

ANNUAL REPORT & AGM PAPERS 2025

YEAR ENDED 31 MARCH 2025

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OUR BOARD

The TomatoesNZ Board is currently made up with the following members:



Barry O'Neil
Independent Chairman,
Tauranga



Simon Watson
Vice Chair,
Grower Representative,
NZ Hothouse, Drury



Mayank Saklani
Grower Representative,
Wing Shing Farms,
Papakura



Ben Smith
Grower Representative,
T&G Global,
Auckland



Albert Shih
Grower Representative,
Vege Fresh Growers Ltd,
Christchurch



Jungeun (Jiny) Kim
Grower Representative,
MJ Fresh Ltd,
Waiuku



Pierre Gargiulo
Grower Representative,
JS Ewers,
Nelson



Roelf Schreuder
Co-opted Member, NZ
Gourmet Ltd, Waiuku



Stefan Vogrincic
Co-opted Member,
Grower2Grower, Karaka



Robert Lindsay
Observer, Vegetables NZ Inc
& member Covered Crops
Advisory Group,
Island Horticulture,
Christchurch

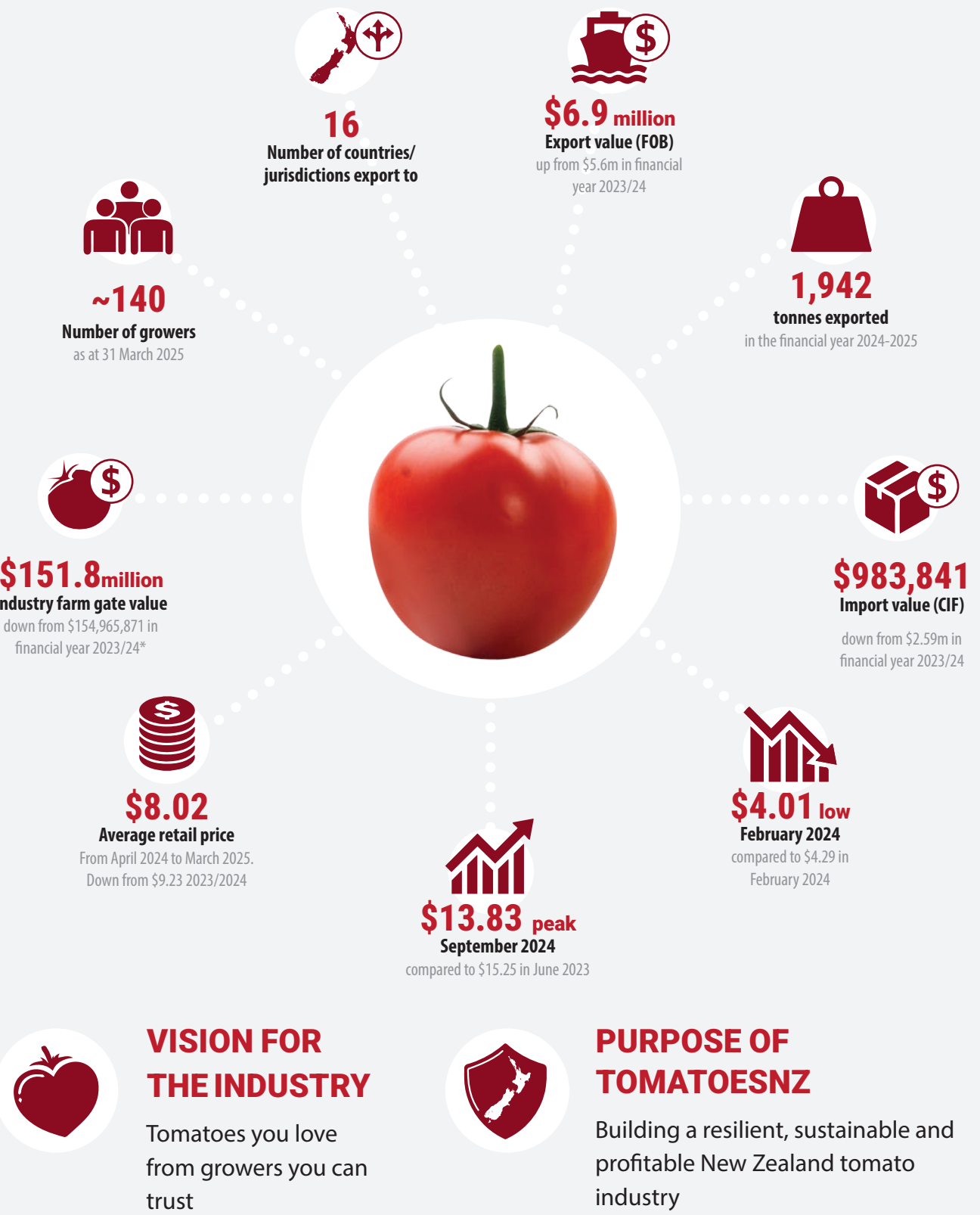


Dinah Cohen
General Manager

Tomatoes New Zealand's only dedicated employee is Dinah Cohen (General Manager) but as part of Horticulture Executive Services Ltd (HESL), TNZ also shares 2 full time employees: Anna Broxham is the HESL Biosecurity Manager and Alison Willgress is the HESL Team Administrator. All staff members are based in the Horticulture New Zealand office in Wellington.



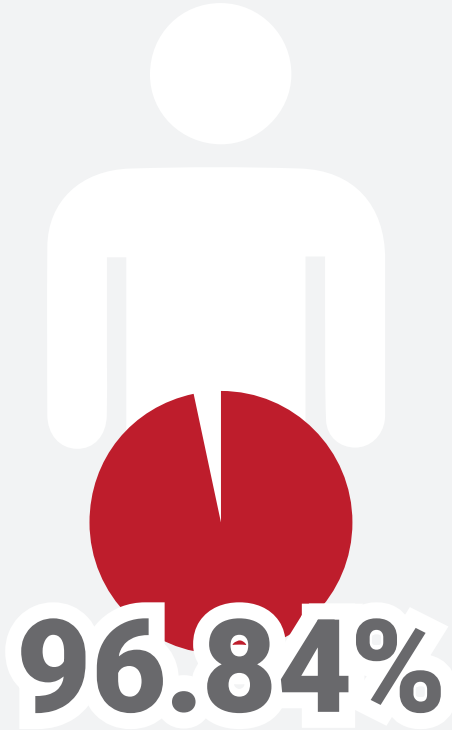
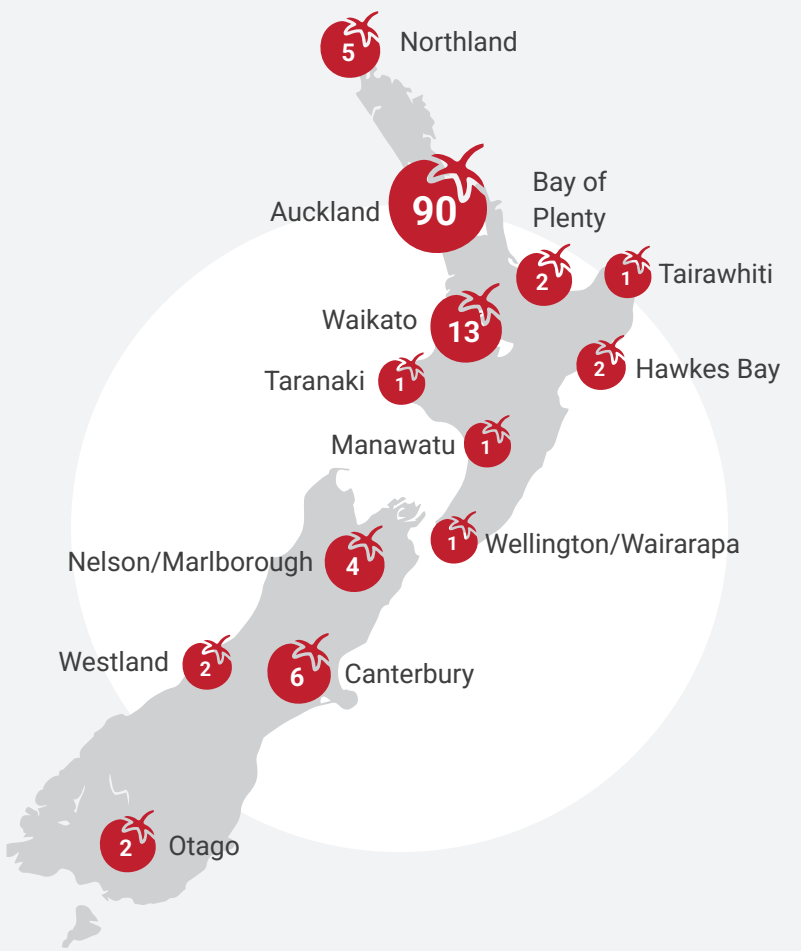
SNAPSHOT OF THE INDUSTRY



*Note the Farmgate value in the printed annual report was incorrect (\$161.6m for 2023-24).
All references to pricing are based on the consumer price index for retail pricing across New Zealand. These are not the prices that the growers receive.

GROWERS AROUND NEW ZEALAND

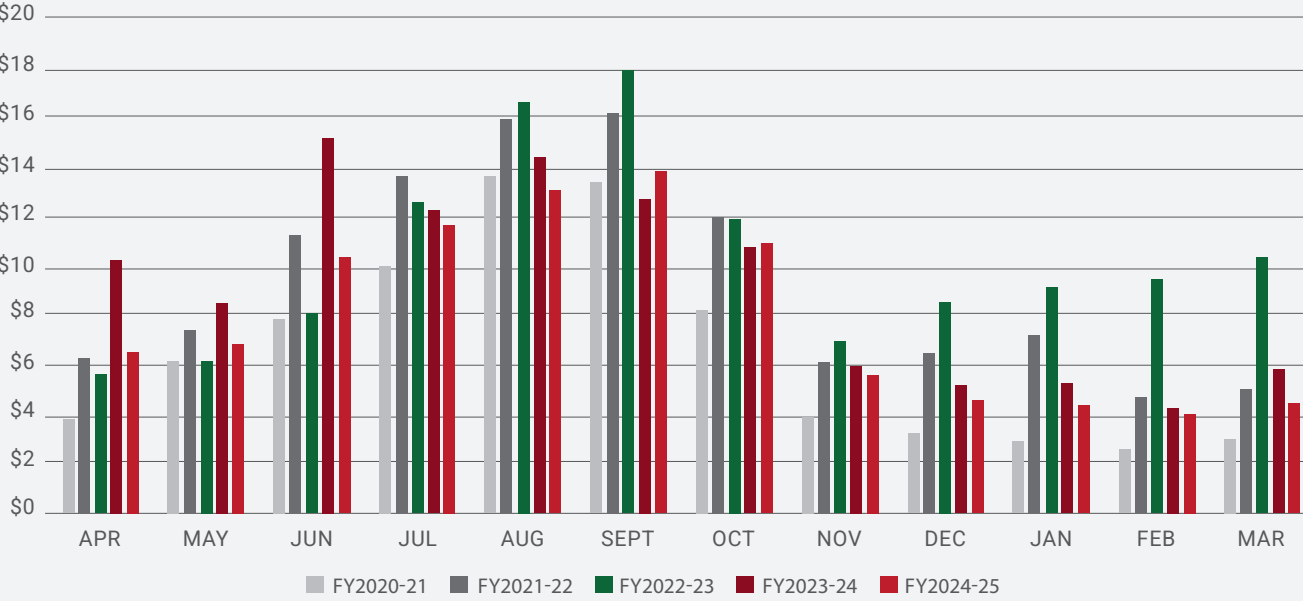
TOMATOES ARE GROWN FOR THE FRESH MARKET YEAR ROUND AND ACROSS AOTEAROA. THE MAP BELOW GIVES AN INDICATION OF THE NUMBER OF GROWERS PER REGION:



COMMODITY LEVY VOTE:

THE REFERENDUM CLOSED
15 JUNE 2024 WITH
96.84% VOTING IN FAVOUR
(BY VALUE) FROM 82.35%
OF ELIGIBLE GROWERS.

CONSUMER PRICE INDEX GRAPH AVERAGE RETAIL TOMATO PRICE BY FINANCIAL YEAR



CHAIR'S REPORT

Greetings to all tomato growers,

It's been another big year for Tomatoes NZ as it does all it can to support tomato growers and growing in NZ.

I would like to start by thanking growers for their support of the Commodity Levy vote which is the basis from which we operate, generating the revenue we use with a current levy of 35cents per \$100 of sales. We had very good support for the vote, with over \$120 million of growers by value supporting. I was delighted with this and it hopefully reinforces the value growers are seeing from the work we do.

The new levy came into effect 1st April 2025 and will continue for the next 6 years before it needs to be renewed.

In addition to the commodity levy we also collect a biosecurity levy of 10cents per \$100 of sales, which is separate, and which enables us to fulfil our funding obligations under our GIA partnership with government.

Unfortunately, it has been another very busy year with biosecurity issues and threats to tomato growing, as we are still working on understand and manage the impacts of PepMV becoming established in NZ. Australia's outbreak of Tomato Brown Rugose Fruit Virus (ToBRFV), is a huge wake up call to NZ growers, and now the Australian industry and government have realised eradication is impossible, reinforces that if we can't keep this virus out of NZ, it is not going to be possible to eradicate if it becomes established.

With the imminent threat of ToBRFV growers need to significantly up their hygiene measures, including stopping all visitors entering their sheds as the virus is easily carried by people on their clothes and on things like cell phones. We are also encouraging

growers to require plant testing at the nursery before they receive plants, as imported seeds are the major risk for NZ and a test at the nursery before you take your seedlings, is simple to do in order to give a level of confidence that the virus isn't present.

And then to cap off the biosecurity threats we had 2 incursions of Oriental fruit fly in Auckland which have now been successfully managed and eradicated by MPI, but at a cost which is paid for by MPI and industry, including TNZ.

One thing I wish to emphasis with biosecurity threats is that we need growers to report suspicious signs that they may be seeing, and then we can get testing done to understand what the situation is. TNZ will pay for the cost of testing, and the reality is the sooner we are able to find it the sooner we will be able to manage the situation. Growers are not penalised for reporting (in fact the opposite, it's a penalty not to report), and any costs from the impact of a response are compensated, so growers will not be left out of pocket.

Biosecurity issues will continue to present risks to our industry and will continue to be one of the major priorities and focuses of Tomatoes NZ.

During the year Tomatoes NZ has been working with other vegetable product groups (Onions NZ, Vegetables NZ, Potatoes NZ and Processed Vegetables) to progress the approach to collaboration and whether we can align and collectivise our efforts to achieve greater efficiencies and value for tomato growers.

I would like to recognise the efforts of Simon Watson who has led the TNZ input into this work, and we are now at the point where a business case has been prepared to look at a single vegetable product group entity, that the board of the groups involved are considering.

The TNZ board has been actively involved in considering the opportunities and risks associated with the initiative, and in addition we have been

participating with the fruit groups and HortNZ's "Scarlati" initiative looking at opportunities for wider collaboration.

The board believes doing nothing here is not an option in light of increasing workloads and costs, commonality of issues that multiple product groups engage on, and need for a stronger vegetable voice to government and to be able to work with Horticulture NZ.

We hope to be able to come to you with a proposal for you to consider before the end of the year, and will update you at our AGM in Wellington in August.

Finally, I would like to recognise the amazing efforts of Dinah Cohen our General Manager, who only works 20 hours per week (in theory!) but who is without doubt the engine driving TNZ and who does all she can to support the industry and growers.

In addition, I would like to thank our board for their support and contributions, it's not a job that anyone would do for the money, but rather our board is committed to working together to support tomato growing in NZ for the benefit of all growers.

Especially I would like to recognise and thank Ben Smith, Head Grower at T&G, who is standing down from being on the board as an observer and director for over 6 years, and who has made a huge contribution, always willing to trial something, always willing to share his knowledge of situations, and someone who is a really good person to work with. Thank you Ben!

And growers I hope you can see the work TNZ is doing on your behalf, but we know we can do more and do better, and we would encourage you to engage with us to ensure that this happens.

Kind regards

Barry O'Neil,
Chair Tomatoes New Zealand

A YEAR IN REVIEW

Over the past 12 months, TomatoesNZ has continued to advance its mission of building a resilient, sustainable, and profitable New Zealand tomato industry.

This guiding purpose underpins every aspect of our work—from biosecurity and research to advocacy and knowledge sharing—supporting growers in adapting to evolving challenges and opportunities. While not every initiative yields immediate success, we remain committed to transparency and continuous learning, ensuring our members benefit from shared insights and industry developments.



Photo: Display of hygiene related items by Horticulture at the Mini Conference

Photo: TNZ Award recipient Anthony Tringham 'Life Membership' presented at the TNZ mini conference August 2024

Research & Innovation

TomatoesNZ continues to spend levy money on research that hopes to address areas of concern for our growers, including:

A Lighter Touch BCA project

This 3-year project started as a way of verifying findings by Emiliano Veronesi on the use of *Engytatus Nicotianae* on Tomato Potato Psyllid populations, expanded into biological controls for other common greenhouse pests such as whitefly and caterpillars. This project in commercial greenhouses has now finished with some good learnings for our growers with all resources available here: <https://www.tomatoesnz.co.nz/ipm> This research was completed with co-funding from MPI's SFFF (Sustainable Food and Fibre Fund).

Leaf Mould Resistance Study

Initiated in November 2024 and led by Francis Ferrada Hartley, this ongoing research is using genome sequencing of current samples of leaf mould to check if these have changed, leading to a breakdown in resistant varieties. This work has been fully funded by VICE, the Vegetable Industry Centre of Excellence.

Biotremology for Whitefly Control

An innovative 2-year project from December 2023, using vibration to see if whitefly behaviour can be disrupted. A side project has also looked at if pollination can be achieved through the vibration to replace bees. This project is in collaboration with Vegetables NZ, run by Plant & Food Research.

Low Temperature Mapping tool for geothermal activity

TomatoesNZ and Vegetables NZ are currently working with GNS Science to create a mapping tool aimed at greenhouse growers, which will take existing data about geothermal activity (e.g. depth, temperature ranges, locations, flow rates) for the Auckland, North Waikato and Bay of Plenty regions to enable growers to better understand what heating resources are available in their current location, or where to potentially move to if a grower is looking to set up a new greenhouse operation. This project is due for completion December 2025 and is co-funded through MPI's SFFF.

Grower Engagement and Events

A highlight of the year was our TomatoesNZ Mini Conference in Pukekohe (August 2024), which provided targeted value to growers.

The conference covered key topics such as:

- Learnings from three years of IPM (Integrated Pest Management) trials, which have been co-funded by MPI through the *A Lighter Touch* programme;
- Advances in seed breeding for disease resistance;
- The importance of biosecurity in seed imports;
- Best practices for greenhouse hygiene, presented by Jasper Verhoeven from Royal Brinkman.

The presentations were complemented by a display from Horticulture of hygiene products available to growers. This event gained immediate relevance when, just a week later, ToBRFV (Tomato Brown Rugose Fruit Virus) was confirmed in South Australia, underscoring the urgent need for vigilance in seed quality and hygiene practices. This is the closest that ToBRFV has been to New Zealand and with so much shared industry travel between the 2 countries, it has been a major concern for the TomatoesNZ board (more details outlined on the next page).



Photo: Tomatoes in the market affected by ToBRFV. Credit: Valérie Grimault, EPPO Global Database

THROUGHOUT THE YEAR, TNZ SUPPORTED AND CO-HOSTED A RANGE OF ADDITIONAL WORKSHOPS:

APRIL/MAY 2025

Lex presented IPM trial updates at the Vegetables Roadshow in Pukekohe and Richmond.

MAY 2024

Alongside Vegetables NZ, we co-hosted **energy workshops** in Auckland and Christchurch, including site visits to Zealandia’s biomass boiler installations.

SEPTEMBER 2024

An **energy supplier engagement workshop** in Pukekohe enabled growers to have in-depth discussions with businesses that offer energy saving or switching tools. This was made possible through EECA funding.

MARCH 2025

Led by expert David Manktelow, we held 2 **sprayer set-up workshops** and produced accompanying written and video resources.

Facilitated 2 Supplier Innovation Sessions:

- **November 2024** with Skytree, discussing their CO₂ air capture machine;
- **February 2025** with Roam Technology, presenting their hygiene products, Huwa-San and Vibra San.

Grower Resources

Resource development remains a cornerstone of sharing our learnings with our growers. This year we have expanded and updated our **IPM guide** with new videos and written resources, created a new **hygiene poster** with clear visual guides, released updated **disease factsheets** for common issues experienced in NZ, fully overhauled our **MRL (Maximum Residue Level) compliance guide** and continued adding **videos and recordings** of events to our YouTube channel for broader access.

Advocacy and Policy Efforts

We continued to advocate strongly on issues that tomato grower face, even though we don’t always reach the desired outcome.

Key advocacy efforts included:

- Efforts to change the timing of data collection required by the Ministry for the Environment to review the **Industrial Allocation baselines**. We then argued strongly that the proposed new baselines were too harsh for our growers. Unfortunately government officials were not amenable to changing the timing and Ministers had already made their decision to confirm the baseline changes, so on this issue we weren’t successful;
- Seeking amendments to **REIs** (Restricted Entry Intervals), for pesticides applied by drenching or irrigation. These off-label methods no longer have REIs for a range of products used by greenhouse tomato growers;
- Successfully advocated for **greenhouses to be recognised** as a permitted activity under the Highly Productive Land (HPL) legislation;
- Following the detection of ToBRFV in Australia, the TomatoesNZ board engaged with MPI to successfully place an **embargo on Australian tomatoes** being imported.

Biosecurity Initiatives

Protecting the industry from biosecurity threats remains a top priority. This work is broken down into, readiness work and response work.

PepMV (Pepino mosaic virus)

The TomatoesNZ board agreed to pursue registering a vaccine to help control PepMV. This work has many layers the first of which was to formally request that all strains of the pathogen are deregulated in terms of the unwanted and notifiable organism status. This is currently being progressed by MPI.

ToBRFV

TomatoesNZ is working on a document known as an operational specification that MPI would use as a pre-agreed plan in the event of a detection of this virus in New Zealand. This allows for decisions e.g. around decontaminating an infected greenhouse (if agreed as the course of action by all GIA Partners) to be worked out ahead of time. Ultimately this should be of benefit to all growers in terms of a response outcome.

Industry is paying for surveillance water testing to be completed to have knowledge of first detections as soon as possible. Messaging to promote hygiene best practices continues as this will be critical for growers to protect themselves when ToBRFV is circulating here.



Photo: PepMV symptoms; leaf blistering. Credit: R. van der Vlugt.

Seed Biosecurity

We continue to work with Seed & Grain NZ and MPI on closing down gaps for online seed sales.

Oriental Fruit Fly

As a GIA partner, TNZ was actively involved in two responses when oriental fruit fly were found in Auckland (2 separate findings at 2 different locations, January and February 2025).

European Tour – Technology and Insight

In February 2025, TomatoesNZ and Vegetables NZ led a delegation of five board members and the TNZ GM to Fruit Logistica (Berlin) and to key suppliers to the greenhouse industry in the Netherlands. The purpose was twofold:

- 1. Explore technologies to extend the lifespan of New Zealand’s aging greenhouse infrastructure (80% of NZ’s greenhouses are 20+ years old);
- 2. Identify cutting-edge practices and systems suitable for new greenhouse developments.

Areas explored included:

- Disease resistance (especially ToBRFV);
- Automation and robotics;
- Energy efficiency and alternatives;
- Labour-saving systems;
- Advanced water management;
- Crop protection innovations and crop vaccines.

A full report is available on the TomatoesNZ website <https://www.tomatoesnz.co.nz/hot-topics/european-tour-of-learning/>



Spring/Summer promotions ran with 5+ A Day this year.

As well as a tomato only promo, we also collaborated with Vegetables NZ with a ‘Salad Bowl’ promo including capsicums, cucumbers and leafy greens. Adverts appeared on radio, TV and buses as well as social media

Celebrate
Summer
Salad
Season
with 5+ A Day
2024/25

In partnership with:



#nzsummersaladseason | #nztomatoes | #nzcapsicum
#nzcucumber | #nzsadgreens | #nzherbs





Photo: Fruit Fly (FF). Credit: Blandine Delbourse, EPPO Global Database

Credit: Konstantinos B. Sinoglou (apple leaf), Gilles San Martin (banner), EPPO Global Database

BIOSECURITY OVERVIEW

Anna Broxham is employed by Horticulture Executive Services Limited (HESL) as a Biosecurity Manager. She represents not only TomatoesNZ but also Vegetables NZ and Summerfruit NZ at GIA meetings. This is an update of work that she was involved in for the period 1st April 2024 31st March 2025.



GIA Readiness work

Working with Vegetables NZ and MPI to write an operational specification in the event of a response to a Solanaceae virus detection

GIA Response Representation

Represented TomatoesNZ during the Oriental Fruit Fly Responses in Papatoetoe and Birkdale 2025

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 two to three times a year 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.

Plant Pass Governance Group

Plant Pass provides a structured approach to managing biosecurity risks in nurseries. As a voluntary certification scheme, it supports plant producers in safeguarding their plants, customers, and New Zealand’s environment, economy, and way of life. TNZ is proud to be a stakeholder in this initiative and collaborates with other product groups to support its governance and implementation.

BMSB Council

LIST OF PROJECTS:

- BMSB Awareness Campaign
- Novaluron use in NZ
- Transition to Long Term Management (triggers and scenarios)
- Social License project
- Helping to set up ‘Simulation Harvest shield 2.0’ (to be delivered August 2025)

Fruit Fly Council

LIST OF PROJECTS:

- Enhancing the Collective Approach to FF Responses
- Fruit Fly Impact on NZ Indigenous Plants
- Response Information Repository

AGENDA

OF THE 2025 ANNUAL GENERAL MEETING (AGM)

1. WELCOME	
Apologies, proxies and procedural motions	
2. CONFIRMATION OF 2024 MINUTES	
3. CHAIRMAN'S ADDRESS	16
4. FINANCIAL STATEMENTS 2024-25	12
5. BUDGET 2025-26	20
6. LEVY & SUBSCRIPTION RATES	30
7. APPOINT AUDITOR	
8. CONFIRM DIRECTOR ELECTIONS	
9. MEMBER REMIT - COVERED CROPS	
10. GENERAL BUSINESS	
11. CLOSE	

REMITs

OF THE 2025 ANNUAL GENERAL MEETING (AGM)

The following remits, proposed by the TomatoesNZ Board, will be considered at the Tomatoes New Zealand Incorporated AGM, being held 26th August 2025 in Wellington.

REMIT 1

That the minutes of the TomatoesNZ AGM, 8th August 2024 in Pukekohe, be taken as a true and correct record of that meeting.

Proposed by the TomatoesNZ Board

Explanatory Note

The minutes are included with the 2024 Annual report & AGM papers, available electronically at www.tomatoesnz.co.nz.

REMIT 2

That the Chair's report and general update for the year ended 31 March 2025, as published in the 2025 Annual report & AGM papers, be taken as read and approved.

Proposed by the TomatoesNZ Board

Explanatory Note

The report is included with the 2025 Annual report & AGM papers, available electronically at www.tomatoesnz.co.nz.

REMIT 3

That the audited Tomatoes New Zealand Incorporated financial statements for the year ended 31 March 2025 be adopted.

Proposed by the TomatoesNZ Board

Explanatory Note

The audited Tomatoes New Zealand Incorporated financial statements are included with the 2025 Annual report & AGM papers, available electronically at www.tomatoesnz.co.nz.

REMIT 4

Endorse the TomatoesNZ Incorporated budget for the year ending 31 March 2026.

Proposed by the TomatoesNZ Board

Explanatory Note

The proposed budget is included with the 2025 Annual report & AGM papers, available electronically at www.tomatoesnz.co.nz.

REMIT 5

That the Fresh Tomato commodity levy rate for the coming levy year remain at 0.35% at the first point of sale for domestic sales and, for exports the price received by the grower after deduction of all offshore costs for exports.

Proposed by the TomatoesNZ Board

Explanatory Note

This represents no change to the current levy rate; the levy is collected under Commodity Levies Act 1990 - Commodity Levies (Fresh Tomato) Order 2025.

REMIT 6

Confirm that there is currently no subscription membership rate.

Proposed by the TomatoesNZ Board

Explanatory Note

The rules of TomatoesNZ Inc. provide for a subscription membership rate to be set. Currently there is no subscription membership option.

REMIT 7

That the biosecurity readiness and response fresh tomatoes levy rate for the coming levy year remain at 0.10% at the first point of sale for domestic sales and, for exports the price received by the grower after deduction of all offshore costs for exports.

Proposed by the TomatoesNZ Board

Explanatory Note

This represents no change to the current biosecurity levy rate. The levy is collected under The Biosecurity (Readiness and Response—Fresh Tomatoes Levy) Order 2025.

REMIT 8

That PKF Kendons be appointed auditors for the financial year ending 31 March 2026.

Proposed by the TomatoesNZ Board

Explanatory Note

After 9 years of using BDO, Horticulture NZ conducted an RFP process for auditing services. TomatoesNZ was part of this process. The results showed that PKF Kendons services are competitive and Horticulture NZ is also seeking approval to change auditors at their AGM.



MINUTES

Held Thursday 8th August 2024,
1:35-2:07pm at Navigations Homes Stadium, Pukekohe and online via Zoom

PRESENT IN PERSON:
(ELIGIBLE GROWER VOTERS NOTED ONLY)
Barry O’Neil (independent chair); Mayak Saklani (Wing Shing Farms); Gavin & Malcolm Pook (Pomoana Gardens); Ben Smith (T&G Fresh); Simon Watson (NZ Hothouse); Angela and Anthony Tringham (Curious Croppers); Lakhvir & Arashdeep Singh (Dhindsa Farm Ltd); Pierre Gargiulo (JS Ewers); Jiny Kim (MJ Fresh Ltd), Baboo & Damayan Sima (Goodland Tomatoes) , David Wang (Freshly Grown)

PRESENT ONLINE:
Callum Grant (Kakanui Tomatoes),
Peter Brass (Cherry Tree).

APOLOGIES:
Albert Shih,

PROXIES WERE RECEIVED FROM JS EWERS

OBITUARIES:
No obituaries noted.

IN ATTENDANCE:
Dinah Cohen (TNZ), Kate Milne (Gourmet Waiuku Ltd). Lex Dillon, Nick Patel (T&G), Kirk Vossen (On Farm Support), Daniel Sutton (VNZI). Gareth Holder (Redloh Horticulture), Jeff Smith (ALT), Paddy de Vries (Horticulture Ltd), Brian Jurelich (Horticulture Ltd), Andrew Groad (Horticulture Ltd), Miriam Hall (Plant & Food Research), Peter Pan (Healthy & Fresh), Herman Fourie (T&G), Frank Hickmott), Andrew Kenny (Boyes Asparagus), Stefan Vogrincic (Grower2Grower) Cameron Rae (Woolworths NZ), Rob Lindsay (Island Horticulture), Andrew Hutchinson (T & G), Paula O’Hanlon (Lefroy Valley), Ingrid Ennis (Terra Nova Seeds), Imke Blackett (Premier Seeds), James Bertram (Rijk Zwaan), Cressida Patrick (NZSGTA), Leanne Roberts (HortNZ), Francis Frerrada-Hartley (T&G), Janine Grul (Lefroy Valley), Chris Thompson (Bioforce), Jon Harris (Horticulture Ltd), Lisa Miler (Viscount FCC), Serhiy Yurchak (Bayer), Herman van der Gulik (Enza Zaden), Dave Naiker (T&G), Che Naran (NZ Hothouse), Jeremy Thompson (PHEL), Kiki Xu (Enza Zaden), Yeonjoong Yong, Yubo Liu (Gourmet Mokai), Lucy Haberfield (HortNZ), John Thompson (Bioforce), Chris Cowie (T & G Fresh), Heidi Hitchman (Secretariat Services),

MEETING OPENED:
1.35pm

WELCOME:
The Chair, Barry O’Neil welcomed everyone attending online and in person.

REMIT 1
That any TNZ member attending the AGM online has the right to vote and for the vote to count, in addition to those attending in person in Pukekohe.

Moved: Barry O’Neil
Seconded: Simon Watson
Carried.

REMIT 2
That the minutes of the TNZ AGM, 2nd August 2023 in Christchurch, be taken as a true and correct record of that meeting.

Moved: Barry O’Neil
Seconded: Pierre Gargiulo
Carried.

Matters Arising from the 2023 Annual General Meeting Minutes: Nil

REMIT 3
That the Chair’s report and general update for the year ended 31st March 2024 as published in the 2024 Annual report and AGM papers, be taken as read and approved.

Moved: Barry O’Neil
Seconded: Ben Smith
Carried.

Noted: The Chair, Barry O’Neil noted that the Board is in discussion/process of reviewing whether there is appetite to collaborate with other vegetable groups as part of a wider industry discussion.

REMIT 4
That the audited Tomatoes NZ Incorporated Financial Statements for the year ended 31st March 2024 be adopted. .

Moved: Simon Watson
Seconded: Mayank Saklani
Carried.

Noted: Dinah Cohen summarised: Revenue increased slightly between FY23 and FY24 by 5% or \$41k. While the levy income was down 6% (or \$31k) all other income was increased (interest on term deposits by 405%). Expenditure also increased (by 5% or \$25k), most notably within biosecurity and meetings and travel. The bottom line is an increase in the net surplus to \$289,161 – an increase of 3% year on year.

REMIT 5
Endorse the TNZ Incorporated budget for the year ending March 2025 .

Moved: Barry O’Neil
Seconded: Jiny Kim
Carried.

Noted: Dinah Cohen noted that the board had kept with a conservative income forecast for the year for numerous reasons including projected pricing thought to be lower than the previous 12 months. An increase in the promotional budget was due to a successful campaign last Spring/Summer, lower conference budget was due to having our own mini conference located near to most growers rather than joining the HortNZ conference. The A Lighter Touch project is still the biggest forecasted spend for TNZ but hopefully with benefits for all growers.

REMIT 6

That the Chair fees increase from \$35,000 to \$40,000.

Moved: Simon Watson
Seconded: Malcolm Pook

Carried.

Noted: The Board Chair fees have been in place since 2010. This increase aligns with other product groups.

REMIT 7

That the Board Director fees increase from \$300 per meeting to \$450 per meeting:.

Moved: Barry O’Neil
Seconded: Anthony Tringham

Carried.

Noted: A grower member felt that this new fee was too light still and should be reviewed prior to the 2025 Annual General Meeting.

REMIT 8

That the fresh tomato commodity levy rate for the coming levy year remain at 0.35% at the first point of sale for domestic sales and for exports the price received by the grower after deduction of all offshore costs for exports.

Moved: Barry O’Neil
Seconded: Simon Watson

Carried.

REMIT 9

Confirm that there is currently no subscription membership rate.

Moved: Barry O’Neil
Seconded: Simon Watson

Carried.

REMIT 10

That the biosecurity readiness and response fresh tomato levy rate for the coming levy year remain at 0.10% at the first point of sale for domestic sales and for exports the price received by the grower after deduction of all offshore costs for exports.

Moved: Simon Watson
Seconded: Jiny Kim

Carried.

REMIT 11

That the constitution and rules of Tomatoes New Zealand adopted on 27th July 2015 is replaced with the new Constitution of Tomatoes New Zealand Incorporated on the date of re-registering under the Incorporated Societies Act 2022.

Moved: Barry O’Neil
Seconded: Ben Smith

Carried.

REMIT 12

That BDO be appointed auditors for the financial year ended 31st March 2025.

Moved: Barry O’Neil
Seconded: Anthony Tringham

Carried.

BOARD ELECTIONS:

Callum Grant and Albert Shih were up for rotation. Albert put himself forward to stand again, Callum is stepping down from the board. This left 1 vacancy. One nomination was received so no board election was required. The TomatoesNZ board is delighted to announce that Pierre Gargiulo has joined the board. Pierre has been a co-opted member since 2019.

Noted: Barry acknowledged Callum Grant’s contribution to the Board, representing both South Island growers and smaller growers across the country. Recognition made for the travel to be a part of the Tomatoes NZ Board.

Barry also thanked all the Board members for being hardworking and bringing their knowledge to meetings. Dinah Cohen (General Manager) was thanked for her efforts and huge contribution.

Barry Welcomed and feedback from Growers on how we can do better.

GENERAL BUSINESS:

Barry thanked all growers who participated in the commodity levy renewal in May/June this year and acknowledged that the result showed overwhelming support for the commodity levy with 56 growers voting in favour out of a total of 68 votes. The weighted value of yes votes was 96.84%.

LIFE MEMBERSHIP:

The Chair, Barry O’Neil presented Antony Tringham with a Life Membership by TomatoesNZ for his services to the tomato industry and the TNZ board.

MEETING CLOSED:

2.07pm

SPECIAL PURPOSE FINANCIAL REPORTS

for the Year Ended 31/03/2025

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Tomatoes New Zealand Incorporated

Entity Information

For the Year Ended

31 March 2025

Legal Name of Entity	Tomatoes New Zealand Incorporated
Type of Entity and Legal Basis:	Incorporated Society
Registration Number:	2629993
Date of Incorporation:	6th August 2015
Entity's Purpose:	To represent the interests of all New Zealand tomato growers
Entity Structure:	Incorporated Society
Entity's governance arrangements:	The entity is governed by a board comprised of 6 elected members. All board members are required to be Tomatoes New Zealand Incorporated levy payers, or represent a levy paying organisation. The board meets 4 times per year.
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 Fisher Funds House 20 Ballance Street Wellington 6011
Postal Address:	PO Box 10232 Wellington 6140
Phone/Fax:	Ph +64 4 472 3795
Email/Website:	www.tomatoesnz.co.nz

Tomatoes New Zealand Incorporated
Statement of Financial Performance
For the Year Ended
31 March 2025

	Note	Actual 2025 \$	Actual 2024 \$
REVENUE			
Levy Income	1	691,095	728,428
Grant Income	2	3,416	36,457
Other Income	2	3,177	11,685
Interest	3	44,253	29,214
Total Revenue		741,941	805,785
EXPENSES			
Employee remuneration and other related expenses	4	186,391	129,293
Expenses related to service delivery	4	367,464	327,171
Other Expenses	4	74,713	52,259
Total Expenses		628,568	508,723
Surplus / (Deficit) before tax		113,373	297,061
Tax Expense	5	14,856	7,900
Surplus / (Deficit) after tax		98,517	289,161

Tomatoes New Zealand Incorporated
Statement of Financial Position
As at
31 March 2025

	Note	Actual 2025 \$	Actual 2024 \$
ASSETS			
Current Assets			
Bank accounts and cash	6	498,096	574,671
Investments	6	502,885	400,000
Debtors and prepayments	7	61,952	92,326
Tax Receivable	7	14,488	9,689
Total Current Assets		1,077,422	1,076,687
Non-Current Assets			
Investments	6	200,000	-
Investments in Associates	8	17,096	21,575
Total Non-Current Assets		217,096	21,575
Total Assets		1,294,518	1,098,262
LIABILITIES			
Current Liabilities			
Creditors and accrued expenses		141,069	49,742
GST Payable		10,684	10,078
Tax Payable	5	13,628	7,820
Total Current Liabilities		165,381	67,640
Total Assets less Total Liabilities (Net Assets)		1,129,137	1,030,622
ACCUMULATED FUNDS			
Accumulated Funds	9	785,987	753,503
Discretionary Reserve	10	343,150	277,118
Total Accumulated Funds		1,129,137	1,030,622



BARRY O'NEIL
TNZ Inc. Chair & Director
Dated 11/08/2025



SIMON WATSON
TNZ Inc. Vice Chair & Director
Dated 11/08/2025

Tomatoes New Zealand Incorporated
Statement of Cash Flows
For the Year Ended
31 March 2025

	Actual 2025 \$	Actual 2024 \$
Cash Flows from Operating Activities		
Cash receipts:		
Levy Income	716,671	722,479
Grants	3,416	
Other Income	3,177	48,142
Interest	44,253	29,214
Cash payments:		
Payments related to Service Delivery	537,241	496,580
Tax payments	9,048	1,897
Net Cash Flows from Operating Activities	221,227	301,358
Cash Flows from Other Activities		
Cash receipts:		
Decrease in Investments	700,000	100,000
Cash payments:		
Increase in Investments	(998,406)	(429,853)
Net Cash Flows from Other Activities	(298,406)	(329,853)
Net Increase / (Decrease) in Cash	(77,179)	(28,495)
Opening Cash	574,672	603,167
Closing Cash	497,492	574,672
This is represented by:		
Bank Accounts and Cash	498,096	574,672

Tomatoes New Zealand Incorporated
Statement of Accounting Policies
For the year ended
31 March 2025

Basis of Preparation

Tomatoes 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. This performance report is prepared in accordance with the XRB's Tier 3 (NFP) Standard, with the exception of preparation of a statement of service performance. The entity is eligible to apply these requirements as it does not have public accountability and has total annual expenses of less than \$5,000,000. 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.

All figures are presented in NZD and rounded to the nearest dollar.

Goods and Services Tax (GST)

Tomatoes 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 and cash in the Statement of Cash Flows 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 31 March 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.

Research and Development 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.

Investments

Investments are Term Deposits with NZ registered banks for terms of more than 90 days and up to a maximum term of 2 years.

Investments in Associates

Investments in associates are accounted for in accordance with the equity method. The investment in an 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 balance date.

Tomatoes New Zealand Incorporated has opted up to Tier 2 standards for this policy.

Creditors and Accrued Expenditure

Creditors and accrued expenditure includes amounts owing to suppliers and employees. Expenditure is accrued at the amount invoiced.

Changes in Accounting Policies

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

Tomatoes New Zealand Incorporated
Notes to the Performance Report
For the year ended
31 March 2025

Note 1 : Levy Income

	\$ This Year	\$ Last Year
Levy Income	531,177	542,382
Biosecurity Levy	159,919	186,046
	691,095	728,428

From 1 April 2020 Tomatoes New Zealand Incorporated received funding through the Commodity Levies Fresh Tomatoes Order 2019. The Biosecurity (Readiness and Response - Fresh Tomatoes Levy) Order 2019 came in to effect from 3 February 2020.

Note 2: Grant and Other Income

	\$ This Year	\$ Last Year
EECA Grant	3,416	36,457
Other	3,177	11,685
	6,593	48,142

Note 3 : Interest

	\$ This Year	\$ Last Year
BNZ	44,253	29,214
	44,253	29,214

Interest is earned on deposits held with BNZ .

Note 4 : ExpensesExpenses related to employees and contractors

Employee and director remuneration	186,391	129,293
	186,391	129,293

Expenses related to service delivery

Promotions	40,982	28,912
Meetings & travel	69,818	44,937
Biosecurity	93,887	82,208
Research & Development	162,777	171,114
	367,464	327,171

Other Expenses

Audit and Accounting	15,771	6,546
Other operating costs	58,942	45,713
	74,713	52,259

Total Expenses	628,568	508,723
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Note 5 : Tax Payable

	\$ This Year	\$ Last Year
Taxable Income	46,669	28,214
Income tax is payable at 28%	13,067	7,900
Plus FY24 tax adjustment	1,789	-
Income tax expense	14,856	7,900
Tax payable is represented by:		
Income tax payable	13,067	7,900
Withholding tax	561	(80)
	13,628	7,820

Tomatoes New Zealand was incorporated on 6th August 2015. Trading started from 1 April 2016.

Tomatoes New Zealand Incorporated
Notes to the Performance Report
For the year ended
31 March 2025

Note 6 : Bank accounts, cash and investments

	\$ This Year	\$ Last Year
BNZ Current Account	442,258	322,072
BNZ Call Account	55,611	252,599
Other - credit cards	228	-
	498,096	574,671

Interest is earned at 1.35% - 1.45% per annum in Business First Call Account.

BNZ Term Deposit - maturing April 2025	100,000	100,000
BNZ Term Deposit - maturing April 2025	100,000	100,000
BNZ Term Deposit (Biosecurity)- maturing February 2027	200,000	200,000
BNZ Term Deposit - maturing August 2025	100,000	-
BNZ Term Deposit - maturing October 2025	101,422	-
BNZ Term Deposit - maturing June 2025	101,464	-
	702,885	400,000

Interest is earned at 4.20% - 5.80% per annum on Fixed Term investments.

Note 7 : Debtors, prepayments and tax receivable

	\$ This Year	\$ Last Year
Trade Debtors	51,343	92,326
Prepayments	10,609	-
Tax receivable	-	-
RWT on interest	14,488	9,689
	76,440	102,016

Note 8 : Investments in Associates

	\$ This Year	\$ Last Year
Investments in Associates	21,575	30,000
Share of Profit/(Loss) in Associate	(4,479)	(8,425)
	17,096	21,575

On 3 April 2023, Tomatoes New Zealand Incorporated invested \$30,000 in Horticulture Executive Services Limited, a management services company formed to provide specialist services to product groups.

Note 9 : Accumulated Funds

	\$ This Year	\$ Last Year
Opening Balance	753,503	568,179
Surplus/(Deficit)	98,517	289,161
Net Biosecurity income received throughout the year	(66,032)	(103,837)
Total	785,987	753,503



BDO Wellington Audit Limited

Tomatoes New Zealand Incorporated
Notes to the Performance Report
For the year ended
31 March 2025

Note 10 : Discretionary Reserve

	\$ This Year	\$ Last Year
Opening Reserve	277,118	173,281
Biosecurity Income received through out the year	159,919	186,046
Biosecurity Expenses paid through out the year	(93,887)	(82,208)
	343,150	277,118

Tomatoes New Zealand Inc must spend the Biosecurity Reserve to meet its commitments to readiness and response activities as per the section 100 Y(2) & (3) of the Biosecurity Act 1993. The entity will utilise these funds when a biosecurity event occurs. The timing of when these events occur is unknown.

Note 11 : Commitments and Contingencies

Commitments

Tomatoes New Zealand Inc signed a subcontract agreement in May 2020 for the 'A Lighter Touch' Sustainable Food and Fibre Futures project to contribute \$453,179. In the year ended March 2025 payments were made totaling \$64,961 (2024: \$41,348) with a total of \$241,966 paid to date. The balance of \$211,214 to be made over the next two years.

Tomatoes New Zealand Inc is committed to \$20,000 for a Biotremology Project with The New Zealand Institute for Plant and Food Research Limited. To date \$10,000 has been spent with a remaining \$10,000 committed.

There are no further commitments as at balance date.

Contingent Liabilities and Guarantees

There are no contingent liabilities or guarantees as at balance date.

Note 12 : 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 13 : Related Party Transactions

Horticulture New Zealand Inc

Barry O'Neil is the Chair of Tomatoes New Zealand and President of Horticulture New Zealand Inc. TNZ owes Horticulture NZ \$14,571 at 31 March 2025 (2024: \$2,219) and paid \$33,567 for Service Level Agreement costs. All elected Directors are growers and pay levies through the entities they are associated with.

Horticulture Executive Services Limited

Barry O'Neil is the Chair of Tomatoes New Zealand and a member of the Board of Horticulture Executive Services Limited (HESL). Tomatoes NZ, Vegetables NZ, Summerfruit NZ and Onions NZ invested \$30,000 each in HESL and contribute to HESL overhead costs.

INDEPENDENT AUDITOR'S REPORT
TO THE MEMBERS OF TOMATOES NEW ZEALAND INCORPORATED

Opinion

We have audited the financial statements of Tomatoes New Zealand Incorporated (" the Society"), which comprise the statement of financial position as at 31 March 2025, and the statement of financial performance, and the statement of cash flows for the year then ended, and notes to the financial statements, including a statement of accounting policies.

In our opinion, the accompanying financial statements of the Society for the year ended 31 March 2025 are prepared, in all material respects, in accordance with the accounting policies specified on page 5 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 5 of the financial statements, which describes the basis of accounting. The 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.

Board's Responsibilities for the Financial Statements

The Board is responsible for the preparation of the financial statements in accordance with the accounting policies specified on page 5 of the financial statements and for such internal control as the Board determines 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 Board is 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 Board either intends to liquidate the Society or to cease operations, or have no realistic alternative but to do so.



BDO Wellington Audit Limited

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 Board.
- Conclude on the appropriateness of the use of the going concern basis of accounting by the board 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 Board 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
11 August 2025

BUDGET 2025/26

DESCRIPTION	2024/25 BUDGET	2024/25 ACTUAL until 31 st March 2025	2025/26 BUDGET
Trading income			
Fresh Tomato Commodity Levy	\$450,000	\$531,177	\$525,000
Interest	\$20,000	\$44,253	\$30,000
EECA	\$17,000	\$3,416	
Other income	\$-	\$3,177	
Total Trading income	\$487,000	\$582,022	\$555,000
Operating expenses			
Research and Development			
A Lighter Touch	\$100,000	\$70,519	\$75,000
Agrichemcal Compliance Info for Growers	\$2,500	\$2,570	
Energy and ETS	\$20,000	\$4,653	
Market Monitoring	\$2,000	\$1,863	\$2,000
Vegetable Industry Collaboration	\$20,000	\$3,499	\$50,000
Biotremology project	\$5,000	\$5,000	\$10,000
PepMV Vaccine registration projects	\$60,000	\$7,928	\$60,000
Geothermal Low Temp mapping tool	\$-	\$-	\$5,000
Total R&D expenditure	\$209,500	\$96,032	\$202,000
Promotions			
PR & Seasonal Promos	\$40,000	\$40,982	\$40,000
United Fresh Membership	\$3,000	\$3,000	\$3,000
Website	\$550	\$721	\$750
Market access & PMAC	\$2,000	\$313	\$350
YGOY sponsorship		\$565	
District Association Contribution		\$3,568	\$4,370
Total Promo Expenditure	\$45,550	\$49,148	\$48,470
Meetings/Travel			
Conference and AGM expenses including board travel	\$8,000	\$8,053	\$30,000
Board Daily fees (retainer)	\$15,000	\$10,872	\$9,500
General travel & accom including board	\$20,000	\$14,618	\$15,000
Grower workshops & visits	\$4,000	\$1,624	\$4,000
Commodity levy renewal process	\$10,000	\$1,283	\$-
International Travel	-	\$34,650	\$20,000
Total Meetings & Travel	\$57,000	\$71,101	\$78,500

DESCRIPTION	2024/25 BUDGET	2024/25 ACTUAL until 31 st March 2025	2025/26 BUDGET
Office & comms			
Admin	\$8,000	\$8,729	\$10,000
Accounting	\$8,000	\$15,771	\$11,000
Chairman fees	\$35,378	\$38,313	\$40,000
General / Training	\$3,200	\$4,200	\$4,200
NZGrower magazine	\$12,000	\$11,004	\$11,000
Legal expenses	\$-	\$1,125	
Office overheads	\$30,000	\$37,445	\$52,000
Salaries & wages	\$180,000	\$151,412	\$150,000
Technical advice (MAS)		\$3,900	
Grower Resources		\$555	
Grower Hub Portal subscription	\$-	\$-	
Board Support Expenses		\$2,673	\$2,500
Total Office & comms	\$276,578	\$275,126	\$280,700
Realised Currency Gains		\$291	
Total Operating expenses	\$588,628	\$491,698	\$609,670
Total Commodity Nett profit	-\$101,628	\$90,324	-\$54,670
Accumulated funds	*\$753,503	**\$785,987	
Biosecurity Income			
Biosecurity levy	\$122,000	\$159,919	\$148,000
Biosecurity expenses			
BMSB, Fruit fly, Tomatoes OA	\$10,000	\$3,153	\$4,000
GIA secretariat & minimum commitment	\$10,000	\$9,461	\$10,000
Import Biosecurity & Fresh PAC	\$-	\$153	\$200
ToBRFV Response	\$-		
PepMV Response	\$-	\$3,984	
Tuta absoluta readiness work	\$-		\$-
Plant Pass membership	\$200	\$250	
PSTVd Response	\$60,000	\$73,063	\$-
SBWG readiness work	\$-	\$1,888	\$2,000
Virus Testing		\$12,365	\$10,000
Fruit Fly response (Papatoetoe)			\$30,000
Fruit Fly response (Birkdale)			\$30,000
Total Biosecurity expenses	\$80,200	\$104,317	\$86,200
Total biosecurity nett profit	\$41,800	\$55,602	\$61,800
Accumulated Funds	° \$258,550	∞ \$258,550	

* Commodity levy reserve as of 1st April 2024 ** Commodity levy reserve as of 31st March 2025

^o Biosecurity reserve as of 1st April 2024 ^{oo} Biosecurity reserve as of 31st March 2025

Notes

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.



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