

Zespri Group Limited is required to publicly disclose the following information by 30 June 2023 under regulation 14(3) and (4) of the Kiwifruit Export Regulations 1999. The information will also be included in the Special Purpose Financial Statements disclosed in July 2023:

New Zealand Registered Number of Suppliers

	2023	2022	2021
Number of Suppliers	13	13	15
Trays Supplied	165,845,413	179,669,142	159,615,124

New Zealand-grown Kiwifruit Supplier Return Analysis

The allocation of revenue and cost between Pools and Corporate (non-pool) is based on the Annual Supply Agreement between Zespri Group Limited and Suppliers. The allocation between pools is applied as follows:

- Sales are directly allocated to individual pools.
- Where expenses are directly attributable to one pool, they are allocated to that pool.
- Where expenses relate to more than one pool, amounts are allocated to pools based on allocation methods disclosed and agreed annually with the 'Industry Advisory Council' ('IAC'), captured in the Pool Policy Manual.