Kiwifruit Quota Management System – India

APPLICATION GUIDELINES For New Zealand Exporters

20 November 2026

- This guide outlines how the Kiwifruit Quota Management System for India will operate, how exporters can make an application, how the application is assessed, and how the quota is allocated. It also details the application timetable and applicable fees.

- The full regulatory text detailing the legislative framework for India Quota Management System can be read in Part 4 of the India Free Trade Agreement Legislation Amendment Act and the India Export Quotas (Kiwifruit Quota Management System) Regulations 2026.

- If you have additional questions on the India Quota Management System, please contact KNZ on admin@knz.co.nz or by calling the KNZ office on +64 (07) 572 3685.

Summary of India Quota Management System process

Registration period – 2-16 November 2026

Application period – 7-21 December 2026

Quota Allocation

Yes

Applicant exports Kiwifruit and applies for an export certificate for each shipment within the quota period

No

Applicant may seek a review of the decision not to grant Quota allocation or as to the amount of the allocated to the applicant

Review panel reviews and either confirms the decision, or decides the decision was incorrect, and changes the amount of quota allocated to the applicant or any other applicant. If an exporter doesn't use all quota by June 15, they must hand it back to the quota manager for reallocation.

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Kiwifruit
New Zealand

SECTION A

What is the India Quota Management System?

Although Zespri is authorised as the sole exporter of New Zealand grown kiwifruit internationally (other than to Australia for consumption), KNZ may approve other individuals to export New Zealand grown kiwifruit in collaboration with Zespri. This is called a collaborative marketing arrangement ('CM Arrangement'). * *Note 1*
If an Exporter is approved to export New Zealand grown kiwifruit from New Zealand to India under a CM arrangement, then they may also apply for quota under the India Quota Management System.

To be eligible for the India Quota Management System, an exporter must

- Hold a New Zealand Business Number
- Have registered for the quota management system with the quota manager (KNZ)
- Hold a Collaborative Marketing Approval issued under Part 4 of the Kiwifruit Export Regulations 1999

Zespri is entitled to apply for kiwifruit quota allocation for a quota year despite not holding a collaborative marketing approval.

There are two India Quota pools available in each quota year:

1. The new collaborative marketer quota pool (the NCMQP) which must be 2.5% of the total kiwifruit quota for the quota year.
2. The main quota pool (MQP) which must be 97.5% of the total kiwifruit quota for the quota year

To be eligible for the NCMQP an exporter must not have exported kiwifruit to India in more than 2 of the 3 calendar years immediately preceding the quota year.

To be eligible for the MQP an exporter must have exported kiwifruit to India in each of the three calendar years immediately preceding the quota year.

Note 1: Regulations 24 & 25 of The Kiwifruit Export Regulations 1999

SECTION B

How to Make an Application

If an exporter intends to apply for quota, it must register with the KNZ before making an application by providing the following details on the KNZ website.

- The exporter’s registered name under the Companies Act 1993; and
- The exporter’s New Zealand Business Number; and
- The exporter’s contact details, including the exporter’s
    - Email address
    - Postal address
    - Phone number

Exporters who register with KNZ will be notified of the application period and be provided a link to complete an application.

An exporter that applies for Kiwifruit quota allocation must not apply for kiwifruit quota allocation for an amount that is greater than the amount specified in the exporter's collaborative marketing approval.

SECTION D

Decision Process

KNZ will allocate the quota based on the methodology set out in the India Export Quotas (Kiwifruit Quota Management System) Regulations 2026

New Collaborative Marketer Quota Pool (NCMQP) allocation: Applications are assessed against the eligibility criteria and, where total demand does not exceed available NCMQP quota, allocations are made based on the amount sought and the applicant's approved collaborative marketing volume. Unused quota may be deducted for applicants who failed to return quota in the previous year, unless exceptional circumstances apply. Where demand exceeds available NCMQP quota, allocations are calculated in accordance with Schedule 2. Any unallocated NCMQP quota is transferred to the MQP.

Main Quota Pool (MQP) allocation: Eligible applications are assessed after the NCMQP. Where demand does not exceed available MQP quota, Zespri receives the amount sought, with other applicants allocated the lesser of the amount sought or their approved collaborative marketing volume. Any remaining quota is transferred to the final quota pool. Where demand is in excess of the available MQP quota, applicants will be allocated based on their average annual kiwifruit exports to India over the 3 years immediately preceding the relevant quota year.

Final Quota Pool (FQP) allocation: Returned quota is added to the FQP. Exporters may apply for FQP quota when applying for an export certificate, regardless of whether they hold unused NCMQP or MQP quota. Allocations are made at the time the export certificate is issued and must not exceed the exporter's approved collaborative marketing volume. FQP allocations are provisional until confirmed following the applicable review process.

The full methodology for allocating the quota can be found at India Export Quotas (Kiwifruit Quota Management System) Regulations 2026 | New Zealand Legislation

Review Process

An applicant who is not satisfied with a decision of the quota manager (the decision) not to grant a quota allocation to the application, or the amount of the quota allocated to the applicant, may apply for a review of the decision.
The applicant must apply in writing to the quota manager no later than 20 working days after the applicant receives notice of the provisional decision.

KNZ will appoint a panel from a previously established review committee to review the decision. The review committee may decide the decision is correct and confirm the decision, or that the decision is incorrect and change the amount of kiwifruit quota allocated to the applicant, or to any other applicant, as a result. KNZ will then advise the final decision within 15 working days from the final date by which an applicant may seek a review.

SECTION D

Timetable

The following dates apply to the 2027 quota year

Table 1 – India Quota Management System Timetable.

28 November 2026	Collaborative Marketing Decisions advised to exporters
2-16 November 2026	Registrations open
7 December 2026	Applications open
21 December 2026	Applications close
15 January 2027 (no later than)	Provisional kiwifruit quota allocation for NCMQP and MQP
16 February 2027	Final date by which an applicant may seek a review of the provisional allocation (20 working days)
8 March 2027	Final decision following review by Review Committee (15 working days)
15 July 2027 (no later than)	Date to return any unused quota allocation

This timetable may be modified by KNZ upon notice if it deems necessary

SECTION F

Fees

Table 2 – India Quota Management System fees for exporters

Application fee for quota allocation *(includes a component for monitoring and administration)*	$5,000 per application
A tonne of quota allocation for each exporter	$8.00 per metric tonne
An export certificate issued by KNZ	$100 per certificate

All fees are expressed in NZD and exclusive of GST

Payment Terms

The application fee will be invoiced and is payable by 20th of the month after application.

The quota allocation fee will be invoiced when the allocation is made and will be payable;

- 20% by the 20th of the month after allocation
- 40% by the 20th of April
- 40% by the 20th of June

Export certificates will be invoiced monthly and due by 20th of the following month.

At the end of the financial year, if the fees paid to KNZ do not cover the costs to administer the quota, KNZ may invoice exporters for the shortfall and must notify each affected quota holder of the additional amount payable.

If fees paid to KNZ exceed the cost to administer the quota, KNZ may rebate the quota holders based on the tonnes of kiwifruit exported under the quota in that quota year.

SECTION F

General

Confidential or commercially sensitive information

If an applicant provides confidential or commercially sensitive information in the application process, the applicant can make a request to KNZ for restrictions or conditions on the disclosure of such information to any third party.

Official Information Act 1982

KNZ is subject to the Official Information Act 1982 (OIA). The OIA gives certain individuals the right to request official information held by KNZ and sets out the rules for how KNZ should handle such requests.

An OIA request may include a request for information relating to India Quota and information provided in an application or report. In such circumstances, KNZ will consult with the quota holder, and Zespri (where appropriate), and take into consideration any privacy, confidentiality, or commercial concerns.

Audit and Compliance

KNZ may, at its sole discretion, review, inspect or audit a quota holder's compliance with the India Free Trade Agreement, and the India Export Quotas (Kiwifruit Quota Management System) Regulations 2026.