small size, heavy export orientation and distance from major markets, the New Zealand apple industry has long relied heavily on innovation to provide it with an edge over major competitors.".

Apple export production by variety: 2005-2019 (tonnes $\times 000$ )


Source: New Zealand Apples \& Pears Inc. Year ending 31 Dec. 2019

## Apples that stand up to climate change

Climate change will bring many challenges to growers worldwide including sunburn, colour development issues and increased pests and diseases. Plant \& Food Research, Italian IRTA research institute, Fruit Futur and T\&G Global are working together to ensure there are several new apple varieties to market and grow fruit in previously unsuitable regions. The Hot Climate Programme (HCP) was initiated in 2002 to address challenges that were being experienced by Spanish growers with traditional apple and pear varieties. In 2019, T\&G Global joined as the exclusive commercialisation partner.

$\rightarrow \ln$ 2019, New Zealand's Hawke's Bay was the location for the world's first commercial robotic apple picker, harvesting New Zealand-developed Jazz ${ }^{\text {T }}$ and Envy ${ }^{\text {m }}$ Apple cultivars. The technology was developed in a partnership between T\&G Global and US-based technology partner Abundant Robotics following a proof-of-concept prototype in 2015. Canopy innovation and trialling of different ways of achieving automation compatibility have progressed in orchard expansion initiatives since 2017. In preparation for robot harvesting, the apple orchard trees were developed to a high density 2-dimensional growth structure. (Sources: wnw.tandg.global and independent)

Apple exports


Apple export
destinations


## Other fresh fruits

|  | Growers ${ }^{\text {a }}$ (no.) | Planted area ${ }^{a}$ (ha) | Crop volume ${ }^{\text {a }}$ (tonnes) | $\begin{gathered} \text { Domestica }^{\text {a }} \\ \text { 2018/19 } \end{gathered}$ | $\begin{array}{r} \text { Export} \text { (fob) } \\ 2019 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Avocados (year to 30 April) | 989 | 3,795 | 31,424 | 56.5 | 104.3 |
| Berryfruits | 240 | 2,972 | 22,600 | 47.2 | 47.7 |
| - Blackcurrants | 32 | 1636 | 8,915 | 1.0 |  |
| - Boysenberries | 19 | 206 | 2,700 | $5.0{ }^{\text {c }}$ |  |
| - Raspberries | 50 | 150 | 945 | 3.0 |  |
| - Blueberries | 60 | 640 | 3,040 | 23.0 | 38.9 |
| - Strawberries | 110 | 220 | 6,500 | 19.6 | 8.7 |
| - Other berryfruits |  | 120 | 500 | 0.6 | 0.1 |
| Citrus | 316 | 1,660 | 34,096 | 58.5 | 12.0 |
| - Grapefruit | 18 | 15 | 302 | 0.3 |  |
| - Lemons | 75 | 257 | 7,600 | 12.0 | 9.8 |
| - Limes | 47 | 27 | 410 | 2.0 |  |
| - Mandarins | 194 | 556 | 11,540 | 25.2 | 0.4 |
| - Oranges | 183 | 783 | 13,342 | 18.0 | 1.7 |
| - Tangelos | 28 | 22 | 902 | 1.0 | 0.1 |
| Feijoas | 225 | 175 | 1,200 | 4.0 | 0.2 |
| Grapes - table |  | 43 |  |  | 0.4 |
| Hops | 28 | 585 | 1,175 |  |  |
| Kiwiberries | 28 | 35 | 200 | 0.3 | 3.5 |
| Nashi | 18 | 25 | 650 | 1.3 | 0.1 |
| Nuts |  | 1,344 |  |  | 1.4 |
| - Cashews |  |  |  |  |  |
| - Chestnuts | 100 | 142 | 350 |  |  |
| - Macadamias |  | 195 |  |  |  |
| - Pisachios |  |  |  |  |  |
| - Hazelnuts |  | 433 |  |  |  |
| - Walnuts |  | 574 |  |  |  |
| - Other nuts |  |  |  |  | 1.4 |
| Olives | 300 | 2,130 | 2,000 | 2.1 |  |
| Passionfruit | 60 | 17 | 140 | 0.7 | 0.4 |
| Pears | 76 | 397 | 4,822 |  | 10.6 |
| Persimmons | 50 | 136 | 2,000 | 1.5 | 10.0 |
| Summerfruit | 240 | 2,290 | 14,880 | 47.3 | 71.5 |
| - Apricots | 52 | 445 | 1,909 | 5.9 | 2.0 |
| - Cherries | 88 | 876 | 3,959 | 11.2 | 68.8 |
| - Nectarines | 56 | 305 | 3,968 | 13.7 | 0.1 |
| - Peaches | 73 | 374 | 2,356 | 9.0 | 0.4 |
| - Plums | 78 | 290 | 2,688 | 7.5 | 0.2 |
| Tamarillos | 40 | 100 | 622 | 2.9 | 0.1 |
| Other fruit |  | 250 |  |  | 0.2 |
| Total fresh fruit (excl. Kiwifruit, Grape Wine, Apples) |  |  |  |  | 262.4 |

Sources: ${ }^{\text {a }}$ Sector estimates, ${ }^{\text {b }}$ Sector estimates of first point of sale values, ${ }^{\text {c Statistics New Zealand Overseas Trade Statistics. }}$
Blank entries indicate either that the information is not available or items are valued at less than $\$ 100,000$.
$\rightarrow$ New Zealand fresh fruit exports in 2019 were 962,500 tonnes and worth $\$ 3.4$ billion fob. (2018: 877,700 t/\$2.86b). The average value for fresh fruit exports for the previous five years, 2013 to 2017, was 775,200 tonnes, earning on average $\$ 2.1 \mathrm{~b}$ fob.
$\rightarrow$ Fresh and processed fruit exports totalling $\$ 5.3$ billion (2018:\$4.4b) were over $\$ 1.3 \mathrm{~b} / 32 \%$ above the previous five-year average of $\$ 4.0 \mathrm{~b}$ (2014 to 2018). The dominant fruit export products were kiwifruit, grape wine, apples and avocados.

## New apricots for Asian markets

Asian consumers love apricots with increased sweetness, low acidity and bright colour. A breeding programme funded through the Ministry of Business, Innovation \& Employment, Summerfruit NZ and Plant \& Food Research has released three new apricot cultivars ('Nzsummer2', 'Nzsummer3' and 'Nzsummer4') which have all that, and more! They can also be harvested earlier, mature later and stay firmer during storage, facilitating transport of high quality fruit overseas for a longer time. This will aid the New Zealand summerfruit industry in reaching their target of increasing apricot production to a value of $\$ 69$ million by 2035.


Processed fruits
Sales value (\$m)

|  | Domestic ${ }^{\text {a }}$ 2018/19 | $\begin{array}{r} \text { Export }^{\text {b }} \text { (fob) } \\ 2019 \end{array}$ |
| :---: | :---: | :---: |
| Apple juice | $80.0{ }^{\text {c }}$ | 18.2 |
| Avocado oil | 4.1 | 5.9 |
| Blackcurrant concentrate |  | 7.1 |
| Other fruit juices | 92.1 | 18.1 |
| Other fermented beverages |  | 8.6 |
| Dried fruits |  | 5.0 |
| Frozen fruits |  | 11.2 |
| - Blackcurrants |  | 1.6 |
| - Blueberries | 2.8 | 0.4 |
| - Boysenberries | 2.7 | 3.2 |
| - Kiwifruit |  | 4.6 |
| - Raspberries |  | 0.2 |
| - Other |  | 1.2 |
| Fruit preparations |  | 25.6 |
| - Apples |  | 6.4 |
| - Blackcurrants |  | 0.1 |
| - Kiwifruit |  | 0.2 |
| - Fruit mixture preps |  | 14.3 |
| - Pears |  | 0.1 |
| - Other |  | 4.5 |
| Hops | 9.9 | $21.0^{\text {a }}$ |
| Jams, jellies and purees |  | 5.8 |
| Nuts |  | 9.4 |
| Olive oil | 12.0 | 0.4 |
| Total processed fruit |  | 136.3 |

Fruits used for processing is produced on the orchard areas described in the fresh fruit table. Sources: : Sector estimates of first point of sale values, ${ }^{\text {"Statistics New Zealand, 'Authors' estimate. Blank entries indicate either that the information is not }}$ available or items are valued at less than \$100,000.
$\rightarrow 2019$ kiwifruit exports $\$ 2.30 \mathrm{~b}$ (2018: \$1.86b) were 65\% of the total fresh fruits export value; apple exports $\$ 829 \mathrm{~m}(\$ 733 \mathrm{~m}$ ) were a further $26 \%$. Other fresh fruit exports were avocados $\$ 104 \mathrm{~m}(\$ 98 \mathrm{~m})$, cherries $\$ 69 \mathrm{~m}(\$ 84 \mathrm{~m})$, blueberries $\$ 39 \mathrm{~m}(\$ 35 \mathrm{~m})$, and 28 other fresh fruit crops with a combined value of $\$ 51 \mathrm{~m}$ ( $\$ 43 \mathrm{~m}$ ).
$\rightarrow$ Exports of fruit preparations, typically used as ingredients for baking and as toppings for yoghurt and ice-creams, were $\$ 25.6 \mathrm{~m}$ fob in 2019 (average previous 5 years $\$ 30.2 \mathrm{~m})$, exported to over 30 countries.

Fresh and processed vegetables
Sales value (\$ million, fob)

|  | Growers ${ }^{\text {c }}$ (no.) | Planted area (ha) | Crop volume ${ }^{\text {c }}$ (tonnes) | $\begin{array}{r} \text { Domestic }^{\text {c }} \\ 2018 \end{array}$ |  | rts $2019^{9}$ <br> Processed |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Asparagus | 40 | $560{ }^{\text {c }}$ | 1,900 | 8.6 | 0.5 |  |
| Beans | 30 | $800^{\text {c }}$ | 14,300 | 10.3 |  | 41.1 |
| - fresh | 5 | $300^{f}$ | 3,000 | 6.0 |  |  |
| - processed | 25 | $500^{\text {f }}$ | 11,300 | 4.3 |  |  |
| Beetroot | 28 | $365{ }^{\text {c }}$ | 28,400 | 8.0 |  |  |
| - fresh | 20 | $105{ }^{\text {c }}$ | 6,000 | 4.0 |  |  |
| - processed | 8 | $260^{\text {c }}$ | 22,400 | 10.8 |  | 24.8 |
| Brassicas | 125 | $3,432^{\text {c }}$ | 115,700 | 80.3 | 2.0 |  |
| - Broccoli | 75 | 2,082 ${ }^{\text {c }}$ | 24,700 | 35.0 |  |  |
| - Cabbage | 75 | $804{ }^{\text {c }}$ | 58,000 | 25.3 |  |  |
| - Cauliflower | 20 | $546{ }^{\text {c }}$ | 33,000 | 20.0 |  |  |
| Capsicums ${ }^{h}$ | 22 | $95^{\text {c }}$ | 25,000 | 25.0 | 20.6 |  |
| Carrots | 54 | 1,900 ${ }^{\text {c }}$ | 163,900 | 56.0 |  |  |
| - fresh | 20 | 1,100 ${ }^{\text {f }}$ | 88,000 | 40.0 | 8.3 |  |
| - processed | 34 | $800^{t}$ | 75,900 | 16.0 |  | 1.4 |
| Cucumbers ${ }^{h}$ | 51 | $71^{\circ}$ | 2,000 | 20.0 |  |  |
| Eggplant/Aubergines | 20 |  | 1,000 | 8.5 |  |  |
| Garlic | 10 | $210^{\circ}$ | 1,200 | 7.0 | 0.5 |  |
| Kumara ${ }^{\text {h }}$ | 48 | 2,541 ${ }^{\text {c }}$ | 24,000 | 55.0 |  |  |
| Lettuces | 162 | 1,582 |  | 42.0 | 0.8 |  |
| - outdoor | 140 | 1,532 ${ }^{\text {c }}$ |  | 17.0 |  |  |
| - greenhouse | 22 | $50^{\text {c }}$ |  | 25.0 |  |  |
| Melons | 20 | $211^{\text {c }}$ | 4,800 | 28.0 | 2.2 |  |
| Mushrooms ${ }^{\text {h }}$ | 7 | $25^{\text {c }}$ | 8,500 | 42.0 | 1.3 |  |
| Onions | 92 | $5,271^{\text {c }}$ | 212,670 | 30.0 | 170.3 |  |
| Peas | 140 |  |  |  |  |  |
| - fresh | 20 |  |  |  |  |  |
| - processed | 120 | 4,075 ${ }^{\text {c }}$ | 70,400 | 25.0 |  | 96.5 |
| Potatoes | 173 | 10,364 ${ }^{\text {c }}$ | 527,200 | 139.0 | 22.6 | 106.8 |
| - fresh/table |  |  | 150,800 | 56.0 |  |  |
| - processed |  |  | 376,400 | 83.0 |  |  |
| Pumpkins | 30 | 1,158 ${ }^{\text {c }}$ | 38,000 | 13.0 |  |  |
| Shallots | 4 | $30^{\text {c }}$ | 1,200 | 3.0 | 0.1 |  |
| Silverbeet/Spinach | 10 | 2,028 ${ }^{\text {f }}$ | 3,500 | 12.0 |  |  |
| Squash | 24 | 6,642 ${ }^{\text {c }}$ | 88,179 | 3.0 | 59.7 |  |
| Sweetcorn | 179 | 3,871 ${ }^{\text {f }}$ | 110,000 | 27.5 | 0.1 | 41.4 |
| - fresh |  |  | 22,000 | 11.0 |  |  |
| - processed |  |  | 88,000 | 16.5 |  |  |
| Tomatoes | 131 | 528 |  |  |  |  |
| - outdoor, processed | - 6 | $408{ }^{\text {c }}$ | 53,000 | 8.5 |  | 3.3 |
| - greenhouse | 125 | $120^{\circ}$ |  | 176 | 11.2 |  |
| Truffles ${ }^{\text {d }}$ | 75 | 70 | 0.2 | 0.5 |  |  |
| Mixed vegetables | (Made from co | mbinations of | the above crops) |  |  | 22.0 |
| Dried vegetables | (Excluding pea | s, beans, com) |  |  |  | 9.3 |
| Vegetable preps |  |  |  |  |  | 3.0 |
| Vegetable juices |  |  |  |  |  | 31.9 |
| - carrot juice ${ }^{\text {d }}$ |  |  |  |  |  | 27.9 |
| - other veg. juices |  |  |  |  |  | 4.0 |
| Other vegetables ${ }^{\text {a }}$ |  |  |  |  | 3.9 | 14.3 |
| Total | $800^{\text {e }}$ | 45,466 ${ }^{\text {¢ }}$ |  |  | 304.1 | 395.8 |

${ }^{\text {a }}$ Includes taro, celery, parsnips, spring onions, Asian vegetables (excl. Chinese cabbagel), yams, witloof, leeks, vegetable shoots, shallots, swedes and some others. ${ }^{\text {b }}$ Processing includes freezing, canning, juicing and artificial drying. 'Sector estimates. Blank entries indicate that the information is not available. "Authors' estimates. ${ }^{\text {a }}$ Growers produce multiple crops. 'Statistics New Zealand Production Census crop areas as at 30 June 2017. ${ }^{9}$ Statistics New Zealand from export entries. "Crop grown both outdoor and indoor/protected.

Vegetable exports 2005-2019 (\$ million, fob)


Source: Statistics New Zealand. Years ending 30 June.
$\rightarrow \quad \ln 2019$ New Zealand exported $\$ 699.0 \mathrm{~m}$ (2018: $\$ 625.0 \mathrm{~m}$ ) fob value of vegetables across more than 20 significant types. The average export value for the five years prior to 2018 was $\$ 607.4 \mathrm{~m}$ fob. Net weight of vegetable exports in 2019 was 518,650t (2018: 486,300t).
$\rightarrow$ Primary export destinations for vegetables worth more than $\$ 50 \mathrm{~m}$ fob were:

- Onions: $\$ 170.3 \mathrm{~m}$, with $75 \% / \$ 128 \mathrm{~m}$ exported to three markets: Continental Europe $\$ 82.6 \mathrm{~m}$, Indonesia $\$ 27.8 \mathrm{~m}$ and the UK 17.6 m .
- Peas: $\$ 96.5 \mathrm{~m}$; frozen peas: $\$ 65.7 \mathrm{~m}$ (Australia $\$ 24.7 \mathrm{~m}$, China $\$ 22.3 \mathrm{~m}$ ); dried peas: $\$ 30.8 \mathrm{~m}$ (the USA $\$ 6.2 \mathrm{~m}$, Australia $\$ 4.1 \mathrm{~m}$, Algeria $\$ 3.2 \mathrm{~m}$ ). Dried peas were also exported to 47 other countries.
- Squash: $\$ 59.7 \mathrm{~m}$, with $97 \% / \$ 57.8 \mathrm{~m}$ exported to three markets: Japan $\$ 34.9 \mathrm{~m}$; Korea $\$ 15.3 \mathrm{~m}$ and China $\$ 7.6 \mathrm{~m}$.
The above four products were $64 \%$ by value of all New Zealand vegetable exports in 2019.
$\rightarrow$ Other significant value export vegetables were:
- Sweetcorn: \$41.4m; frozen sweetcorn: \$19.8m (Australia \$7.3m, Japan \$6.2m, Kuwait $\$ 2.9 \mathrm{~m}$ ); dried sweetcorn: $\$ 15.9 \mathrm{~m}$ (Japan $\$ 7.7 \mathrm{~m}$ ); and sweetcorn preparations e.g. canned $\$ 5.7 \mathrm{~m}$ (Australia $\$ 4.4 \mathrm{~m}$ ).
- Beans: \$41.1m: preparations \$33.3m: (Australia \$32.3m); frozen \$7m: (Australia \$4.9m).
- Single-vegetable juice (primarily of carrot): \$31.9m (Japan \$28.7m).
- Beetroot, processed: $\$ 24.8 \mathrm{~m}$ : (Australia $\$ 24.1 \mathrm{~m}$ ).
$\rightarrow$ New Zealand imported 121,900 tonnes of vegetables in 2019 with a cif value of \$274m (2018: 118,200t/\$264m); preserved tomatoes \$35.4m cif (from Italy \$17.6m, the USA $\$ 9.1 \mathrm{~m}$ ); and frozen potatoes $\$ 34.2 \mathrm{~m}$ (from Australia $\$ 12.9 \mathrm{~m}$, Continental Europe $\$ 8.8 \mathrm{~m}$, the USA $\$ 7.8 \mathrm{~m}$ ).


Destinations of New Zealand vegetable exports 2019


Source: Statistics New Zealand

New Zealand exports of organically certified produce (\$ millions)


Source above and below: New Zealand Organic Market Report 2018. Years ending March.

## Organic production

$\rightarrow$ The number of organic certified operations in New Zealand horticulture reduced from 720 in 2012 to 630 in 2017 , of which 150 were in viticulture. In the same time period, horticultural land under organic certification increased from 11,188 ha in 2012 to 23,943 ha in 2017 , of which 1,720 ha was in viticulture.
$\rightarrow$ Export values of organically certified fresh fruits and vegetables in 2017 were calculated to be $\$ 135.9 \mathrm{~m}$ and $4.7 \%$ of New Zealand's total fresh fruits and vegetables in that year.
$\rightarrow$ In New Zealand, the Ministry for Primary Industries manages the Official Organic Assurance Programme (OOAP) that qualifies New Zealand organic exports for market access to the USA, the European Union and some other markets, and tracks the value of those exports.

New Zealand land area under organic certification, horticulture and viticulture (hectares 000s)


Exports of flowers, plants, seeds and other products (\$ million,fob)

|  | 2000 | 2010 | 2015 | 2018 | 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cut flowers |  |  |  |  |  |
| - Chrysanthemums |  | 0.2 | 0.1 | 0.1 | 0.1 |
| - Hydrangeas |  | 2.7 | 2.8 | 1.6 | 1.3 |
| - Liliums | 1.9 | 0.2 | 0.1 | 0.1 | 0.1 |
| - Nerines | 0.6 | 0.2 | 0.1 | 0.1 | 0.1 |
| - Orchids | 22.4 | 20.8 | 12.9 | 11.6 | 10.9 |
| - Paeonies | 0.5 | 1.7 | 2.0 | 3.3 | 3.1 |
| - Pittosporums |  | 1.2 | 0.5 | 0.5 | 0.4 |
| - Proteaceae | 1.4 | 0.9 | 0.3 | 0.3 | 0.4 |
| - Sandersonias | 3.1 | 0.2 | 0.1 | 0.1 | 0.1 |
| - Zantedeschias (Cala lily | 7.7 | 3.7 | 0.9 | 0.3 | 0.3 |
| - Other foliage | 0.6 | 0.6 | 0.3 | 0.2 |  |
| - Other cut flowers | 8.5 | 2.7 | 2.8 | 2.0 | 3.2 |
| Plants |  |  |  |  |  |
| - Other live plants | 5.6 | 6.6 | 4.8 | 4.8 | 4.1 |
| - Edible plant parts |  |  |  | 2.1 | 2.2 |
| Seeds |  |  |  |  |  |
| - Flower seeds | 2.1 | 0.3 | 0.4 | 0.0 | 0.1 |
| - Fruit seeds |  | 1.9 | 2.4 | 1.9 | 1.0 |
| - Cabbage seeds |  | 5.0 | 4.7 | 4.3 | 4.0 |
| - Carrot seeds |  | 7.6 | 12.2 | 30.3 | 21.8 |
| - Onion seeds |  |  |  | 4.8 | 2.6 |
| - Radish seeds |  | 21.4 | 23.9 | 25.1 | 25.0 |
| - Silverbeet seeds |  |  | 4.0 | 3.4 | 3.2 |
| - Other veg. seeds | 15.9 | 23.4 | 17.7 | 24.5 | 30.5 |
| - Tree seeds | 1.6 | 1.5 | 1.0 | 0.9 | 2.0 |
| Bulbs, tubers, corms |  |  |  |  |  |
| - Liliums |  | 16.8 | 24.2 | 26.0 | 24.4 |
| - Sandersonias |  | 0.7 | 0.2 | 0.3 | 0.3 |
| - Tulips |  | 9.6 | 9.7 | 15.8 | 17.4 |
| - Zantedeschias (Cala livy | 1.5 | 3.5 | 0.1 | 0.1 |  |
| - Others | 10.1 | 0.4 | 0.6 | 0.2 | 0.8 |
| Sphagnum moss | 15.3 | 6.1 | 5.2 | 4.7 | 4.6* |
| Total | 98.8 | 139.9 | 134.0 | 169.4 | 164.0 |

The term "bulbs" is used to include bulbs, corms, tubers, tuberous roots, crowns \& rhizomes. "Authors' estimate. Source: Statistics New Zealand.
$\rightarrow$ In 2019 New Zealand exported cut flowers and foliage, seeds, bulbs and live plants worth \$164.0m fob (2009: \$143.4m).
$\rightarrow$ Cut flowers exports of $\$ 20.0 \mathrm{~m}$ were close to half the 2009 export value of $\$ 38.6 \mathrm{~m} .2019$ exports were dominated by orchids $\$ 10.9 \mathrm{~m}$ (2009: $\$ 22.2 \mathrm{~m})$ to Japan $\$ 4.4 \mathrm{~m}$, the USA $\$ 2.9 \mathrm{~m}$, and peonies $\$ 3.1 \mathrm{~m}$ (2009: $\$ 1.5 \mathrm{~m})$ to the USA $\$ 1.3 \mathrm{~m}$.

Exports of flowers, seeds and bulbs (\$ million, fob)

$\rightarrow$ Exports of seeds were $\$ 90.2 \mathrm{~m}$ in 2019 (2009: $\$ 60.0 \mathrm{~m}$ ), of which $\$ 87.1 \mathrm{~m}$ were vegetable seeds exported to 50 countries (2009: \$55.6m), an increase of $57 \%$ over the decade. Major destinations were Continental Europe $\$ 47.3 \mathrm{~m}$ (The Netherlands $\$ 40.0 \mathrm{~m}$ ), Asia $\$ 23.1 \mathrm{~m}$ (Korea $\$ 7.5 \mathrm{~m}$, Japan $\$ 5.2 \mathrm{~m}$ ), and the USA $\$ 10.4 \mathrm{~m}$. Dominant varieties were radish seed $\$ 25.0 \mathrm{~m}$ (2009: $\$ 20.9 \mathrm{~m}$ ) to The Netherlands $\$ 9.2 \mathrm{~m}$, Korea $\$ 5.7 \mathrm{~m}$, Germany $\$ 2.5 \mathrm{~m}$, and carrot seed $\$ 21.8 \mathrm{~m}$ (2009: $\$ 15.3 \mathrm{~m})$ to The Netherlands $\$ 20.6 \mathrm{~m}$.
$\rightarrow$ Exports of bulbs and live plants were $\$ 42.8 \mathrm{~m}$ (2009: $\$ 30.2 \mathrm{~m}$ ), an increase of $42 \%$ over past decade. Dominant varieties were lilium bulbs $\$ 24.4 \mathrm{~m}$ (2009: $\$ 14.3 \mathrm{~m}$ ) exported to 15 countries (Japan \$6.5m, China \$6.4m, The Netherlands \$3.9m, Viet Nam \$1.8m), and tulip bulbs $\$ 17.4 \mathrm{~m}$ (2009: $\$ 9.9 \mathrm{~m}$ ) exported to 11 countries (the USA $\$ 7.5 \mathrm{~m}$, The Netherlands \$6.5m, Canada \$1.6m).

Vegetable seed exports (\$ million)


Source for above graphs: Statistics New Zealand.

Export destinations for natural New Zealand honey 2019 (\$355m fob)


## A vital contributor to horticulture

$\rightarrow$ Bees are crucial to New Zealand's primary sector, pollinating approximately onethird of our food sources.
$\rightarrow$ Honey production in 2019, at 23,000 tonnes, was up by $3,000 \mathrm{t}$ compared with 2018. The previous five-year average was $18,410 \mathrm{t}$. Average yield per hive was 21.8 kg and whilst down on the 2018 average yield of 22.3 kg , it was $3.1 \mathrm{~kg} / \mathrm{hive}$ above the 2017 average yield.
$\rightarrow \quad$ In 2019 New Zealand's honey exports went to 59 countries, with a total value of \$355m fob (2018: \$329m), 76\% by weight in retail packs (2018: 85\%).
$\rightarrow$ As at June 2019 New Zealand's 9,282 registered beekeepers (2018: 9,173) had 918,026 hives (2018: 895,860 hives), an increase of 22,186 on 2018 and a $253 \%$ increase on the number of hives in $2009(362,540)$.

New Zealand natural honey exports 2010-2019 (\$ m fob/x 00 tonnes)


Source: Statistics New Zealand
(Years to June)


Persons in horticultural training 2019 (year to December 2019)


- Produce:
fruits, vegetables, viticulture, apiculture, organics

Other horticulture:
arboriculture, amenity, floriculture, floristry, landscape, nursery, plant \& garden supplies
$\rightarrow \quad \ln 2019$ trainees in the different fields of horticulture totalled 4,686 (2018: 4,801).
$\rightarrow$ Of the 2,049 in food/produce production (2018: 2,061), 901 were in fruit production and 588 were in viticulture (wine grape) production.
$\rightarrow$ In the non-food production sectors of horticulture, 1,078 trainees were in amenity and sports turf horticulture, 710 in arboriculture, 515 in landscape and 312 in nursery production training.

Trainees by category (4,686 trainees; year to December 2019)


Source: Primary ITO

New Zealand consumer spending on vegetables (2019, \$ million)


New Zealand consumer spending on fruit (2019, \$ million)


Calculated aggregate annual expenditure by all private New Zealand households (local \& imported produce, fresh / chilled / dried / canned / bottled / frozen)

In 2019, New Zealand households spent an estimated $\$ 2.9$ billion on fruits, vegetables and wine:
$\rightarrow \$ 730 \mathrm{~m}$ on fresh and chilled fruits
$\rightarrow \$ 150 \mathrm{~m}$ on processed fruits
$\rightarrow \$ 890 \mathrm{~m}$ on fresh and chilled vegetables
$\rightarrow \$ 390 \mathrm{~m}$ on processed vegetables
$\rightarrow \$ 720 \mathrm{~m}$ on wine
Source: Statistics New Zealand: triennial Household Economic Survey (HESS, year ending June 2019.
N.B. survey is of households only and excludes overseas visitors, people living in hotels and motels, etc., and excludes restaurants and takeout meals.

Investment in the horticultural industries (2019, \$ million)

|  | Crop area <br> (ha) | On-farm <br> (\$ million) | Off-farm <br> (\$ million) | Total <br> (\$ million) |
| :--- | ---: | ---: | ---: | ---: |
| Apples, pears \& nashi | 30,588 | 2,010 |  |  |
| Wine grapes | 12,747 | 9,620 |  |  |
| Kiwifruit | 2,290 | 305 |  |  |
| Summerfruit | 3,795 | 795 |  |  |
| Avocados | 1,660 | 185 |  |  |
| Citrus | 3,072 | 270 |  |  |
| Berryfruit | 1,344 | 85 |  |  |
| Nuts | 2,174 | 190 |  |  |
| Olives | 585 | 100 |  |  |
| Hops | 600 | 55 |  |  |
| Other fruits | 77,535 | $\$ 21,115$ | $\$ 28,500$ | $\$ 49,615$ |
| Total fruits | 10,344 | 880 |  |  |
| Potatoes | 4,705 | 330 |  |  |
| Peas \& Beans | 5,271 | 450 |  |  |
| Onions | 6,642 | 665 |  |  |
| Squash | 3,871 | 250 |  |  |
| Sweetcorn | 3,432 | 225 |  |  |
| Broccoli, cabbages \& cauliflowers | 1,900 | 125 |  |  |
| Carrots | 560 | 35 |  |  |
| Asparagus | 1,582 | 105 |  |  |
| Lettuces | 6,895 | 450 |  |  |
| Other vegetables | 11,063 | 720 |  |  |
| Veg. seed growing | 56,265 | $\$ 4,235$ | $\$ 1,900$ | $\$ 6,135$ |
| Total vegetables (outdoor) | 1,760 | 195 |  |  |
| Floriculture - outdoor | 85 | 380 |  |  |
| Protected - greenhouse tomatoes | 180 | 405 |  |  |
| - indoor vegetable crops | 105 | 240 |  |  |
| Total floriculture \& protected crops | 2,130 | $\$ 1,220$ | $\$ 300$ | $\$ 1,520$ |
| Total horticultural | 135,930 | $\$ 26,570$ | $\$ 30,700$ | $\$ 57,270$ |

The above table is an estimate of the investment that has been made in the productive area of New Zealand horticulture and related postharvest facilities
Crop area figures are predominantly industry estimates of planted areas per crop for the year to June 2019 (pgs 8 to 16 incl.) with author adjustments for informal production. The numbers differ from Statistics New Zealand Agricultural Production Census hectares as at June 2017 (pgs 26 \& 27). No adjustment has been made for non-productive farm/ orchard/vineyard areas, which are typically $15 \%$ of total area and up to $80 \%$ for crops such as floriculture under cover. Land values are based on independent land valuation advice and industry and authors' estimates across crop types that collectively account for more than $75 \%$ of fruit production and more than $50 \%$ of vegetable production. Off-farm investment amounts have been estimated from industry advice and guidance, including from integrated producers whose supply chains include both production and post-production.

## Trends:

$\rightarrow$ Kiwifruit orchards in Northland experienced Green cultivar orchard investments ranging from $\$ 385,000$ to $\$ 465,000$ per ha and for Gold cultivars up to $\$ 865,000$.
$\rightarrow$ In apple orchards, development occurred in the Hawke's Bay and Gisborne regions, especially for new and specialty varieties of Envy ${ }^{\text {mM }}$ and Rockit ${ }^{\text {m" }}$, with orchard values of $\$ 155,000$ to $\$ 200,000$ per ha, but some up to $\$ 320,000$ per ha. Total New Zealand apple orchard area increased by 631 ha ( $6.3 \%$ ).
$\rightarrow$ Wine grape vineyards increased by 610 ha (1.6\%). In the dominant Marlborough region, vineyard values typically ranged from $\$ 175,000$ to $\$ 250,000$ per ha.
$\rightarrow$ Cherry orchards increased in area from 725 ha to 875 ha (20\%), with Central Otago cherry orchard investments in value from $\$ 195,000$ to $\$ 300,000$ per ha.










[^1]

Regional resources

Horticultural activities are distributed throughout New Zealand

## Bay of Plenty 11,576 ha +



| Manawatu/Wanganui 4,062ha + |  |  |
| :---: | :---: | :---: |
| Potatoes Broccoli Other veg \& herbs Lettuce Onions Peas | Silverb <br> Carrot <br> Aspara <br> Caulifl <br> Cabba <br> Pumpk <br> Kiwifrut |  |
| $\begin{array}{ll} \text { 準 } \\ 932 & 1755 \end{array}$ | $\begin{aligned} & \text { 来 } \\ & 42 \end{aligned}$ | $\underset{1336}{\stackrel{\downarrow}{2}}$ |
| Climate station: Palmerston North \& Feilding |  |  |



## New Zealand APPLES

## It takes more than fresh air \& Sunshine to grow the world's best...




## About the Trust

The New Zealand Horticentre Trust was established in 2008 with the objective of providing 'A helping hand for horticulture.'

The Trust encourages Horticulture and Viticulture sector groups to apply for grants to assist them in the promotion of education, training \& research in New Zealand.
The NZ Horticentre Trust has three principal sponsors, Horticentre, TasmanCrop and HortFertplus. These three principal sponsors have been providing quality products and services to commercial crop growers since the 1980's.

The NZ Horticentre Trust is proud to be supporting the Horticulture, Viticulture and Nursery sectors in NZ.


Join United Fresh, New Zealand's only pan-produce industry organisation with representation from the entire supply chain.
We work on behalf of members and the pan-produce industry to provide valuable relevant services including:

- Communications and Public Relations
- Health and Nutrient Claims
- Nutrition Information Panels
- Fruit \& Vegetables in Schools
- International Connections
- Research Projects and Pilots
- Members' Meetings and Workshops

Through our Technical Advisory Group:

- Biosecurity
- Food Safety
- Traceability, including the Sustainable Farming Fund traceability project
- Supply Chain Management
- Compliance, e.g. Weights \& Measures
- Climate Control
- Sustainability
- Submissions

Learn more at www.unitedfresh.co.nz or phone 0800507555
Connect with us on Linked in


Hear how Plant \& Food Research is making a difference to food production - from the development of new cultivars and new foods, to bioprotection science and creating environmentally sustainable production systems for plant and seafood crops.




Plant \& Food RESEARCH


Gratefully acknowledge contributions made by the following organisations:

Horticentre
CharitableTrust

## References used to compile this booklet:

1. Statistics New Zealand, PO Box 2822, Wellington
a. Agricultural Production Census for year ended 30 June 2017.
b. Household Economic Survey (HES) for year ended 30 June 2019.
c. Overseas Trade Export Statistics for year ended 30 June 2019.
d. Import statistics for year ended 30 June 2019.
2. New Zealand Winegrowers Annual Reports to 2019 New Zealand Winegrowers. PO Box 90-276, Auckland. www.nzwine.com
3. Pipfruit Industry Statistical Annual 2019 (year to Dec. 2019) Pipfruit Zealand Inc. PO Box 11-094, Hastings. www.pipfruit.co.nz
4. World Apple Review, 2018 Edition, Belrose, Inc.
5. Food and Agriculture Organization of the United Nations / FAOSTAT: global production statistics. www.fao.org/faostat/en/\#data/QC
6. Zespri Group Annual Reports \& Annual Reviews to 2019.

Zespri Group Ltd. PO Box 4043, Mt Maunganui. www.zespri.com
7. Horticulture New Zealand, PO Box 10232, Wellington. www.hortnz.co.nz
8. Avocado Industry Council Annual Report 2019. New Zealand Avocado Growers' Association Inc. and NZ Avocado Industry. www.nzavocado co.nz
9. Orchard and farm valuation advice, Logan Stone Ltd. www.loganstone.co.nz
10. Primary ITO (primary industries training organisation) data to Dec. 2019. www.primaryito.ac.nz.
11. National Institute of Water \& Atmospheric Research Ltd (NIWA): National Climate Centre. www.niwascience.co.nz/ncc
12. Organic sector data are from New Zealand Organic Market Report 2018, commissioned by OANZ (Organics Aotearoa New Zealand). www.oanz.org
13. Multiple product group contacts for updating


## Unwanted!



BROWN MARMORATED STINK BUG (alias BMSB)
ORIGIN: Asia, but has invaded other countries including the USA and Europe.
APPEARANCE: About the size of a \$1 coin, shaped like a green vegetable bug with black and white markings. IMPACTS: It could damage almost any New Zealand horticultural crop. In winter it will move into homes where it overwinters and is not easily treated with insecticides. It omits a nasty odour when squashed.


SPOTTED WING DROSOPHILA (alias SWD)
ORIGIN: Southeast Asia, but now a major pest in the USA and Europe. APPEARANCE: Resembles a vinegar fly - about 2-3.5 mm long with a yellow-brown body and red eyes. Males have a black spot near the tip of each wing.
IMPACTS: It lays its eggs in ripening fruit, posing a serious threat to summerfruit, particularly cherries.


QUEENSLAND FRUIT FLY
(alias Qfly)
ORIGIN: Queensland, but has spread to other parts of Eastern Australia.

APPEARANCE: Approximately 6-8 mm long, reddish-brown with yellow markings.
IMPACTS: It will attack around 80\% of New Zealand horticultural crops, laying its eggs inside fruit. It was eradicated from Auckland in 2015. MPI are undertaking a response in 2019 after separate male Qfly detections; no breeding population has been found.


## SPOTTED LANTERNFLY

ORIGIN: Asia, but has invaded the USA.

APPEARANCE: About 2.5 cm long, with greyish wings with black spots and a body that looks like it's glowing red.
IMPACTS: It feeds on woody and non-woody plants. It sucks sap, which leaks out and promotes mould growth. It can lay its eggs on smooth surfaces, like shipping containers, and covers its eggs in wax so they are hard to see.

## CATCH IT SO~NAP IT REPORT IT PEST HOTLINE 0800809966

Ko Tātou This Is Us asks all New Zealanders to play a role in preventing pests and diseases from spreading. New Zealand has 4.7 million potential biosecurity champions who can help protect our economy, livelihoods and health from incoming pests and diseases. ThisIsUs.nz

[^2]
[^0]:    Exports to European ports are combined as 'Continental Europe' because of cross-border distribution within the EU and neighbours. UK reported separately, recognising Brexit pending. Products listed in descending order of value and if value to the destination exceeded NZ \$10m fob. *Consistent with other entries in Fresh Facts, honey exports are not included in totals (Source: Statistics New Zealand).

[^1]:    \% change (2007 to 2017)

[^2]:    Freshfacts is available online at freshfacts.co.nz

