



ANNUAL REPORT 2025







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HIGHLIGHTS OF THE YEAR

NOVEMBER 2024

SLB Resistance Management extension sessions

Onions New Zealand's Research Manager, Daniel Sutton, travelled to the major vegetable growing regions across the country to extend research outcomes on the control of *Stemphylium Leaf Blight (SLB)* disease and associated resistance management.

South Korea cooperation visit

Onions New Zealand welcomed a delegation from South Korea to visit growers and get a better understanding of how we grow onions in New Zealand. This was an important function to maintain and enhance relationships in advance of hopefully one day being able to reduce the tariff on New Zealand onions exported to South Korea.



DECEMBER 2024

ONZ visit to Indonesia including a visit to the Indonesian Ministry of Agriculture

Onions New Zealand is supporting government relationships in Indonesia via a three-year cooperation agreement between the New Zealand onion sector and the Indonesian Ministry of Agriculture. Onions NZ General Manager, Kazi Talaska, visited the Ministry of Agriculture in December 2024.

Horticulture delegation visit to India

Onions New Zealand joined a horticulture delegation to India in December 2024. The trip set out clear goals: to raise awareness of New Zealand's horticulture sector in the Indian market, particularly in the lead-up to possible Free Trade Agreement negotiations; to gain insight into emerging opportunities; to connect with potential importers and distributors; to build relationships with key Indian officials and to better understand how India's horticultural system operates. The delegation brought together ten representatives from across New Zealand's horticulture sector.

SCU signed for NZ onions in The Philippines

In December 2024, the Ministry for Primary Industries (MPI) and the Filipino government signed the onions Specific Commodity Understanding (SCU) document for fresh onions exported to the Philippines. The document is the next step in advancing trade in the market and has been supported by Onions New Zealand over the past few years.





PHOTOS: VEGETABLES BIG DAY OUT 2025

FEBRUARY 2025

Vegetables Big Day Out – research showcase with other product groups

The inaugural Vegetables Big Day Out was a great success with over 200 attendees, including vegetable growers, agronomists, researchers, government officials and tech suppliers gathering in Pukekohe. The event was hosted by the new Te Ahikawariki Vegetable Industry Centre of Excellence (VICE), with participation from **A Lighter Touch, Plant & Food Research** (now a group within the Bioeconomy Science Institute), and the various vegetable product groups.

APRIL 2025

Indonesia Official Assurance Programme signed

An Official Assurance Programme (OAP) was signed between Indonesia and New Zealand in April, enabling onion exports into Indonesia. The protocol enabled export without fumigation and created a roadmap for product testing to assure the food safety of New Zealand onions.

MAY 2025

Winter Tour

Onions NZ General Manager, Kazi Talaska, and Project Coordinator, Emily Laskin, travelled to the major onion growing regions of New Zealand to extend research outcomes and interface with Onions NZ members.



PHOTO: (TOP): INDONESIA DELEGATION 2025, (LEFT & RIGHT): TE AHIKARWARIKI SPRING SUMMIT 2025

JULY 2025

Indonesia delegation

Onions New Zealand supported a delegation of growers and exporters to Indonesia from 28 to 31 July. Indonesia is an important market for New Zealand onions, so the opportunity for further engagement and learning is welcomed.

AUGUST 2025

Philippines market access open

In August, a new market export pathway for fresh onions officially opened to the Philippines. The export protocol was finalised, enabling the start of grower and exporter registrations.

SEPTEMBER 2025

Te Ahikawariki Spring Summit

Te Ahikawariki hosted a Spring Summit at the Pukekohe Research and Demonstration Farm in September. One of the sessions included an onion variety trial managed by Seed & Field, where attendees were able to assess the growth rates and disease prevalence in a variety of different onion cultivars.



CHAIRMAN'S REPORT

As always, the focus for Onions NZ has been market access. Obtaining and maintaining access to world markets is crucial if the industry is to survive as a viable export industry. With the tightening of opportunities in Europe, the focus is on Asia, with the inherent challenges.

Indonesia, which is the largest market in Asia, again proved challenging with a delay in the implementation of a new Import protocol and the difficulties in securing an import quota. This is a market critical to the industry's future, and accordingly, we have invested in a number of areas in an effort to stabilise access and provide certainty for the industry. Kazi has worked tirelessly to establish trusted relationships with Indonesian officials and importers, which I believe will be positive for the industry over time. Most recently, a delegation of exporters and growers visited the market to better understand the issues and to collectively look at what more can be done to provide certainty. A working group has brought together ideas for the Board's consideration. I can assure you that the Board gives Indonesia high priority.

As well, we are prioritising work in the Philippines, Thailand and China. In the case of China, we first made an application for market access in 2017. We have just been given the green light to work with the Ministry for Primary Industries (MPI) and officials in China to bring this to fruition and build an export protocol that works for both sides. This is a very good example of how long it can take to make progress when dealing with new markets. Market access is key, and that is why so much focus and resources in both staff and finance are invested in this activity.

The Vegetable Centre of Excellence (VICE), which is supported by vegetable product groups and research providers, is a positive step towards implementing a focused, integrated research strategy for the vegetable sector. It is pleasing that the organisation is receiving

increased interest and support from the private sector and the research community. Let us hope that this results in real investment to support the organisation into the future

The Vegetable Product Group Collaboration project has been ongoing, and recently, there was a consultation process with levy payers. I have been actively involved, and to me, the real benefit will be the removal of duplication and better focus and utilisation of the skills of our Executive staff. Onions NZ Board is clear that our support and participation will be conditional on the ability for any future structure to be able to highlight and focus on product sector priorities, i.e. our need to champion market access issues.

Much of the market access activity has been funded through the 'Humble to Hero' project. Over the past three years, it has funded 47 per cent of Onions NZ activities - the majority of it on market access. The reality is that this funding stream ends in 2027, unless we can get an extension to enable us to spread the existing spend. This will not increase the funds available but will spread the existing funding over another two years.

The availability of these funds and healthy reserves has meant that the levy has not been increased since we first implemented the Commodity Levy ten years ago. Over this time, there have been considerable inflationary pressures increasing operating costs. Over the past three years, we have run a deficit budget, which has been funded from Reserves. As you will see from the accounts, this is no longer an option. We have conducted a line-by-line review of expenditure and believe that the expenditure outlined in the budget is necessary to meet the core functions and necessary activities of the organisation. The Board has reluctantly come to the conclusion that to deliver levy payers' expectations, there must be an increase in revenue generated by an increase in both the Commodity levy rate and the Exporter levy. It is never a good time to increase a levy, but the alternative is to considerably reduce activity, which I do not believe levy payers would support.

As a result, the Board is recommending a 50-cent per tonne increase for the grower commodity levy and a \$1.00 increase to the voluntary marketer's levy. This will mean the business will have a small budget surplus in the 2025-26 financial year.

The Board is well aware that the industry is facing difficult times. Over the past seasons, growers have struggled with poor market returns, market access issues, exploding costs of production and exporting, and some difficult production seasons have impacted businesses. In such challenging times, a functioning, focused industry organisation is absolutely necessary.

The Financial Statements for the year ended 31 July are tabled for approval. The outcome for the year's activity is a budget deficit of \$172,109 against a budgeted deficit of approximately \$190,000. This is a pleasing result and demonstrates sound fiscal management by staff. As a result, the Reserves will be reduced to \$444,511.

The industry is well served by the Board and its subcommittees. Thank you for your support. I would like to acknowledge Terry Brown, who is not standing for re-election, for his contribution. It has been a challenging year, but I believe that the business is in a good place to move forward, potentially as part of a collaborative vegetable industry.



Owen Symmans

Owen Symmans
Independent Chairman

During the year, James Kuperus resigned as Chief Executive after ten years working for Onions NZ. While he was formally farewelled at the time, I wish to record the industry's thanks for a job really well done. Kazi Talaska was appointed General Manager and has done an outstanding job for the organisation, at times under extreme pressure. Thank you, Kazi. To Emily and others who have supported the business, thank you.

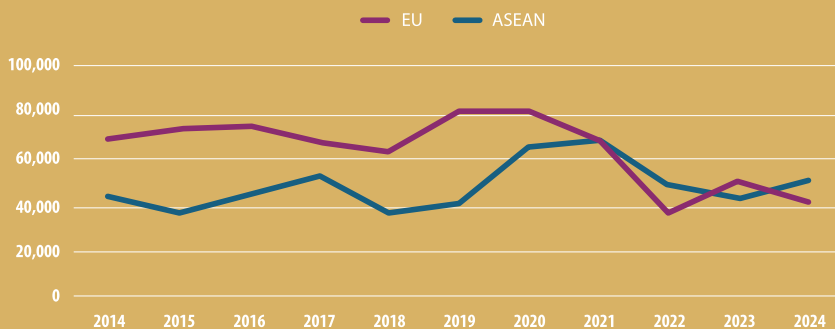


GENERAL MANAGER'S REPORT

The New Zealand onion growers continue to deliver quality onions to New Zealand and the world. It has been a challenging few years for the sector with market access issues in Indonesia, *Stemphylium Leaf Blight* affecting yield, and further non-tariff barriers affecting onion trade.

Affecting market access in the 24/25 season is Indonesia and Europe, collectively the largest markets for New Zealand onions. The exposure to peaks and troughs in these markets can drive uncertainty within the industry, and a tough year it has been to see decreased volumes particularly due to non-tariff barriers.

Exports by Volume European Union Vs ASEAN (Tonnes)





**We have also had a number of wins.
We have supported market access
retention and development for Indonesia,
Thailand and the Philippines, and
explored new markets in India and China.**

We have developed and delivered a work plan alongside growers and agronomists to better understand Stemphylium Leaf Blight. Additionally, we continue to work toward wider market access and greater value support for New Zealand onions through the Humble to Hero programme.

Indonesia remains one of our most important markets in Southeast Asia and we continue to work towards better outcomes for trade and relationships. June 2025 marks the completion of the second year of the onion cooperation project between the onion sector and the Indonesian Ministry of Agriculture to continue to support Indonesian shallot farmers. A recent onion delegation to Indonesia was well received by our Indonesian counterparts. We intend to continue to invest in the relationship and ensure good outcomes for both parties.

HUMBLE TO HERO AND PROJECTS

On the projects side, it has been another successful year for the Sustainable Food & Fibre Futures, Humble to Hero programme. The programme has funded market access, assurances and value-added work for onion growers. The programme also allows for funding of grower and exporter run projects, and we continue to encourage applications.

2024 marks the completion of the 3-year Shipping Best Practice project, a milestone for Humble to Hero. The result is a culmination of 3 years shipping data into one guide for exporters on container settings. The research explored temperature, humidity, and container settings that ensure the best outcomes for product quality at arrival to the customer offshore. It's great to see the recommendations already taken up by exporters, a testament to the project and its exporter champions who have supported it.

Through the Humble to Hero work, we have completed another year of research for Stemphylium Leaf Blight. Trials to support alternative chemistry, spray programmes, and resistance management guidelines are now available to growers.

Onion growers have also had new research programmes fully funded by the Ministry of the Environment under the Te Ahikawariki, Vegetable Industry Centre of Excellence project. The project enables the joint development of a vegetable research farm to support sustainability outcomes for growers. The idea is to provide a platform for research and extension that is collaborative across industry, growers, researchers, academia, mana whenua, and government.

LOOKING FORWARD

Looking toward the next year, Onions New Zealand is focused on market access, market assurances and practical grower applied research. We are supporting advocacy for access to agrichemicals and cooperation with industry to have meaningful access to markets.

We are also modernising our software systems available to members. The Grower Hub is now live for access to resources, events, export registrations, and a one stop shop to update member details and communications. Thanks for supporting us in this transition.

Looking further afield, the vegetable industry board are also looking at the structure of vegetable product groups. The Onions New Zealand board is involved with a working group to explore new structures that will create a more sustainable and efficient industry good organisation. We are taking a proactive approach to what we need to deliver better while keeping focused on delivery in the present.

I would like to thank the Onions New Zealand board and our Chairman Owen Symmans for his continued dedication to the onion sector. A sincere appreciation also goes to outgoing Onions New Zealand CEO James Kuperus, for 10 years of dedication to the sector, and for his unrelenting support of me over the years.

We have an amazing team of staff to thank that work with dedicated industry representatives on our onion committees that ensure members are getting the most benefit from our projects. Thank you to those industry representatives who volunteer their time on the market access committee, research committee, programme governance group, and other onion project groups.



A stylized, handwritten signature in gold ink.

Kazi Talaska
General Manager



SFFF HUMBLE TO HERO

QUICK FACTS:

- Just completed year four of six
- \$6 million budget over six years (\$2.8 million contributed by government)
- Partnership commenced 1 July 2021, concluding 30 June 2027
- Just under \$3.5 million total investment to date



HUMBLE TO HERO TIMELINE

Transforming the NZ Onion from Humble to Hero

an MPI co-funded SFFF Programme

2020

BUSINESS PLAN DEVELOPMENT

2021

PROJECT BEGINS

- 10 project plans initiated
- Programme Governance Group and Technical Steering Group (Market Access Committee) put in place

2023

- New Zealand Grown Onions website and brand developed
- On-Farm Greenhouse Gas Calculator available for use
- Market Intelligence reports for Vietnam and Thailand completed
- Trial shipment to Bahrain completed
- China delegation visit
- Indonesia cooperation agreement signed

2022

- Market access to Thailand established
- Onion phytochemical analysis completed
- Market Intelligence report for the EU completed

2024

- GrowerHub goes live
- Stemphylium Leaf Blight Resistance Management Guidelines finalised
- Shipping Best Practice recommendations finalised
- Market Intelligence report for India completed
- Trial shipment to Saudi Arabia completed
- Indonesia phytosanitary protocol signed

2025

- Market access to the Philippines established
- Pest Risk Analysis for China begins
- Greenhouse Gas benchmarking activity carried out
- Market Intelligence report for the UAE completed

2026 AND BEYOND

PLANNED ACTIVITIES

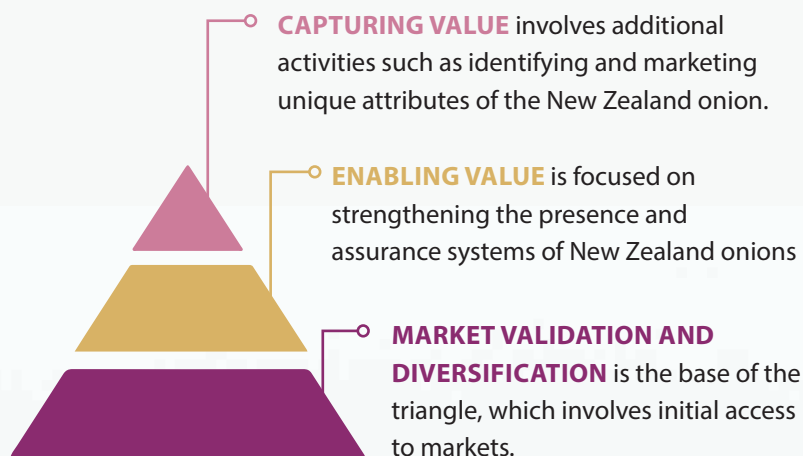
- Established market access to China
- Develop and deploy digital marketing strategy in China
- Retain Indonesian market
- Grow Philippines market
- Develop additional GrowerHub modules for market assurances, trade data and more
- Support growers to face new residue testing requirements
- Support agronomic best practice for control of SLB
- Support registration of new chemistries

THE PROGRAMME

The Humble to Hero programme is a six-year, 6-million-dollar partnership between Onions New Zealand and the Ministry for Primary Industries (MPI) under the Sustainable Food and Fibre Futures fund (now Primary Sector Growth Fund), which aims to transform the onion industry.

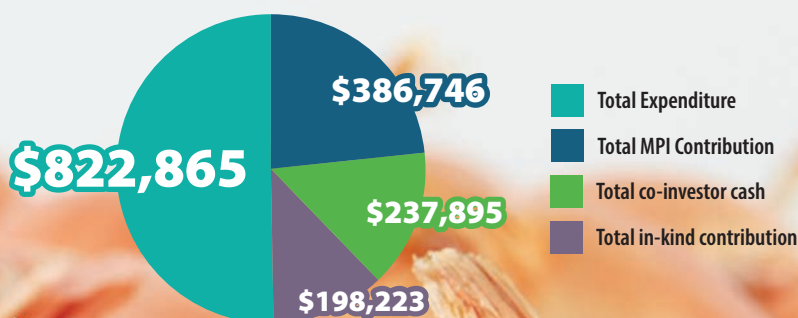
The project addresses three main themes: market validation and diversification, enabling value, and capturing value. Under these themes there are 10 projects which house numerous workstreams around market access, research and data assurances.

Each of the three project themes is derived from a level of the 'market access triangle.' This triangle is a visual reminder of the way in which the New Zealand onion industry can be supported in international markets.



Year 4 Humble to Hero Budget Breakdown

In year 4 of the programme (July 1 2024 – June 30 2025), the budget was allocated as follows:



THEME A MARKET VALIDATION AND DIVERSIFICATION

Centred on identifying and opening high-value export markets. This theme will reduce the industry's dependency on the European Union and Indonesia. This will involve gathering information on potential markets, gaining or improving regulatory access, and developing and validating markets.

THEME B ENABLING VALUE

Focused on adding robustness to the New Zealand onion sector. This is the linchpin of our future market access. Acknowledging that globally, consumers and governments are demanding greater accountability from the food system. The projects in this theme will enhance the reputation of New Zealand onions with verifiable food safety credentials, robust industry information and understanding of the industry's sustainability metrics.

THEME C CAPTURING VALUE

Adding value to New Zealand onions by understanding consumer demands, conducting sensory analysis, identifying unique attributes, exploring options to reduce waste and telling the story of New Zealand onions. This work will take the humble onion and establish it as the hero New Zealand onion.

PROJECT OVERVIEW

THEME A MARKET VALIDATION AND DIVERSIFICATION

Market Intelligence Information

Project exploring how to continue to improve onion exporter intelligence.

ONGOING

France, Germany, Spain Market Intelligence report

Evaluating the market conditions, conducting importer interviews and consumer surveys in the EU markets France, Germany and Spain.

COMPLETE AND REPORT AVAILABLE

NZTE Consumer Insights

An overview of 7 countries across Asia, South America and the Middle East for potential and up and coming markets to invest in.

COMPLETE AND REPORT AVAILABLE

Thailand Market Access

Working with NZ government to re-establish full market access for NZ onions.

COMPLETE

THEME B ENABLING VALUE

Onion Sector IT Solutions

GrowerHub is live and Onions NZ members have been onboarded. Resources and events are uploaded. Development of export assurances module underway.

ONGOING

Residue and Food Safety programmes

The Onions New Zealand residue programme continues to support growers to collect data and provide assurances on residue and food safety.

ONGOING

AgChem benchmarking

Growers who submit spray diaries will receive bespoke agri-chemical benchmarking reports.

ONGOING

Sustainability On-Farm and Grower Extension

This is a wider project that is supported by the Onions Research and Innovation Committee to obtain better outcomes for pest and disease, nutrient management and on-farm solutions. The 2024–2025 budget is \$130,000 for projects to support thrips, *Stemphylium* leaf blight, and crop health.

ONGOING

THEME C CAPTURING VALUE

Phytochemical Analysis

Phytochemicals are natural compounds found in food that may have health benefits. A content claim for quercetin in NZ onions has been confirmed.

COMPLETE AND REPORT AVAILABLE

Sensory analysis

A sensory test was conducted to evaluate from a taste pallet perspective, whether there is a difference between a New Zealand onion and competitor onion. The sensory test was conducted in Auckland with a trained sensory panel.

COMPLETE AND REPORT AVAILABLE

Waste Stream Literature Review and Grower Survey

A literature review was conducted on the potential products that the sector can investigate developing from waste onions. This case has been supported by further research and report into the characteristics and volume of the waste stream across the country.

COMPLETE AND REPORT AVAILABLE

The Humble to Hero programme has just completed its forth year.

Below highlights the projects and activities to date.

Thailand and Vietnam Market Intelligence Report

Evaluating the market conditions, conducting importer interviews and consumer surveys in growth potential markets Thailand and Vietnam.

COMPLETE AND REPORT AVAILABLE

Indonesia Cooperation Project

New protocols have been established to enable export to Indonesia. Programme of work will continue to support exporters to comply with these new protocols, to improve Indonesian market intelligence and to progress cooperation projects with Indonesian farmers.

ONGOING

China Work Programme

Pest Risk Analysis currently underway, a crucial next step in negotiating market access for China. Management is working with NZ government to progress this work. The market access process for other NZ horticultural products into China has taken 1-2 years, we are hoping the same will be true for onions.

ONGOING

EU Green Deal Literature review

To understand the changing sustainability requirements of one of the primary importers of NZ onions, a report has been commissioned and completed.

COMPLETE AND REPORT AVAILABLE

Sustainability GHG tools

In order to support exporters and growers to provide sustainability data and assurances for overseas consumers, a GHG calculator for on-farm use is now available. A voluntary benchmarking activity utilising this calculator will be carried out over the new year.

ONGOING

India Market Intelligence Report

Evaluating the market conditions, conducting importer interviews and consumer surveys in India.

COMPLETE AND REPORT AVAILABLE

India Market Access

Horticulture delegation visit to India was completed in December 2024. Onions NZ is currently working with the NZ government to negotiate market access.

ONGOING

Philippines Market Access

Official Assurance Programme signed and export pathway opened. Waiting on import permits.

ONGOING

Shipping Best Practice

Research has concluded and shipping best practice guidance is now available. Receivers' guides have also been developed. A survey is being conducted to better understand the realities of implementation of this guidance.

COMPLETE AND REPORT AVAILABLE

New Zealand Onion Story

New Zealand Grown Onions website has been developed and is open to the public. Content continues to be posted. Marketing campaigns in progress to promote the sector. This is part of a multi-year strategy to elevate the profile of New Zealand onions in domestic and overseas markets.

ONGOING

United Arab Emirates Market Intelligence Report

Evaluating the market conditions, conducting importer interviews and consumer surveys in the UAE.

COMPLETE AND REPORT AVAILABLE

BIOSECURITY COMMITMENT 2025

Onions New Zealand is dedicated to safeguarding the industry through strong biosecurity measures. We actively work with growers, government agencies and industry partners through the Government Industry Agreement (GIA) to prevent the introduction and spread of harmful pests and diseases.

Our commitment includes implementing best practices, continuous monitoring and responding swiftly to potential threats, ensuring the sustainability and success of the onion industry in New Zealand.

OUR TOP 10 THREATS

1. Onion fly (*Delia antiqua*)
2. Chilli thrips (*Scirtothrips dorsalis*)
3. Leafmining flies (*Liriomyza* spp., *C. horticola*, *P. gymnostoma*)
4. Onion Bulb mite (*Rhizoglyphus setosus*)
5. Leek moth (*Acrolepiopsis assectella*)
6. Centre rot (*Pantoea ananatis*)
7. Tobacco/Flower thrips (*Frankliniella fusca*, *F. ewarti*)
8. Black Onion Fly (*Tritoxa flexa*)
9. Onion bacterial Blight (*Xanthomonas axonopodis* pv. *allii*)
10. Leaf hoppers (*Macrostelus quadrilineatus*, *M. striifrons*)

GIA GOVERNANCE



DEED GOVERNANCE GROUP

The DGG is the highest decision-making body of GIA and is made up of a representative from each of the Deed Signatory groups.

DGG is ultimately responsible for the implementation of the GIA Deed but has no role in technical matters including biosecurity response and operational agreements.



PLANT BIOSECURITY COUNCIL

Horticulture sector GIA members meet biannually to share anything plant biosecurity related—from biosecurity and surveillance methods to common trends across the other GIA governance groups, allowing for collaboration where possible.



LEPIDOPTERA WORKING GROUP

List of Projects:

- Adaptable Lepidoptera Op Specs
- Industry Guide for Lepidoptera response
- Multi-lure surveillance trapping options
- Response Communications Plan

ONIONS READINESS AND RESPONSE ACTIVITIES



0

Active Responses



Delia antiqua operational specifications completed



Delia antiqua Response Guide completed



Demo farm biosecurity improvements

RESEARCH SUMMARY UPDATE 2024–2025

During the 2024–2025 growing season Onions New Zealand hosted a variety of on-farm research trials focusing on crop health, thrips control and Stemphylium Leaf Blight (SLB) which has been an ongoing issue for growers, particularly in the North Island.

The focus of the Stemphylium Leaf Blight work this past year was three-fold: testing the efficacy of a variety of fungicides on their own, testing the efficacy of fungicide programmes that follow the resistance management guidelines developed the previous year, and evaluating the impact of agronomic practices on the control of SLB.

The ambition over the 2025–2026 season is to continue to extend these results, to support the registration of chemistries for SLB, and to further explore the impact of agronomic practices on SLB.

Onions NZ's research capabilities are supported by our Sustainable Food & Fibre Futures project Humble to Hero.

PROJECTS

Theme	Project	Year	Purpose	Results
Thrips control	Sequencing of insecticides for the control of onion thrips	3 (started 2022)	To determine which insecticides to use in what order for maximal impact on thrips populations in Canterbury.	<p>The third year of this work brought the thrips insecticide research to Canterbury to ensure data from across the country is represented.</p> <p>The Canterbury trial yielded similar results to Years 1 and 2 in the North Island. The main outcome of the trial was that all insecticide sequences are significantly more effective in lowering thrips counts than no insecticide usage.</p> <p>This work also included a treatment to support the label extension of a new mode of action insecticide for onion thrips.</p> <p>Onions NZ will update growers when the label extension for this product is confirmed.</p> <p>The upcoming season's thrips research will investigate the efficacy of alternative chemistries and biologicals against thrips.</p>
	SLB fungicide in-field evaluation	2 (started 2023)	To determine which fungicides are most effective in reducing SLB.	All treatments reduced the prevalence of the disease compared to the Untreated Control. There is no statistical difference in the efficacy of these chemistries when utilised in a drag race.
	SLB fungicide programme in-field evaluation	2 (started 2023)	To see how programmes following the resistance management guidelines previously developed by Onions NZ could be built, and to measure their ability to control SLB.	The programme that includes chemistry from the DMI (demethylation inhibitor), SDHI (succinate dehydrogenase inhibitor) and QoI (quinone outside inhibitor) fungicide groups (previously considered to be the best practice for controlling SLB), showed the lowest level of control of SLB. Based on lab and field work supported by Onions NZ, the fungicide groups DMI, SDHI, and QoI should be avoided as they are no longer effective at controlling SLB. The other programmes evaluated, which follow resistance management guidelines and utilise effective control options, provided similar levels of disease control.
	Agronomic best practice for SLB	1	An irrigation best practice guide was developed for growers.	<p>Onions NZ worked with Plant & Food Research (now Bioeconomy Science Institute) to develop a 'Best-practice irrigation for managing Stemphylium Leaf Blight of onion' resource for growers. The guide describes the importance of applying irrigation in a way that both avoids water stress and wet leaves to aid in the control of SLB. It provides detailed guidelines on irrigation best practice. Please reach out to the Onions NZ team if you would like a copy of the guide.</p> <p>In the 2025–2026 growing season, guides for other agronomic factors that impact SLB will be developed alongside an in-field demonstration of the impact of these agronomic factors on SLB at the Pukekohe Research and Demonstration Farm. In the 2025–2026 growing season, guides for other agronomic factors that impact SLB will be developed alongside an in-field demonstration of the impact of these agronomic factors on SLB at the Pukekohe Research and Demonstration Farm.</p>

ONIONS NEW ZEALAND INCORPORATED

SPECIAL PURPOSE FINANCIAL REPORTS

FOR THE YEAR ENDED
30 JUNE 2025

Financial Accounts

FOR THE YEAR ENDED 30 JUNE 2025

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Entity Information

FOR THE YEAR ENDED 30 JUNE 2025

Legal Name of Entity:	Onions New Zealand Incorporated
Type of Entity and Legal Basis:	Incorporated Society
Registration Number:	1570409
Date of Incorporation:	26 October 2004
Entity's Purpose:	To represent the interests of all New Zealand onion growers
Entity Structure:	Incorporated Society
Entity's governance arrangements:	The entity is governed by a board comprised of 9 elected members. The Board is made up of an Independent Chairman 4 Grower Directors and 4 Exporter Directors.
Entity's reliance on volunteers:	All board members are entitled to receive board fees however, some choose not to be paid and provide their services on a voluntary basis.

Contact details

Physical Address:	Level 4 20 Ballance Street Wellington 6011
Postal Address:	PO Box 10232 Wellington 6140
Phone/Fax:	Ph +64 508 664 667
Email/Website:	www.onionsnz.co.nz

Statement of Financial Performance

FOR THE YEAR ENDED 30 JUNE 2025

	Note	Actual 2025 \$	Actual 2024 \$
REVENUE			
Levies	1	684,099	545,496
General Grants	2	430,765	637,713
Other Revenue		72,203	96,327
Interest		34,311	35,593
Total Revenue		1,221,377	1,315,129
EXPENSES			
Employee remuneration and other related expenses	3	262,169	352,146
Expenses related to service delivery	3	973,137	1,106,950
Other Expenses	3	121,666	90,687
Total Expenses	3	1,356,973	1,549,783
Operating Surplus/(Deficit) for the Year before Tax		(135,595)	(234,654)
Tax Expense	4	13,978	10,727
Net Surplus/(Deficit) after Tax		(149,574)	(245,381)

Statement of Financial Position

FOR THE YEAR ENDED 30 JUNE 2025

	Note	Actual 2025 \$	Actual 2024 \$
ASSETS			
Current Assets			
Cash and Short term deposits	6	152,833	169,033
Investments	6	180,000	450,000
Debtors and prepayments	7	394,737	426,198
GST Recievable		3,924	-
Total Current Assets		731,494	1,045,231
Non-Current Assets			
Investments in Associates	8	14,033	17,839
Total Non-Current Assets		14,033	17,839
Total Assets		745,527	1,063,070
LIABILITIES			
Current Liabilities			
Creditors and accrued expenses		121,772	248,339
GST Payable		-	47,326
Tax payable	5	6,708	786
Total Current Liabilities		128,480	296,451
Total Assets less Total Liabilities (Net Assets)		617,047	766,620
EQUITY			
Retained Earnings	9	467,047	616,620
Biosecurity Reserve	9	150,000	150,000
Total Equity		617,047	766,620



OWEN SYMMANS
ONZ Inc. Chair & Director
Dated 13/10/25



KEVIN WILCOX
ONZ Inc. Vice Chair & Director
Dated 13/10/25

Statement of Accounting Policies

FOR THE YEAR ENDED 30 JUNE 2025

Basis of Preparation

Onions New Zealand Incorporated is an Incorporated Society and as such has no statutory requirement to prepare GAAP compliant financial statements. The Society has elected to prepare Special Purpose Financial Statements applying PBE SFR-A (NFP) Public Benefit Entity Simple Format Reporting - Accrual (Not-For-Profit) on the basis that it does not have public accountability and has total annual expenses of equal to or less than \$2,000,000 with the exception of preparation of a Statement of Service Performance and Cashflow Statement. All transactions in the Financial Reports are reported using the accrual basis of accounting. The Financial Report is prepared under the assumption that the entity will continue to operate in the foreseeable future.

Goods and Services Tax (GST)

Onions New Zealand Inc is registered for GST. All amounts are recorded exclusive of GST, except for Debtors and Creditors which are stated inclusive of GST.

Income Tax

Income tax is accounted for using the taxes payable method. The income tax expense represents the estimated current obligation payable to Inland Revenue. Taxation expense is accrued in the period to which the obligation arose. Tax is calculated in accordance with IRD rates.

Bank Accounts and Cash

Bank accounts comprise cash balances and bank balances (including short term deposits) with original maturities of 90 days or less.

Levy Revenue

Levies are non-exchange revenue and accounted for on an accrual basis. Revenue is recognised for produce sold in the year to 30 June for which a growers levy declaration has been received by the society.

Interest Revenue

Interest income is recognised as it is earned and accrued using the effective interest method.

Grant Revenue

Research and development grants are recognised in accordance with the funding agreement. Where funding is provided with conditions then income is only recognised when the conditions attached have been fulfilled with the unspent portion being recognised as income in advance. Funding is recognised as income when received if there are no refundable conditions attached.

Debtors

Debtors are stated at estimated realisable value. Bad debts are written off during the period in which they are identified.

Investment in Associate

Onions NZ has opted to apply Tier 2 Standards, specifically PBE IPSAS 36, for the accounting of its investment in the associate in accordance with the equity method. The investment in the associate is initially recognised at cost, and the carrying amount in the financial statements is increased or decreased to recognise the share of the surplus or deficit of the associate as at the balance date.

Expenses

Expenses have been classified on their business function. Expenses are recognised in the period in which they relate to.

Changes in Accounting Policies

There have been no changes in accounting policies during the financial year.

Notes to the Performance Report

FOR THE YEAR ENDED 30 JUNE 2025

Note 1 : Levies

	\$ This Year	\$ Last Year
Direct Sales Levies	644	3,128
Domestic Levy	117,008	104,900
Export Levy	451,810	329,195
Marketer Levy	132,923	121,903
Process Levy	2,638	3,994
Less Collection Fee	(20,925)	(17,624)
	684,099	545,496

Note 2: General Grants

	\$ This Year	\$ Last Year
MPI SFF Grant (Humble to Hero)	413,765	616,237
MPI SFF Grant (ALT)	17,000	21,476
	430,765	637,713

Note 3 : Expenses

<u>Expenses related to employees and contractors</u>	\$ This Year	\$ Last Year
Employee remuneration and other related expenses	262,169	352,146

Expenses related to service delivery

Consultancy	709,846	779,279
Meetings & travel	55,359	29,827
Subscriptions & Membership	50,699	61,430
Project contribution & support costs	157,233	236,414
	973,137	1,106,950

Other Expenses

Audit and Accounting	21,957	25,051
Legal costs	7,963	3,389
Other operating costs	91,747	62,247
	121,666	90,687

Total Expenses	1,356,973	1,549,783
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Note 4 : Taxation Reconciliation

	\$ This Year	\$ Last Year
Surplus/(Deficit) before Income Tax		
Current Year Earnings	(135,595)	(234,654)
Total Surplus/(Deficit) before Income Tax	(135,595)	(234,654)
Permanent Differences		
Non-Member Income Exemption	(1,000)	(1,000)
Non-Taxable (Profit)/Loss Relating to Members	186,518	273,964
Total Permanent Differences	185,518	272,964
Taxable Profit/(Loss)	49,923	38,310
Tax Payable at 28%	13,978	10,727
	13,978	10,727

Interest income less income exemption, tax return preparations and bank fees make up the taxable profit to members.

Notes to the Performance Report

FOR THE YEAR ENDED 30 JUNE 2025

Note 5 : Taxation

	\$ This Year	\$ Last Year
Opening Balance Payable/(Receivable)	786	(584)
Provision for Taxation	13,978	10,727
Refund	943	584
Total Increases	14,921	11,311
Decreases		
RWT Paid	8,999	9,940
Total Decreases	8,999	9,940
Total Taxation Payable/(Receivable)	6,708	786

Note 6 : Bank Accounts, Cash and Investments

	\$ This Year	\$ Last Year
BNZ Current Account	150,744	166,942
BNZ Call Account	2,088	2,091
	152,833	169,033
BNZ Term Deposit	150,000	150,000
BNZ Term Deposit	30,000	300,000
	180,000	450,000

Interest is earned at 4.70-5.10% per annum on Fixed Term investments. The \$30,000 term deposit is held as security against the purchasing card facility held by Onions New Zealand.

Note 7 : Debtors and prepayments

	\$ This Year	\$ Last Year
Trade Debtors	371,297	413,420
Interest Accrued	18,269	12,778
Prepayments	5,171	0
	394,737	426,198

Note 8 : Investment in Associates

	\$ This Year	\$ Last Year
Investments in Associates	17,839	30,000
Fair Value movement in associate	(3,806)	(12,161)
	14,033	17,839

On 3 April 2023, Onions New Zealand Incorporated invested \$30,000 in Horticulture Executive Services Limited, a management services company.

Notes to the Performance Report

FOR THE YEAR ENDED 30 JUNE 2025

Note 9 : Accumulated Funds

	\$ This Year	\$ Last Year
Biosecurity Reserve	150,000	150,000

Biosecurity Reserve was established so Onions New Zealand could support onion growers during biosecurity events. This reserve has been established to isolate these funds from general reserves (retained earnings).

Retained Earnings

Opening Balance	616,620	862,001
Current Year Earnings	(149,574)	(245,381)
Closing Balance	467,046	616,620
Total	617,046	766,620

Note 10 : Commitments and Contingencies

Commitments

There are no commitments as at balance date. (2024: none)

Contingent Liabilities and Guarantees

There are no contingent liabilities or guarantees as at balance date. (2024: none)

Note 11 : Events after Balance Date

No adjusting or significant non-adjusting events have occurred between the reporting date and the date of authorisation (Last Year - NIL).

Note 12 : Related Party Transactions

None, (2024: \$79,000 to A S Wilcox and Sons Ltd. Kevin Wilcox, director of Onions New Zealand is also a director of A S Wilcox & Sons Ltd.

Horticulture Executive Services Limited

Owen Symmans is the Chair of Onions New Zealand and a member of the Board of Horticulture Executive Services Limited. Tomatoes NZ, Vegetables NZ, Summerfruit NZ and Onions NZ invested \$30,000 each in HESL. HESL provides administrative services, and employees of HESL are the main administrators of Onions New Zealand. Onions New Zealand owed HESL \$46,000 at year-end (2024: \$31,620).

Independent Auditor's Report

TO THE MEMBERS OF ONIONS NEW ZEALAND INCORPORATED

Opinion

We have audited the special purpose financial statements of Onions New Zealand Incorporated ("the Society"), which comprise the statement of financial position as at 30 June 2025, and the statement of financial performance for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying special purpose financial statements of the Society for the year ended 30 June 2025 are prepared, in all material respects, in accordance with the accounting policies specified on page 4 of the financial statements.

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (New Zealand) ("ISAs (NZ)"). Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Society in accordance with Professional and Ethical Standard 1 *International Code of Ethics for Assurance Practitioners (including International Independence Standards) (New Zealand)* issued by the New Zealand Auditing and Assurance Standards Board, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other than in our capacity as auditor we have no relationship with, or interests in, the Society.

Emphasis of Matter – Basis of Accounting and Restriction on Distribution and Use

We draw attention to page 4 of the financial statements, which describes the basis of accounting. The special purpose financial statements are prepared solely for the society's members, as a body. As a result, the financial statements may not be suitable for another purpose. Our report is intended solely for the Society and the Society's members, as a body, and should not be distributed to or used by parties other than the Society or the Society's members. Our opinion is not modified in respect of this matter.

Directors' Responsibilities for the Financial Statements

The directors are responsible for the preparation of the financial statements in accordance with the accounting policies specified in page 4 of the financial statements and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the Society's ability to continue as a going concern, disclosing, as applicable, matters relating to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Society or to cease operations, or have no realistic alternative but to do so.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (NZ) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs (NZ), we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Society's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the use of the going concern basis of accounting by the directors and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Society's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Society to cease to continue as a going concern.

We communicate with the directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Who we Report to

This report is made solely to the Society's members, as a body. Our audit work has been undertaken so that we might state those matters which we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Society and the Society's members, as a body, for our audit work, for this report or for the opinions we have formed.

BDO Wellington Audit Limited

BDO WELLINGTON AUDIT LIMITED
Wellington
New Zealand
13 October 2025



BDO Wellington Audit Limited

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ONIONS NEW ZEALAND ANNUAL REPORT 2025

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