



2023
Grower
PAYMENTS

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INTRODUCTION

This booklet provides information on the process, calculation and timing of Grower Payments for the 2023 season. To ensure all payments and incentives are fair and relevant, these are revised annually.

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Key points from this booklet

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

STANDARD SUPPLY

What is Zespri Class I Standard Supply?

Kiwifruit must meet certain grade and size standards (as defined in the Zespri Quality Manual, available on the Canopy website) to be accepted into inventory as Standard Supply. Zespri is required to procure all fruit deemed as standard supply as a provision of the supply agreement. In addition, Zespri can also choose to procure targeted volumes of fruit outside the standard specification to meet any additional market demand as Non-Standard Supply (NSS), such as Class II, SunGold 39s, Organic SunGold 39s, etc.

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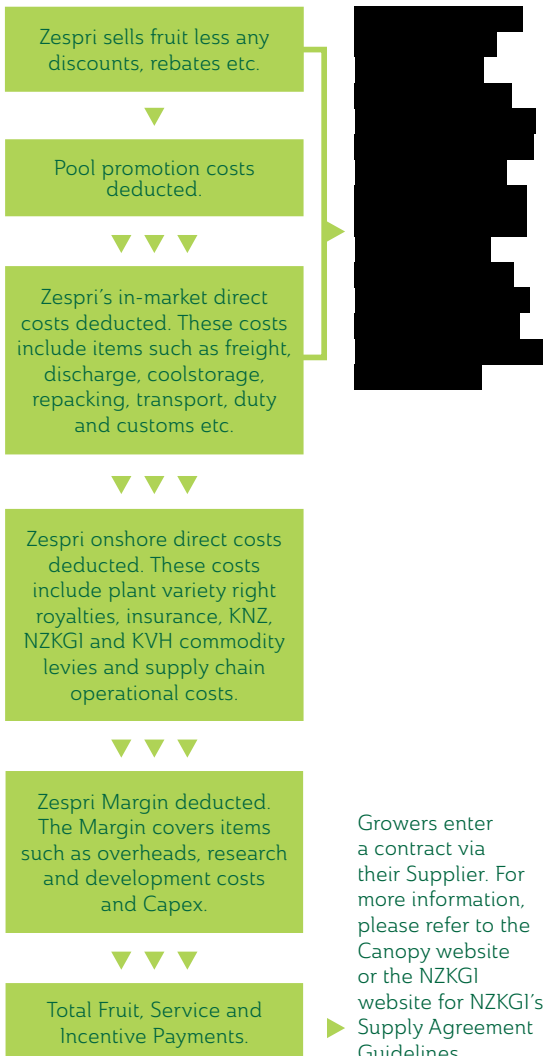
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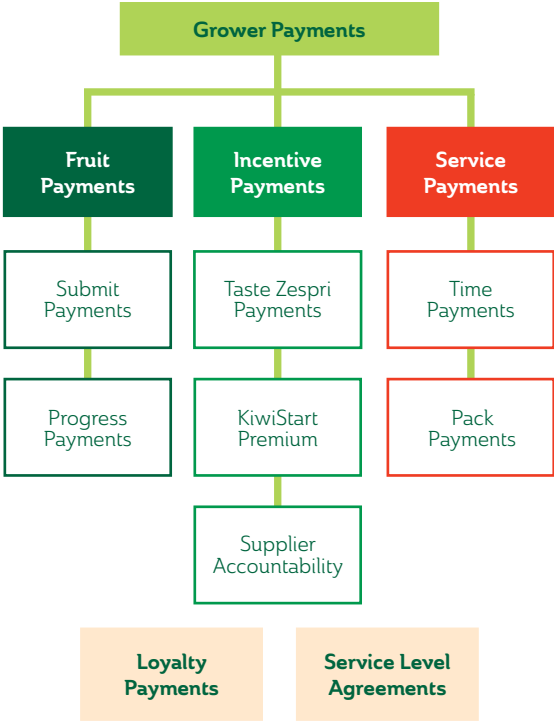
WHERE DO GROWER PAYMENTS COME FROM?

The Supply Agreement determines the flow of funds from revenue earned in the markets, as well as the deduction of costs and calculation of Fruit and Service Payments. The following chart illustrates how these transactions flow through to grower payments.



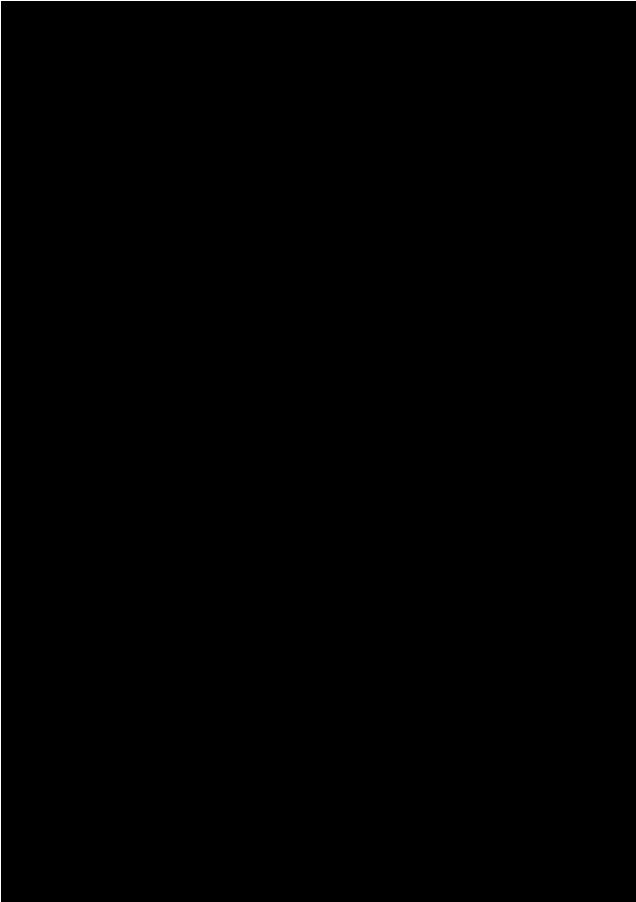
GROWER PAYMENTS

Grower Payments are categorised under three different payment groups: Fruit Payments, Incentive Payments and Service Payments. These groups cover the major payment programmes used to secure Zespri Class 1 Standard Supply of Zespri Kiwifruit.

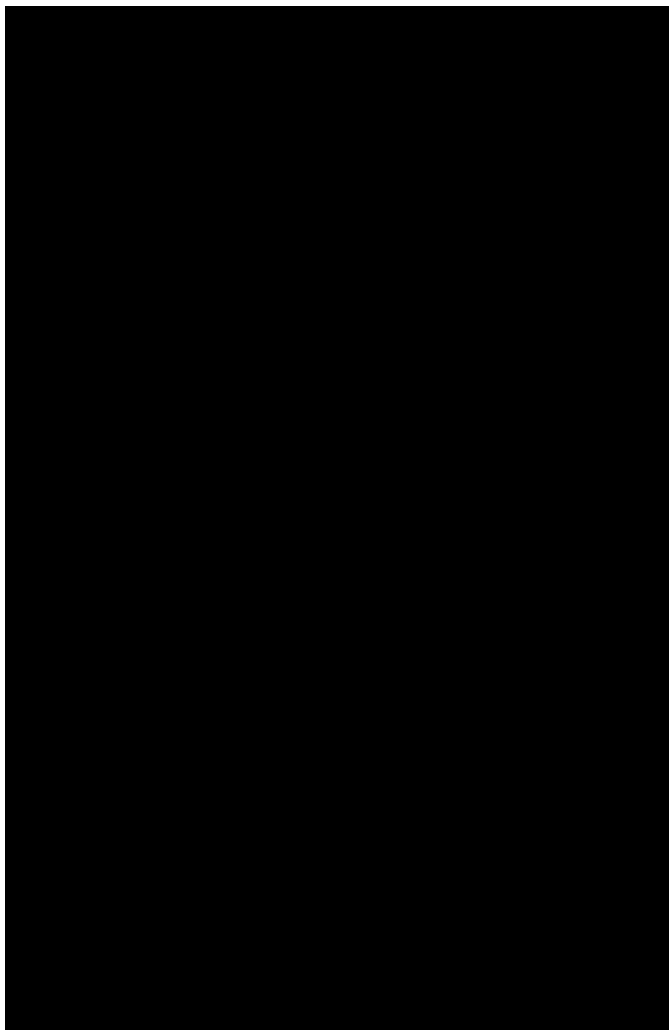
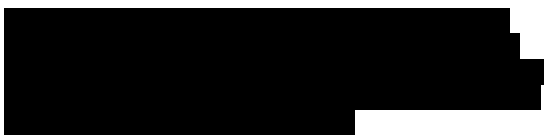


It is important that growers understand their supply entity pooling rules, as these will determine how (or if) these payments are on-paid to them as Grower Payments. Fruit, Service and Incentive Payments are reported monthly in *Kiwiflier* and by KPIN in the Payment Reporting Summary on the Canopy website.

2022/23 SEASON GROWER PAYMENT PORTIONS – TOTAL FRUIT AND SERVICE PAYMENTS



PAYMENT TIMING





Fruit **PAYMENTS**

Fruit Payments include Submit Payments and Progress Payments. Together, these payments make up approximately half of all Grower Payments (see page 8 for overview of Grower Payments structure).

SUBMIT PAYMENTS

Submit Payments are paid when fruit is submitted by post-harvest into the Zespri inventory (and reversed on fruit loss).

A rate of \$2.45 per tray for Class 1 Green (sizes 18-39) and Organic Green Kiwifruit is paid.

A rate of \$2.25 per tray for Class 1 Green Kiwifruit size 42 is paid.

A rate of \$2.80 per tray for Sweet Green Kiwifruit is paid.

A rate of \$3.30 per tray for Class 1 SunGold and Organic SunGold Kiwifruit is paid.

A rate of \$3.30 per tray for Zespri RubyRed™ Kiwifruit is paid.

Submit Payments are made weekly until the end of June, then monthly (on the 15th of every month) from July onwards.

Note: Submit payment rates are under review as at March 2023 to support improved grower cashflow. Updated rates will be provided on Canopy once confirmed.

PROGRESS PAYMENTS

Progress payments are calculated to ensure that revenue earned is returned to growers as quickly as possible and fairly across all sizes.

Progress Payments for Class 1 fruit are based on a calculation of all trays submitted into post-harvest inventory (reversed on fruit loss).

Discretionary monthly payments will be made from July 2023 onwards, with indicative future monthly rates published as a guide following each financial forecast. These rates are a guide only, and actual payments may change or be deferred at Zespri's discretion. Progress payments are paid to postharvest operators on the basis of pool and size, and the amount received by individual growers will vary depending on their crop profile and postharvest pooling rules and process.

The final Progress Payment is calculated and paid by the end of the first full week of June after finalising the season return.

On the following page is an example of Class 1 Progress Payments by size shown in the *Kiwiflier* each month (extracted from last season).

FRUIT LOSS

Fruit loss reversals occur when recorded onshore fruit loss is processed by the post-harvest facility. Submit and Class 1 Progress Payments are subject to reversals for onshore fruit loss.

Reversals for fruit loss is where any Submit or Class 1 Progress Payments made earlier in the season on fruit that is subsequently lost (for example, due to deterioration the fruit is no longer suitable for export) are deducted from the Progress Payments made to the Supplier after the fruit loss occurs. In other words, by the end of the season Zespri has only paid Submit and Class 1 Progress Payments on the 'net submit' trays (gross trays submitted less fruit loss trays).

2022/23 PROGRESS PAYMENTS FOR NOVEMBER AND DECEMBER





Incentive **PAYMENTS**

Incentive Payments aim to align the attributes of the fruit with the needs of our customers and consumers and they help to ensure Zespri and the New Zealand kiwifruit industry remain the globally preferred brand and supplier of kiwifruit.

Incentive Payments include Taste Zespri Payments, KiwiStart Premium and Supplier Accountability Payments/Penalties (see page 8 for Grower Payments structure diagram).

TASTE ZESPRI PAYMENTS

Taste drives consumer demand and sales rates for Zespri Kiwifruit through sampling (trial), repeat purchase and positive referral as consumers sharing their experience. We've established thresholds for all commercial varieties based on consumer research and a payment mechanism that promotes growing and harvest behaviours to optimise dry matter and fruit utility across our supply chain. Taste Zespri Payments are paid against trays supplied when fruit is shipped. Zespri RubyRed™ Kiwifruit is a naturally high dry matter variety and there will be no taste payments for the 2023/24 season as the variety is established.

Minimum Taste Standard (MTS)

The Minimum Taste Standard (MTS) specifies the minimum percent dry matter required by variety in order for fruit to be accepted into inventory. This standard ensures that poor-tasting fruit is kept out of the markets.

Taste Zespri Grade (TZG)

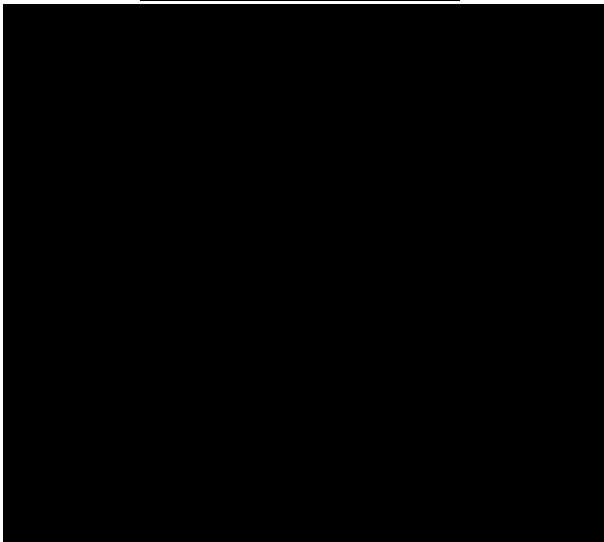
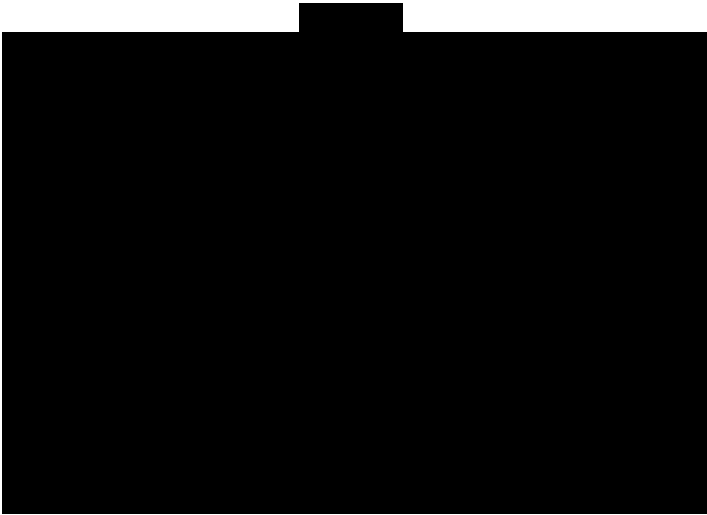
• What is TZG?

Taste Zespri Payments reward growers for producing delicious fruit and help us to keep the premium perception of the Zespri brand. TZG is a value between 0.00 and 1.00 (for all fruit groups except SunGold Conventional and Organic which is between 0.00 and 0.86) assigned to kiwifruit based on dry matter measured from samples. These samples are collected from maturity areas, which are similar areas within an orchard (from a dry matter and fruit maturity perspective) that can comprise of orchard blocks or parts of blocks. Once dry matter has been measured for each fruit in the sample, it is converted into TZG using grade values.

We calculate TZG based on a 90-fruit orchard sample for all varieties, and an additional 60 fruit small size targeted sample for SunGold and Organic SunGold. TZG for SunGold and Organic SunGold is calculated and reported by maturity area and fruit size, whereas other varieties are reported on maturity area level only. TZG forms the basis of grower taste payments.

• How is TZG calculated?

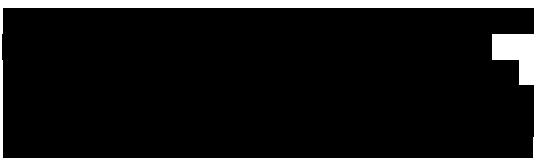
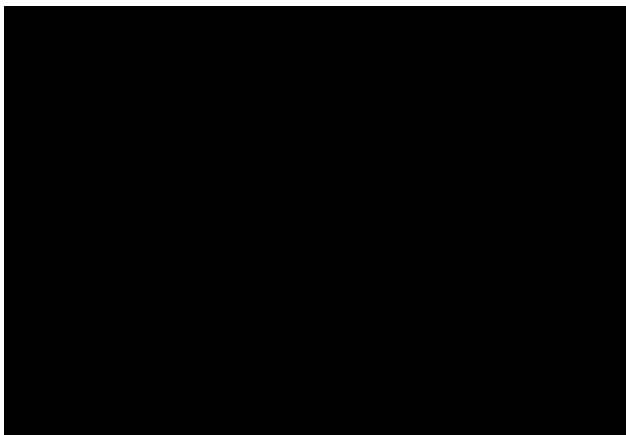
See Green example below for how we calculate TZG using a 90-fruit sample. Each fruit has dry matter measured and assigned to a dry matter grade.



¹ Note: Each variety has different grade values. Please see the Canopy website for more details. The percentage of the sample in the grade is multiplied by the grade value, and these are all added up to give



How is TZG by size calculated for SunGold and Organic SunGold Kiwifruit?



What TZG is used for Taste Zespri Payments?

If more than one sample is collected for a maturity area, the best sample will be used for Taste Zespri Payments. For non-gold varieties the best sample is the sample with the highest TZG. For Zespri SunGold and Organic SunGold Kiwifruit, Zespri calculates which of your clearance

samples gives you the most money when overlaid with your actual submit size profile, so you're always getting the best money.

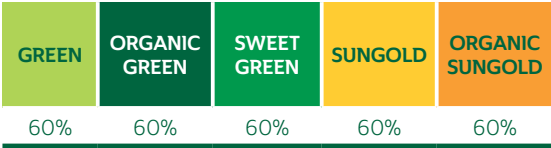
Please note, the dry matter caps for SunGold Kiwifruit sizes 33, 36 and 39 will be removed in 2023.

The submit weighted TZG uses the same calculation, but this time using the actual size profile of your crop at Packing (see table on page 18). Zespri calculates a submit weighted TZG for each of your clearance tests and pays you based on the sample with the highest value, even if it's not the most recent. This also may not be the sample with the highest estimated sample average TZG.

Taste Zespri Payments and Maximum Taste Payment (MTP) Percentages in 2023

The Maximum Taste Payment (MTP) for all fruit groups is 60 percent of the combined fruit plus taste payment.

Maximum Taste Payment (MTP) Percentages in 2023



EXAMPLES

Zespri calculates the MTP. This is used along with your TZG to calculate actual taste payments for your crop. The table below outlines the indicative MTP rates for the 2023 season.

How Zespri calculates the Maximum Taste Payment (MTP)

	GREEN	ORGANIC GREEN	SWEET GREEN	SUNGOLD	ORGANIC SUNGOLD
	\$ per TE	\$ per TE	\$ per TE	\$ per TE	\$ per TE
Total Fruit Payment	\$4.43	\$6.31	\$7.16	\$7.36	\$7.72
+	+	+	+	+	+
Average Taste Payment	\$3.04	\$4.20	\$2.51	\$5.06	\$5.95
=	=	=	=	=	=
Total Fruit Payment including Taste*	\$7.47	\$10.51	\$9.67	\$12.42	\$13.67
x	x	x	x	x	x
Maximum Taste Payment Percentage	60%	60%	60%	60%	60%
= Maximum Taste Payment (MTP)	\$4.48	\$6.30	\$5.80	\$7.45	\$8.20

*Based on November 2022 forecast Fruit Value and Taste Payments. The Taste Zespri programme returns for the 2023 season, with the final 2023 season MTP calculated based on the 2023 season August Forecast Fruit Value and Taste Payments. Refer to page 21 for further detail on Taste Payment timing.

How to calculate your Taste Payment

INSERT YOUR FIGURES HERE					
	GREEN	ORGANIC GREEN	SWEET GREEN	SUNGOLD	ORGANIC SUNGOLD
Your TZG (from your 90-fruit orchard sample)					
x	x	x	x		
Maximum Taste Payment (MTP)	\$4.48	\$6.30	\$5.80		
= Your Taste Payment per tray				See by size table	See by size table
x	x	x	x		
Your FOBS trays					
= Your total Taste Payment					

Example: If you are a Green grower with a TZG of 0.70, your Taste Zespri Payment would be $0.70 \times \$4.48 = \3.14 per tray.

How Zespri calculates our Zespri SunGold and Organic SunGold Kiwifruit Taste Payment and size

SUNGOLD Key: TP = Taste Payment								
Size	16	18	22	25	27	30	33	36
Your TZG *	-	0.82	0.78	0.72	0.68	0.64	0.59	0.52
Multiplied	x	x	x	x	x	x	x	x
Maximum TP	\$745	\$745	\$745	\$745	\$745	\$745	\$745	\$745
= Your TP by Size	\$-	\$6.11	\$5.81	\$5.36	\$5.07	\$4.77	\$4.40	\$3.87
Your FOBS trays by size	-	600	1,500	2,050	3,550	3,700	1,550	1,050
Your TP by Size	\$-	\$3,665	\$8,717	\$10,996	\$17,984	\$17,642	\$6,813	\$4,068

**From your highest gross submit weighted average fruit sample.*

The previous example is based on a grower with 14,000 trays of SunGold Kiwifruit.

To calculate your average Taste Payment per tray:

1. Multiply your Taste Payment for each size by your tray volumes for each size.
2. Add each of these figures together to get your total Taste Payment.
3. Divide your total Taste Payment by your total tray volumes (i.e., for all sizes).

In the SunGold example above, the total Taste Payment is \$69,885, or \$4.99 per tray ($\$69,885 \div 14,000$ trays).

If you had taken several samples, Zespri selects the sample with the highest submit weighted TZG to calculate the payment.

ORGANIC SUNGOLD								
Key: TP = Taste Payment								
Size	16	18	22	25	27	30	33	36
Your TZG *	-	0.85	0.80	0.75	0.73	0.70	0.67	0.63
Multiplied	x	x	x	x	x	x	x	x
MTP	\$8.20	\$8.20	\$8.20	\$8.20	\$8.20	\$8.20	\$8.20	\$8.20
= Your TP by Size	\$-	\$6.97	\$6.56	\$6.15	\$5.99	\$5.74	\$5.49	\$5.17
Your FOBS trays by size	-	450	800	900	1,050	1,500	800	750
Your TP by Size	\$-	\$3,137	\$5,248	\$5,535	\$6,285	\$8,610	\$4,395	\$3,875

* From your highest gross submit weighted average fruit sample.

Taste Payment timing

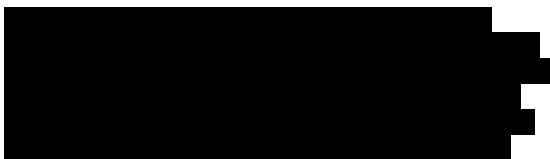
Taste Zespri Payments are paid at FOBS (once fruit is loaded on board a ship).

While we're waiting for a final MTP rate to be set for the season (based on the August 2023 forecast), we use an indicative MTP rate based on the November 2022 forecast, which is generally used until August 2023.

Taste Zespri Payments are made based on the following schedule:

Month	Payment Details
July	Trays loaded to last Sunday of June x indicative rate x 30 percent
August	Trays loaded to last Sunday of July x indicative rate x 60 percent, less July payment
September	Trays loaded to last Sunday of August x final rate x 80 percent, less July and August payments
October	Trays loaded post the last Sunday of August to last Sunday in September x final rate x 80 percent
November	Trays loaded to last Sunday of October x final rate, less July to October payments
December	Trays loaded post the last Sunday of October to last Sunday in November x final rate

KIWISTART PREMIUM



Only Green, Organic Green, SunGold and Organic SunGold Kiwifruit will receive KiwiStart Payments in 2023. For Sweet Green, an early Submit Premium Payment will apply (based on trays submitted). Please note, KiwiStart Payments made during this period are referred to as Period 1 Payments in the Supply Agreement.

KiwiStart standards

To submit fruit into the KiwiStart inventory, growers must ensure their fruit meets certain standards (these standards are detailed in the *Zespri Quality Manual* called 'Standards for Clearance, Storage and Loadout', available on the Canopy website). In 2023, the following criteria will be used to determine suitability for the programme:

- Green and Organic Green Kiwifruit — dry matter threshold, brix fractile and black seeds.
- SunGold and Organic SunGold Kiwifruit — dry matter threshold, colour threshold, and brix fractile.

KiwiStart fruit is required to meet specified market access requirements and will be conditioned using standard procedures such as transporting fruit at elevated temperatures and using ethylene when necessary.

Fruit which can't be managed using this standard procedure (for example, fruit which has grown in adverse conditions) shouldn't be submitted.

Payment timing

50 percent of KiwiStart Payments will be made no later than 15 August 2023, with the balance paid no later than 13 October 2023.

2023 indicative KiwiStart rates

The following tables are based on the November forecast return for all varieties and show the indicative per tray rates for KiwiStart. Finalised rates are published following the August forecast. Rates in the tables below may increase or decrease depending on movement in the finalised inputs.

2023 Indicative Period 1 Rates by size

ZESPRI® GREEN								
ISO Week	Calendar Dates	16/18/22	25/27	30/33	36	39	42	Total Average
Week 11/12	18 Mar - 24 Mar	\$3.10	\$3.09	\$3.08	\$3.10	\$2.33	\$0.00	\$3.10
Week 12/13	25 Mar - 31 Mar	\$2.60	\$2.77	\$2.92	\$2.65	\$1.82	\$0.00	\$2.65
Week 13/14	01 Apr - 08 Apr	\$2.27	\$2.58	\$2.86	\$2.36	\$1.46	\$0.00	\$2.35
Week 14/15	09 Apr - 16 Apr	\$1.86	\$2.22	\$2.52	\$1.96	\$1.12	\$0.00	\$1.95
Week 15/16	17 Apr - 21 Apr	\$1.55	\$1.96	\$2.32	\$1.67	\$0.84	\$0.00	\$1.65
Week 16/17	22 Apr - 28 Apr	\$1.15	\$1.54	\$1.88	\$1.26	\$0.56	\$0.00	\$1.25
Week 17/18	29 Apr - 05 May	\$0.90	\$1.30	\$1.64	\$1.02	\$0.36	\$0.00	\$1.00
Week 19	06 May - 14 May	\$0.59	\$0.83	\$1.05	\$0.66	\$0.25	\$0.00	\$0.65
Week 20	15 May - 19 May	\$0.36	\$0.51	\$0.64	\$0.41	\$0.15	\$0.00	\$0.40

Note: There will be no KiwiStart payment for Green size 42s and a 75 percent per tray rate applies to size 39s (already applied in the rates table).

Note: Week 19 and Week 20 rates may or may not be used depending on seasonal circumstances, and if they are used, will only apply to allocated volumes which are likely to be Mainpack maturity.

ZESPRI® ORGANIC GREEN								
ISO Week	Calendar Dates	16/18/22	25/27	30/33	36	39	42	Total Average
Week 12/13	25 Mar - 31 Mar	\$3.96	\$3.75	\$3.56	\$3.70	\$3.74	\$3.95	\$3.70
Week 13/14	01 Apr - 08 Apr	\$3.19	\$3.20	\$3.21	\$3.20	\$3.20	\$3.19	\$3.20
Week 14/15	09 Apr - 14 Apr	\$2.51	\$2.67	\$2.81	\$2.71	\$2.68	\$2.52	\$2.70
Week 15/16	15 Apr - 21 Apr	\$1.98	\$2.24	\$2.47	\$2.30	\$2.25	\$1.99	\$2.30
Week 16/17	22 Apr - 28 Apr	\$1.46	\$1.78	\$2.06	\$1.86	\$1.80	\$1.47	\$1.85
Week 17/18	29 Apr - 05 May	\$0.96	\$1.28	\$1.56	\$1.36	\$1.29	\$0.97	\$1.35
Week 18/19	06 May - 12 May	\$0.71	\$0.94	\$1.16	\$1.00	\$0.96	\$0.72	\$1.00

Note: Week 18/19 rates may or may not be used depending on seasonal circumstances, and if they are used, will only apply to allocated volumes which are likely to be mainpack maturity.

ZESPRI® SWEET GREEN - Early Supply Premium			
ISO Week	Calendar Dates	Taste Band Y&T Market Access (Spray Diary) Japan OK Rates \$/TE	Non - Japan Rate \$/TE
Week 10/11	11 Mar - 17 Mar	\$1.60	\$0.75
Week 11/12	18 Mar - 24 Mar	\$1.10	\$0.75
Week 12/13	25 Mar - 31 Mar	\$0.75	\$0.75
Week 13/14	01 Apr - 07 Apr	\$0.50	\$0.50
Week 14/15	08 Apr - 14 Apr	\$0.30	\$0.30

Note: Payments are equal by size and based on submit timings.

ZESPRI® SUNGOLD						
ISO Week	Calendar Dates	16/22	25/27	30/33	36	Total Average
Week 10/11	to 14 Mar	\$3.10	\$3.00	\$2.91	\$3.00	\$3.00
Week 11/12	15 Mar - 21 Mar	\$2.54	\$2.50	\$2.46	\$2.50	\$2.50
Week 12/13	22 Mar - 28 Mar	\$1.89	\$2.05	\$2.18	\$2.05	\$2.05
Week 13/14	29 Mar - 04 Apr	\$1.37	\$1.65	\$1.87	\$1.65	\$1.65
Week 14/15	06 Apr - 13 Apr	\$0.94	\$1.25	\$1.50	\$1.25	\$1.25
Week 15/16	14 Apr - 18 Apr	\$0.50	\$0.75	\$0.94	\$0.75	\$0.75

Note: Week 15/16 rates may or may not be used depending on seasonal circumstances, and if they are used, will only apply to allocated volumes which are likely to be mainpack maturity.

ZESPRI® ORGANIC SUNGOLD						
ISO Week	Calendar Dates	16/22	25/27	30/33	36	Total Average
Week 10/11	to 14 Mar	\$3.51	\$3.30	\$3.14	\$3.30	\$3.30
Week 11/12	15 Mar - 21 Mar	\$2.88	\$2.80	\$2.74	\$2.80	\$2.80
Week 12/13	22 Mar - 28 Mar	\$2.14	\$2.35	\$2.51	\$2.35	\$2.35
Week 13/14	29 Mar - 04 Apr	\$1.50	\$1.85	\$2.12	\$1.85	\$1.85
Week 14/15	05 Apr - 11 Apr	\$1.03	\$1.35	\$1.61	\$1.35	\$1.35

KiwiStart example

Grower A submitted Green fruit in week 13/14. What does my supplier get paid (in August) on behalf of my KPIN?

Grower A tray volumes:

WEEK 13/14 TRAYS									
Size	18	22	25	27	30	33	36	39	Total
	200	2,000	2,300	2,300	2,400	2,200	1,900	1,000	14,300
Green Indicative KiwiStart Rates Week 13/14 (01 Apr - 08 Apr)									
Size	18/22	25/27	30/33	36	39	Total average			
	\$2.27	\$2.58	\$2.86	\$2.36	\$1.46	\$2.35			
50 percent of KiwiStart entitlement is paid in August									
Size	18	22	25	27	30	33	36	39	Total
Paid Aug 2023	\$227	\$2,270	\$2,967	\$2,967	\$3,432	\$3,146	\$2,242	\$730	\$17,981

Payment of \$17,981 would be paid in August on behalf of Grower A's submit if all KiwiStart criteria had been met.

2023 finalised KiwiStart rates

Final season rates are updated and paid to growers based on the following values:

- August 2023 forecast fruit return
- August 2023 forecast payment ratios
- August 2023 forecast maximum taste payment (MTP)

The total average rate for each week consists of the Fruit Payment (by size) and Taste Zespri Payment.

[REDACTED]

[REDACTED]

| [REDACTED]

| [REDACTED]

| [REDACTED]

| [REDACTED]

| [REDACTED]

| [REDACTED]

[REDACTED]

[REDACTED]

SUPPLIER ACCOUNTABILITY

[REDACTED]

| [REDACTED]

| [REDACTED]



Service **PAYMENTS**

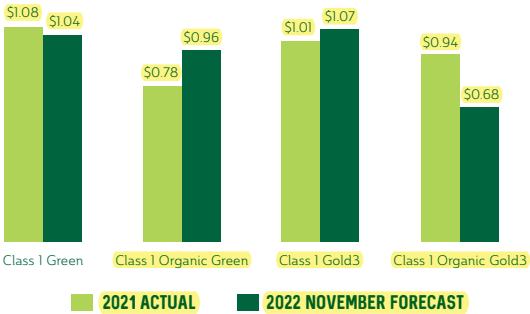
Service Payments include Time Payments and Pack Payments (see page 8 for Grower Payments structure diagram)

TIME PAYMENTS



Time payments are generally made by the 15th of every month for fruit shipped by the end of the month prior. The graph below outlines the full-season average time payment made to supply entities over the past two seasons by pool:

AVERAGE TIME PAYMENTS PAID



Key influences on Time Payments include:

- █ [Redacted]
- █ [Redacted]
- █ [Redacted]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

PACK PAYMENTS

Pack Payments, also referred to as Pack Differential, forms part of the SCM and compensates for the differential cost of packing services carried out for each variety (being packed, cooled, delivered to wharf and stowed FOB). Pack payments are made weekly until the end of June and then by the 15th of every month for fruit shipped by the end of the month prior from July onwards.

[REDACTED]

Zespri Green and Zespri Organic Green	ENMB
Zespri Sweet Green	ENML
Zespri SunGold and Zespri Organic SunGold	ENML
Zespri RubyRed™	ENML

Please refer to the glossary for definitions.



Other **PAYMENTS**

LOYALTY PAYMENTS

Our Loyalty Contract is a grower initiative where growers are paid for entering a rolling contract with Zespri,

[REDACTED]

Eligibility for Loyalty Payments

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

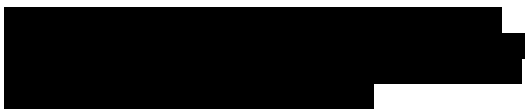
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SERVICE LEVEL AGREEMENTS (SLA)

SLAs are contracted agreements between Zespri and registered suppliers for services during the season which help to deliver top-class kiwifruit (with specific attributes) in a timely manner to market. A specific rate is generally set out in the agreement and paid at the end of the programme to registered suppliers.

NON-STANDARD SUPPLY (NSS) AND CLASS 2

NSS and Class 2 Supply is fruit outside the Zespri Class 1 specification because of size or external appearance. We purchase NSS fruit by way of SLA depending on market demand and the ability to provide commercially viable returns to growers.



Submit Payments are paid when fruit is loaded out at FOBS by post-harvest. A rate of \$1.40 per tray for Class 2 fruit is paid. A rate of \$1.60 per tray for NSS fruit is paid.

Class 2 and NSS Progress Payments are paid when fruit is loaded out at FOBS. Progress Payments are paid in September, November, February, with the final Progress Payment calculated and paid by the end of the first full week of June after finalising the season return. There are no incentives paid on NSS with the market return less costs instead reflected in the fruit return.

GLOSSARY

CK	Conventional (not organic)
DM	Dry Matter
ECPI	Export Consignment Product Inspections
ENIT	Euro Normal International Tray
ENMB	Euro Normal Modular Bulk
ENML	Euro Normal Modular Loose
FOBS	Free On Board, Stowed (i.e. when fruit is shipped)
IAC	Industry Advisory Council
ISG	Industry Supply Group
KISP	Kiwifruit Industry Strategy Project
KPIN	Kiwifruit Property Identification Number
KVH	Kiwifruit Vine Health Incorporated
MTP	Maximum Taste Payment
MTS	Minimum Taste Standard
NSS	Non-Standard Supply
NZKGI	New Zealand Kiwifruit Growers Incorporated
OB	Organic
OGR	Orchard Gate Return
SCM	Standard Cost Model
SLA	Service Level Agreement
TE	Tray Equivalent
TZG	Taste Zespri Grade
Canopy website	canopy.zespri.com

All growers are encouraged to understand the payment system of Zespri and their post-harvest operator (supply entity). There are online tools available on Canopy and questions can be directed to the Zespri Grower Liaison Managers or the Zespri Grower Support Services.

QUESTIONS

If you have further questions, please contact a member of the Zespri Grower Support Services team or a Grower Liaison Manager:

Freephone: **0800 155 355**

Email: **contact.canopy@zespri.com**

MORE INFORMATION

Zespri Payment Reports are available at Canopy (canopy.zespri.com) under 'Zespri & The Kiwifruit Industry' > Tools & Calculators > Tools & Systems > Payment & Inventory Reports > Zespri Payment Reporting. Personalised inventory and taste reports that allow comparisons at an industry or regional level can be found on Canopy via the Industry Portal.

Growers may be contracted into the Loyalty Agreement under an Agency Agreement that Zespri holds with their Registered Supplier. To understand more about Agency Agreements growers should contact the Grower Support Services team or talk to your post-harvest facility.





canopy.zespri.com

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