



# Apple Growing using JOLI™ – General Terms (New Zealand Growing)

August 2026 v5

| Requirement                                | Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
|--------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Growing / Right To License Agreement (RTL) | <p>Any Grower of these plantings enters into a Growing Agreement with T&amp;G or related company.</p> <p>Right to License fees (planting only): \$5,000 per Ha, payable in equal instalments of \$1,000 p.a. plus GST. The first payment is required at the time of signing the RTL Agreement and will include the <u>full</u> GST amount, to be paid up front. These license fees are applicable for plantings up to and including 2027.</p> <p>Right to License fees (grafting only – refer Appendices): \$10,000 per Ha, payable in equal instalments of \$2,000 p.a. plus GST. The first payment is required at the time of signing the RTL Agreement and will include the <u>full</u> GST amount, to be paid up front. These license fees are applicable for grafting up to and including 2027.</p> <p>Tree royalty: \$2.50 per tree payable to the nursery upon tree purchase plus GST. This is also applicable per grafted tree, payable upon invoice in the first year. This fee is subject to adjustment in line with movement in New Zealand CPI on 1<sup>st</sup> January each year.</p> <p>AIGN Administration Fee (applicable to grafting only): \$1.25 NZD per grafted tree.</p> <p>Program management fee (which includes intellectual property and breeder royalties): 6% Net Sales Price for Commercial Fruit sold + GST.</p> |
| Supply Agreement                           | <p>Any Grower of these plantings must enter into a Supply Agreement with an Authorised Sales Service Provider. ENZAFruit New Zealand International Limited (“ENZIL”) is currently the only New Zealand Authorised Sales Service Provider.</p> <p>The Supply Agreement will be between the Grower and an Authorised Sales Service Provider and will set out the terms (including associated costs) of those arrangements. T&amp;G Apples Limited intends to require the Authorised Sales Service Provider to cap their fee component at 8% of the Net Sales Price for Commercial Fruit sold + GST.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| Rootstock/Tree                             | <p>Trees are to be secured exclusively through allocation of a speculative pool stock arranged by T&amp;G unless otherwise agreed with T&amp;G.</p> <p>If it has been agreed that trees will not come from the T&amp;G pool stock, Growers are to order directly through the approved Nursery. Nursery orders are subject to approval from T&amp;G, and trees will not be released until an appropriate RTL and Growing Agreement has been signed.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| Years Open                                 | Expressions of Interest are open for planting in 2026, 2027 and 2028.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| Planting area                              | Minimum 1ha per management area, to be GPS located at planting, or pre and post planting.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| Grafting                                   | Please refer to the Appendices which detail the planting settings for in-field grafting.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| Post-harvest                               | <p>Postharvest management of fruit will be consolidated for the medium term*. All postharvest activities are to be managed by approved Postharvest Service Providers.</p> <p>Post-harvest management of the fruit from these plantings is, at present, as follows, by region:</p> <ol style="list-style-type: none"><li>1. Hawkes Bay: ENZIL Whakatu</li><li>2. Nelson/Tasman: ENZIL Nayland Road.</li><li>3. Gisborne: ENZIL Whakatu</li><li>4. Canterbury: ENZIL Nayland Road</li></ol> <p>* Once volumes increase, T&amp;G will consider other post-harvest options.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| Land suitability                           | <p>Open regions are Gisborne, Hawke’s Bay, Nelson, Canterbury, and Central Otago.</p> <p>A land suitability analysis with grower and a T&amp;G Representative should be undertaken as part of this process.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |

JOLI™ is a registered trademark of T&G Group of Companies

Note: This information is only intended as a guide and does not remove the requirement of full review of any agreements

## T&G Apples Limited

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## Appendix A: Grafting Policy and Commercial Terms (Updated August 2025)

To ensure alignment with T&G's JOLI™ long-term strategy and to protect the integrity of the program, the following grafting-specific terms apply in addition to the general terms provided:

### 1. Grafting Approval Policy

- Grafting is only permitted under **T&G Apples Limited' prior written approval** and remains subject to a **case-by-case application process**.
- From **2026 onwards**, Grafting will be **acceptable on blocks greater than 5ha** to ensure alignment with JOLI™'s growth strategy.
- Grafting will only be approved **if the following planting ratio is met**:
  - A planting ratio of 4:1 (grafted: planted) is required. Using an example of a 5ha area of trees: this means that for every 4 hectares approved for grafting, an additional 1 hectare must be established as new planting and use approved nursery trees. This ratio (20% planting) is applicable to all areas being grafted.
- All grafting applications must be submitted to the T&G Apples Limited Programme Office and include:
  - Justification for grafting over planting
  - Total number of trees and area proposed
  - Type and support of grafted trees
  - Rootstock and age of existing stock
  - Orchard block performance and history
  - Please refer to Appendix B which outlines further development plan requirements that is part of the Right to License agreement for the variety

### 2. Commercial Terms for Grafting

- Updated Right to License (RTL) fees apply to **grafted hectares only**:
  - **Per grafted hectare**: \$10,000/ha + GST
  - Above is payable in five equal instalments per year plus GST. The first payment is required at the time of signing the RTL Agreement and will include the full GST amount to be paid up front. These license fees are applicable for grafting up to and including 2026.
- Tree royalty (\$2.50 per tree + GST) and AIGN grafting fee (\$1.25 per grafted tree) remain applicable.
- The above costs exclude costs of harvesting budwood, additional charges of supplying budwood may apply.
- RTL fees reflect the strategic need to:
  - Recover part of the lost value by bypassing tree sales
  - Manage grafting demand without undermining tree placement
  - Support disciplined scaling of JOLI™ as a premium, controlled variety

### 3. Grafting Assessment Criteria

Determination, in respect to any applications, is at the sole and absolute discretion of T&G Apples Limited, who will take into account:

- Region alignment with JOLI™ strategic footprint
- Orchard performance and management capability
- Suitability of proposed grafted block
- Grower participation in JOLI™ program
- Block size and feasibility
- Commercial or strategic value to the program
- Grower partnership alignment

### 4. Additional Notes

- T&G will generally not support grafting of **poor performing blocks** or **old varieties** unless strong evidence of improvement or alignment with program objectives is provided.

No propagation or transfer of plant material is permitted without T&G Apples Limited's prior written consent.

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## Appendix B: Development Plan

A Development Plan is required as part of the Right to License Agreement and will need to address the following points to the satisfaction of T&G Apples Limited:

- Legal description (including ownership detail)
- Macro environmental description of the site, micro environmental description of the site (temps, rainfall, wind, frost, hail)
- Detailed drought, frost and hail susceptibility analysis
- Detailed soil map and analysis
- Detailed water access plan
- History of apple production
  - on the site
  - grower
  - management capacity
- Sterilisation plan (if applicable)
- Detailed block layout including canopy ha's for Envy (rows orientation etc)
- Pollination plan
- Canopy and Support Structure detail
- Post number and size
- Wire configuration
- Rootstock/tree number/density
- Nursery material procurement plan
- Irrigation plan
- Frost and Hail Protection plan where applicable
- Such other information reasonably requested by T&G Apples Limited

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