

**2020 INDICATIVE Period 1 Rates by size (note rates will be updated after the 2020 August forecast)**

ZESPRI® GREEN Kiwifruit								
ISO Week	Calendar Dates	16/18/22	25/27	30/33	36	39	42	Total Average
Week 12/13	21-Mar - 25-Mar	\$3.06	\$3.49	\$3.84	\$3.27	\$2.08	\$0.00	<b>\$3.24</b>
Week 12/13	26-Mar - 27-Mar	\$1.93	\$2.61	\$3.19	\$2.13	\$0.93	\$0.00	<b>\$2.10</b>
Week 13/14	28-Mar - 03-Apr	\$1.38	\$1.86	\$2.27	\$1.52	\$0.66	\$0.00	<b>\$1.50</b>
Week 14/15	04-Apr - 10-Apr	\$0.91	\$1.22	\$1.49	\$1.00	\$0.44	\$0.00	<b>\$0.99</b>
Week 15/16	11-Apr - 17-Apr	\$0.53	\$0.71	\$0.86	\$0.59	\$0.27	\$0.00	<b>\$0.58</b>
Week 16/17	18-Apr - 24-Apr	\$0.43	\$0.56	\$0.68	\$0.47	\$0.22	\$0.00	<b>\$0.46</b>
Week 17/18	25-Apr - 01-May	\$0.28	\$0.37	\$0.45	\$0.30	\$0.14	\$0.00	<b>\$0.30</b>
Week 18/19	02-May - 10-May	\$0.28	\$0.37	\$0.45	\$0.30	\$0.14	\$0.00	<b>\$0.30</b>

ZESPRI® GREEN Organic Kiwifruit								
ISO Week	Calendar Dates	16/18/22	25/27	30/33	36	39	42	Total Average
Week 13/14	28-Mar - 03-Apr	\$1.95	\$2.46	\$2.92	\$2.59	\$2.49	\$1.96	\$2.58
Week 14/15	04-Apr - 10-Apr	\$1.41	\$1.78	\$2.12	\$1.88	\$1.81	\$1.42	\$1.87
Week 15/16	11-Apr - 17-Apr	\$0.94	\$1.19	\$1.41	\$1.25	\$1.20	\$0.95	\$1.25
Week 16/17	18-Apr - 24-Apr	\$0.55	\$0.69	\$0.82	\$0.73	\$0.70	\$0.55	\$0.73
Week 17/18	25-Apr - 01-May	\$0.24	\$0.30	\$0.35	\$0.31	\$0.30	\$0.24	\$0.31
Week 18/19	02-May - 10-May	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

ZESPRI® SUNGOLD Kiwifruit								
ISO Week	Calendar Dates	16/22	25/27	30/33	36	39	Total Average	Comments
Week 11/12	14-Mar - 18-Mar	\$3.75	\$3.88	\$3.98	\$3.88	\$3.77	<b>\$3.88</b>	Paid for passed samples collected up to Sunday 15 March - <b>MUST be packed by midnight Wed 18 March</b>
Week 12/13	18-Mar - 25-Mar	\$2.75	\$2.86	\$2.93	\$2.86	\$2.77	<b>\$2.85</b>	Paid for passed samples collected up to Sunday 22 March to a max of industry share of 8m TEs - <b>MUST be packed by midnight Thurs 26 March</b>
Week 13	26-Mar	\$0.90	\$1.09	\$1.24	\$1.09	\$0.90	<b>\$1.09</b>	<b>Cutoff extended out to midnight Thursday 2 April</b>
Week 13/14	27-Mar - 2-Apr	\$0.55	\$0.65	\$0.74	\$0.65	\$0.55	<b>\$0.65</b>	

ZESPRI® SUNGOLD Organic Kiwifruit								
ISO Week	Calendar Dates	16/22	25/27	30/33	36	39	Total Average	
Week 12	18-Mar - 20-Mar	\$3.90	\$4.00	\$4.09	\$4.00	\$3.89	<b>\$4.00</b>	
Week 12/13	21-Mar - 24-Mar	\$0.99	\$1.20	\$1.36	\$1.20	\$0.99	<b>\$1.20</b>	
Week 13/14	25-Mar - 31-Mar	\$0.77	\$0.93	\$1.06	\$0.93	\$0.77	<b>\$0.93</b>	
Week 14/15	1-Apr - 7-Apr	\$0.42	\$0.50	\$0.57	\$0.50	\$0.42	<b>\$0.50</b>	

**ZESPRI® SWEEGREEN Kiwifruit - EARLY SUPPLY PREMIUM**

ISO Week	Calendar Dates	Taste Band Y&T Market Access (Spray Diary) Japan OK Rates \$/TE	Non-Japan Rate \$/TE
Week 11/12	14-Mar - 20-Mar	\$1.60	\$0.75
Week 12/13	21-Mar - 27-Mar	\$1.10	\$0.75
Week 13/14	28-Mar - 03-Apr	\$0.75	\$0.75
Week 14/15	04-Apr - 10-Apr	\$0.50	\$0.50
Week 15/16	11-Apr - 17-Apr	\$0.30	\$0.30

SweetGreen: If all submit prior to 28 Mar is based on a Eurofins clearance (which will have a DM result) rates will remain the same. However if there is submit prior to 28 Mar with no DM result these rate may have to be reviewed, as cannot differentiate Y/T volume from M. Note that the market access requirement for the Japan OK Rates does not include lines that are excluded by pest finds. Payments are equal by size and based on submit timings.