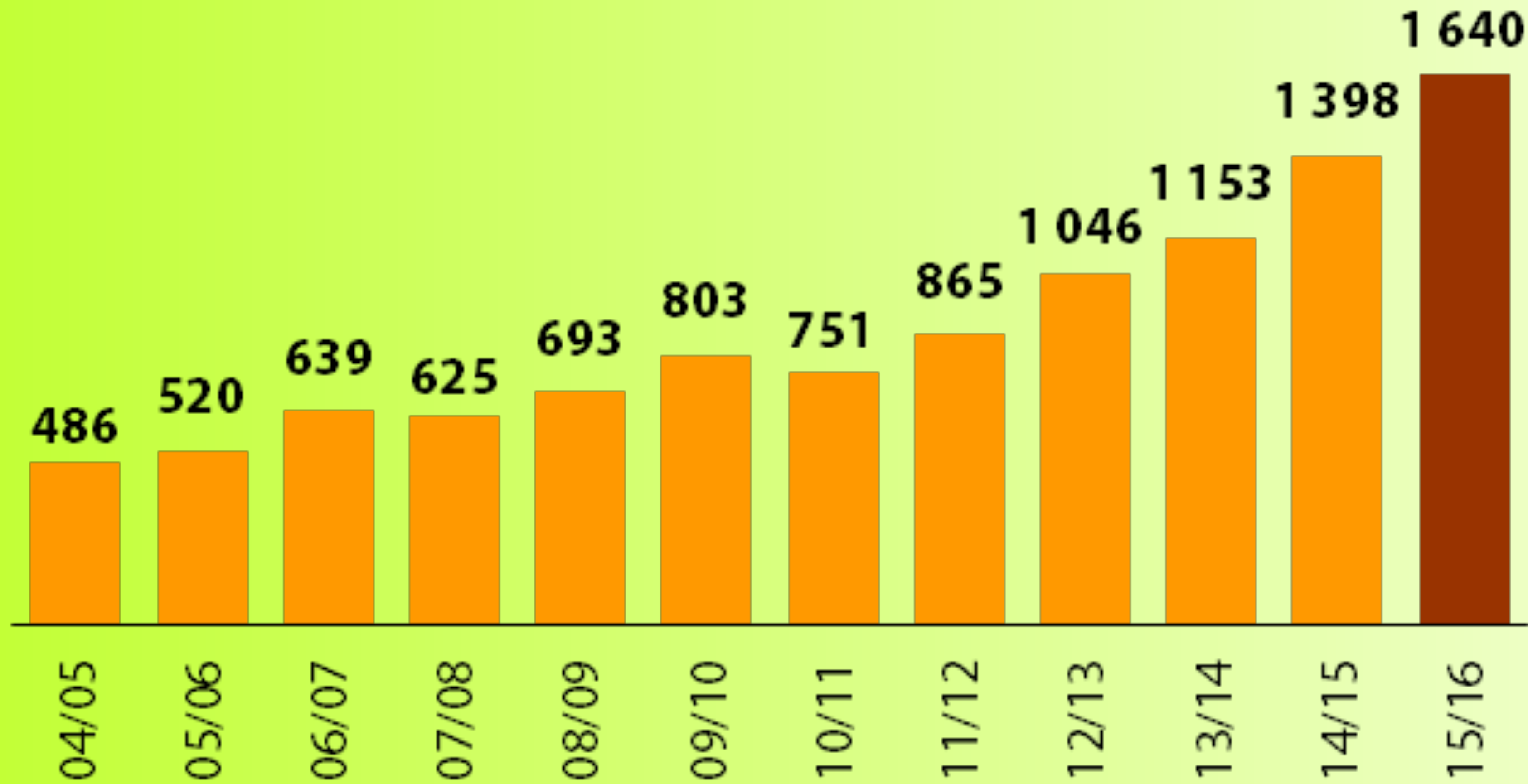


Avocado and mango in UE

May 2018

Avocado - Evolution of world trade

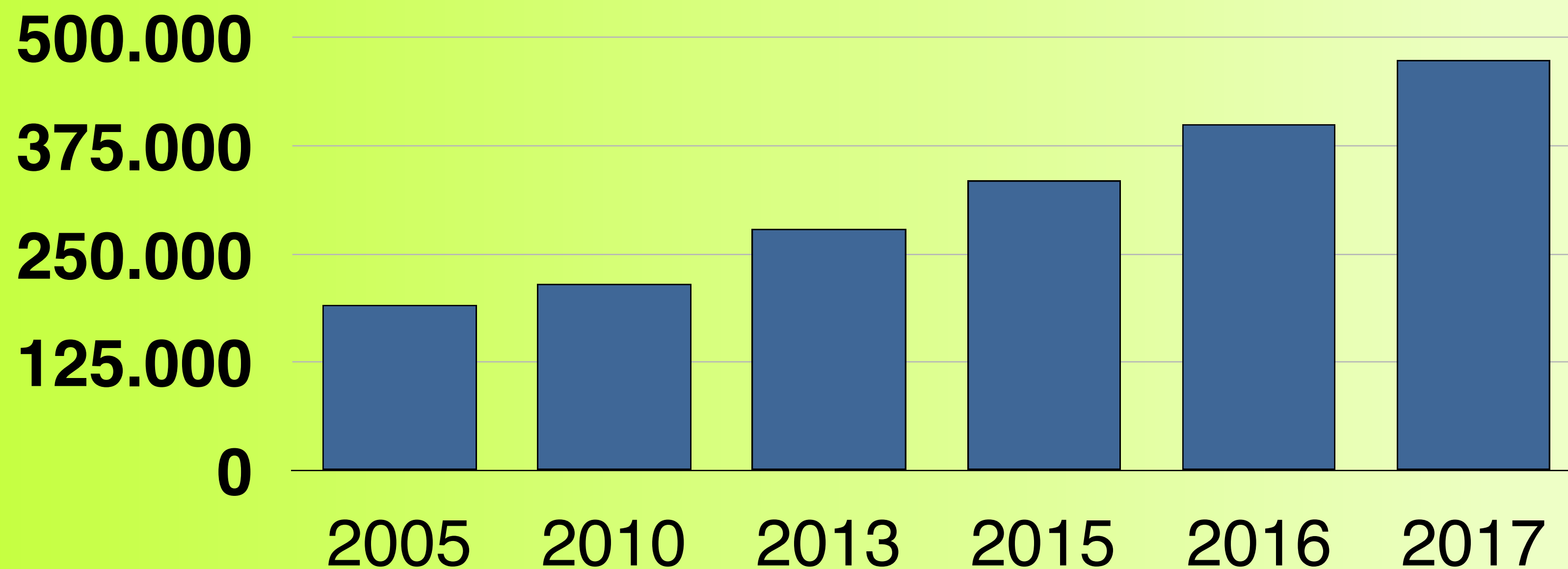
(000 tonnes/ professional sources, Customs, Comtrade)



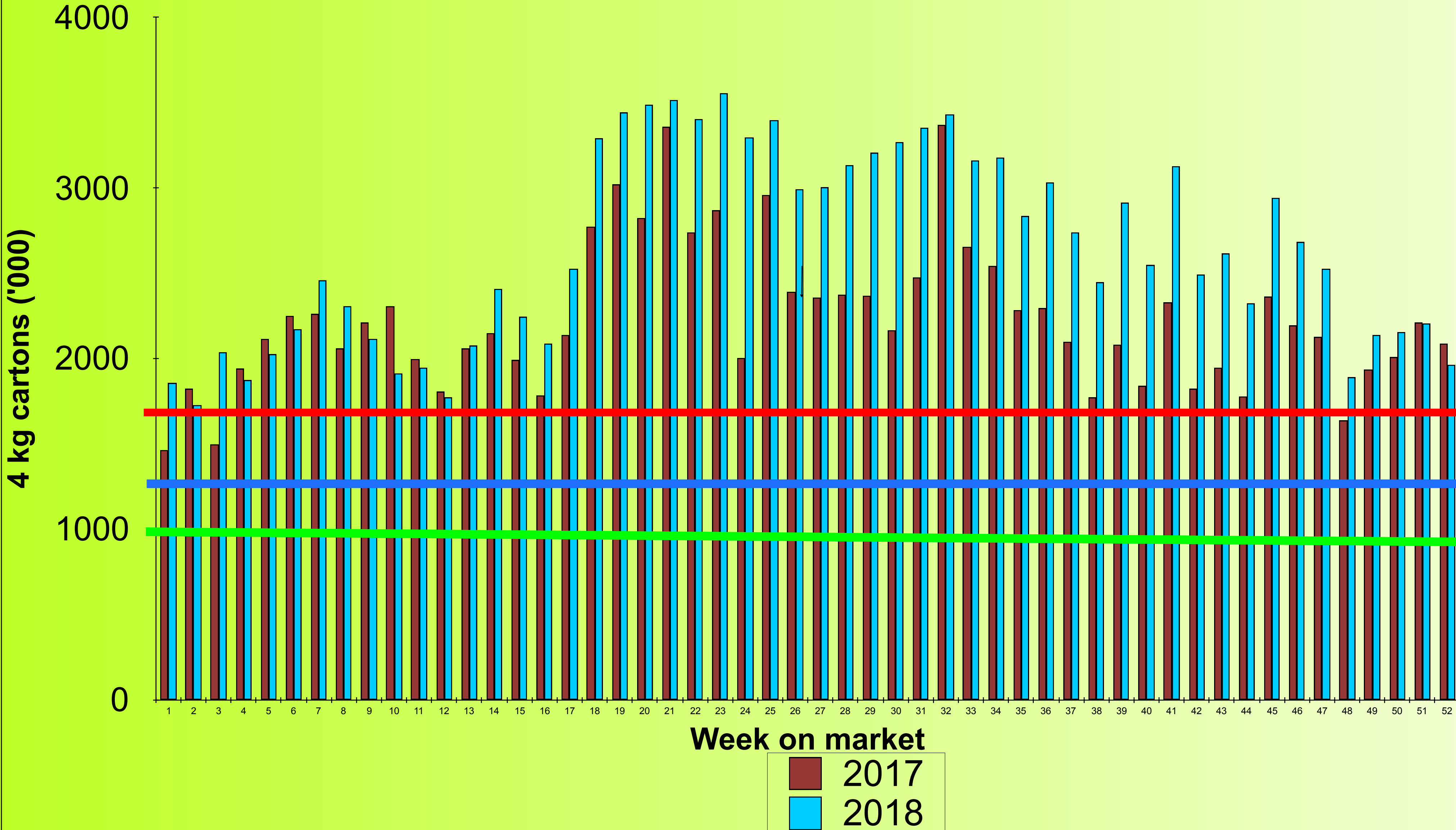
- More than a million tons in 10 years

European AVOCADO market

Consumption	2005	2010	2013	2015	2016	2017
Total	191.866	216.021	279.434	334.800	399.312	486.604
		12,6 %	29,4 %	19,8 %	19,3 %	21,9 %
UE production					50.000	65.000



Comparison of 2017 and 2018 total avocado supply to the EU (updated 30/3/2018)



It was my worry in Dec. 2011

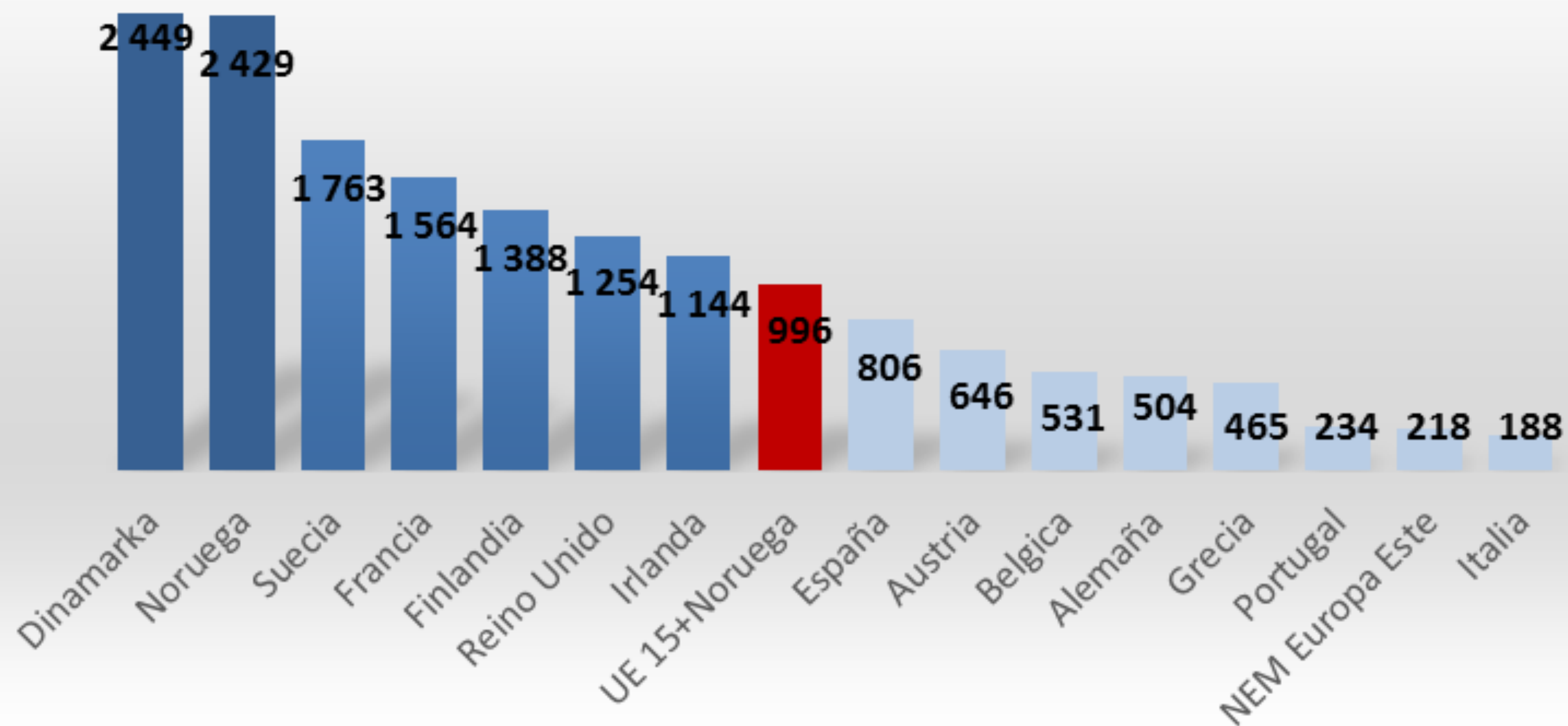
??? Consumption 2012 -14 ???

Consumption 2009

Consumption 2002

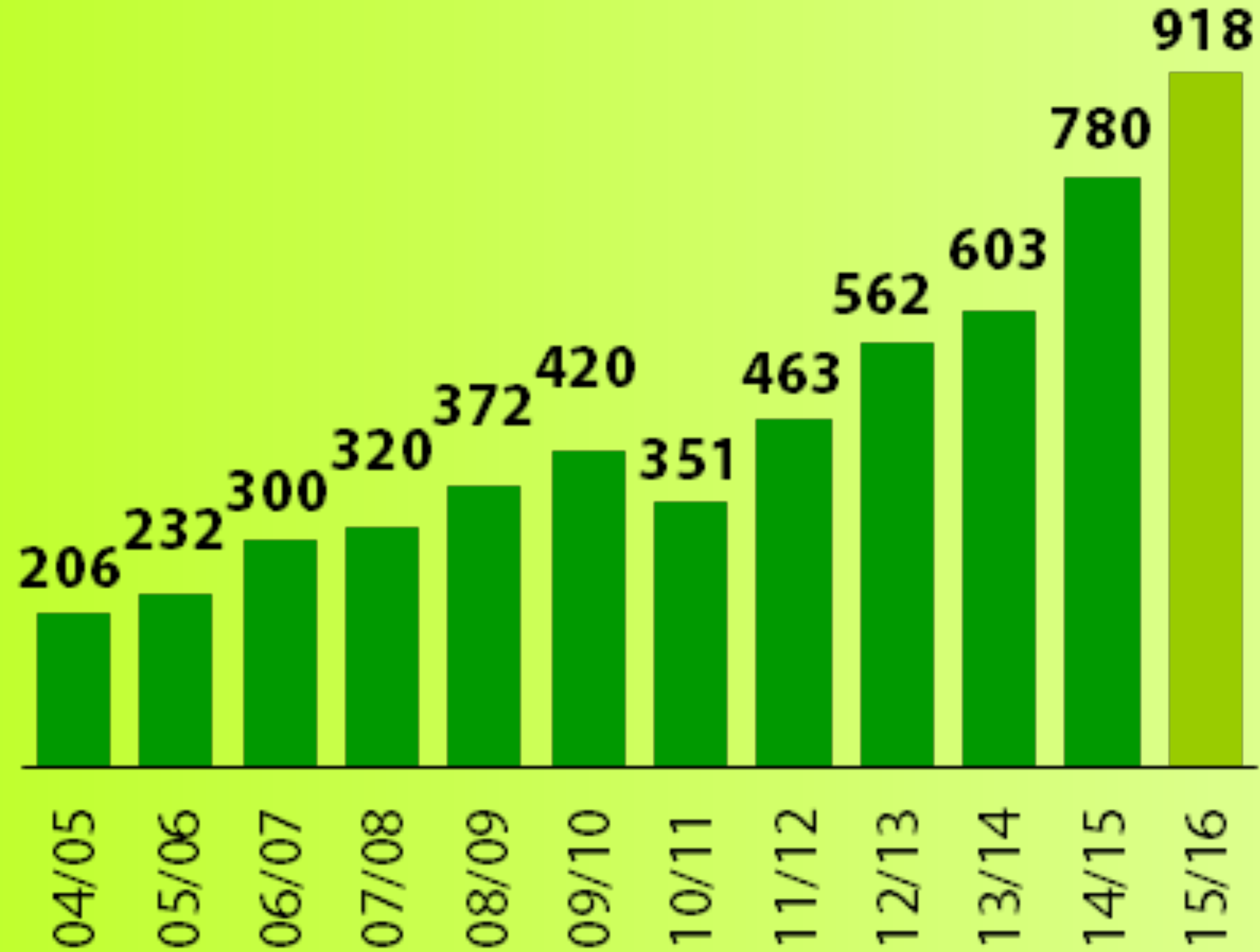
Consumo per capita - UE28

Eurostat - kg/capit/año

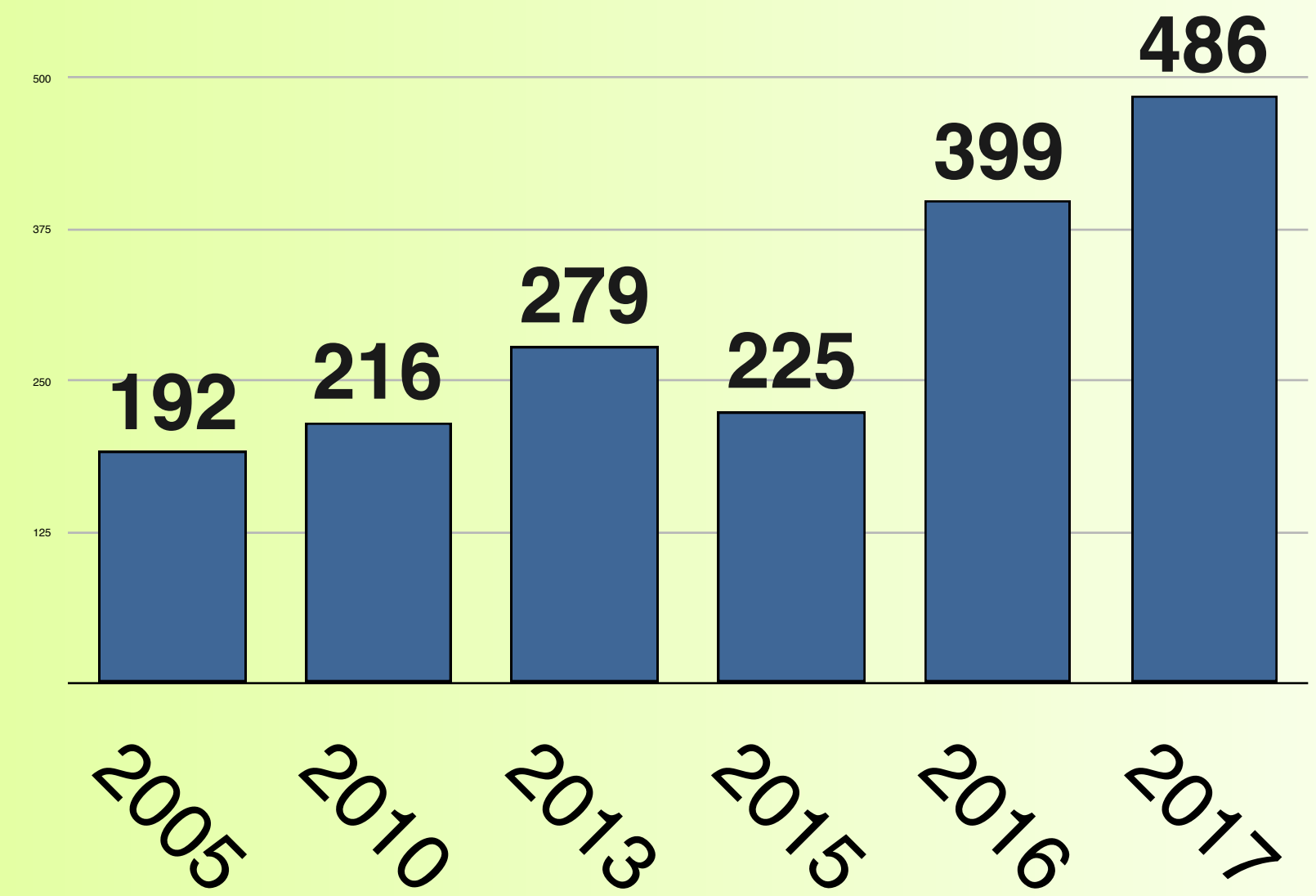


CONSUMPTION

USA

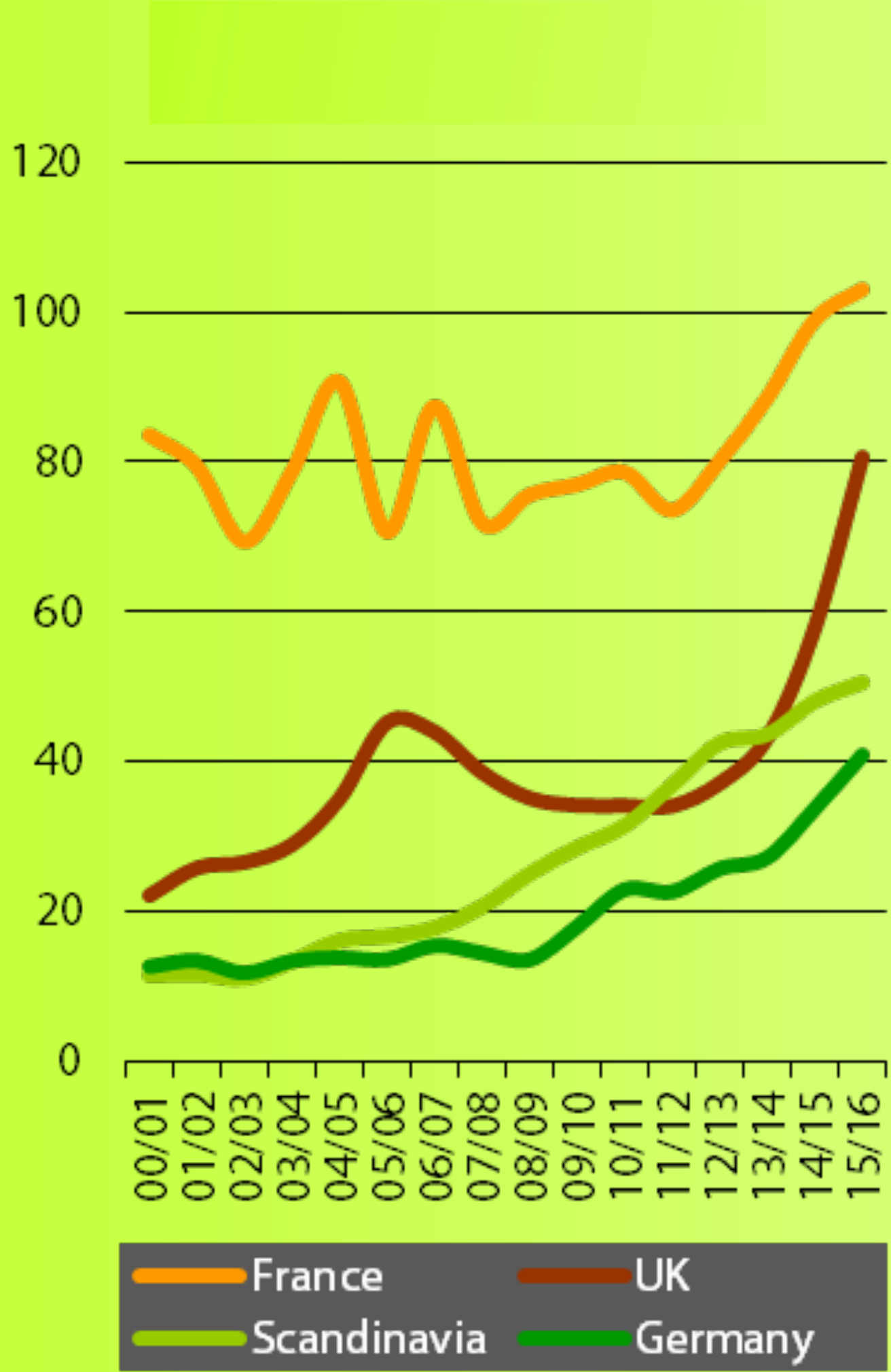


EUROPEAN UNION



Ready to eat Hass increases the consumption in markets with high capacity

Avocado - EU-28 - Main markets consumption

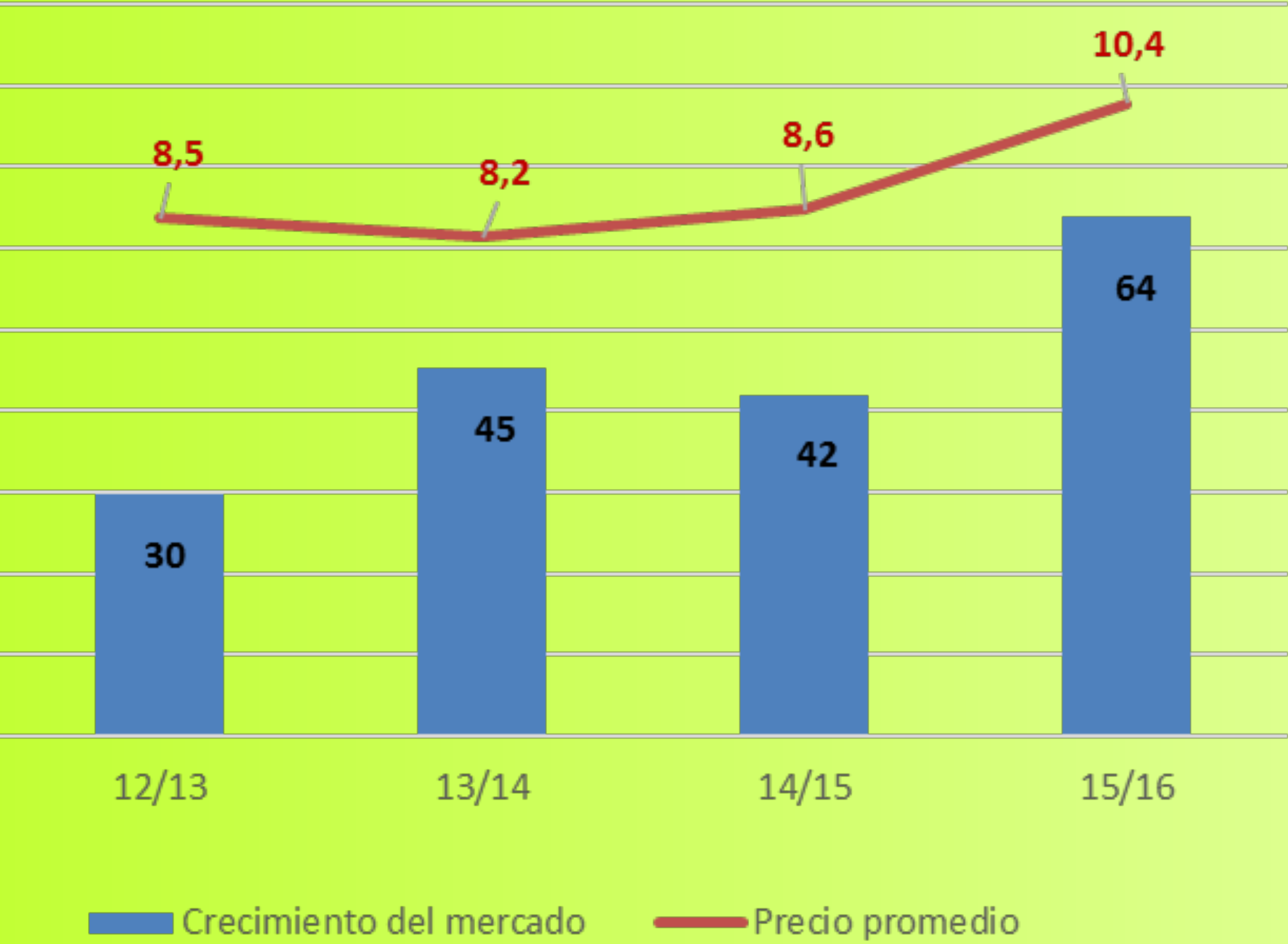


Rotation and quality make the sales raise

- Ready to eat Hass replaces green skin varieties and “classic” Hass

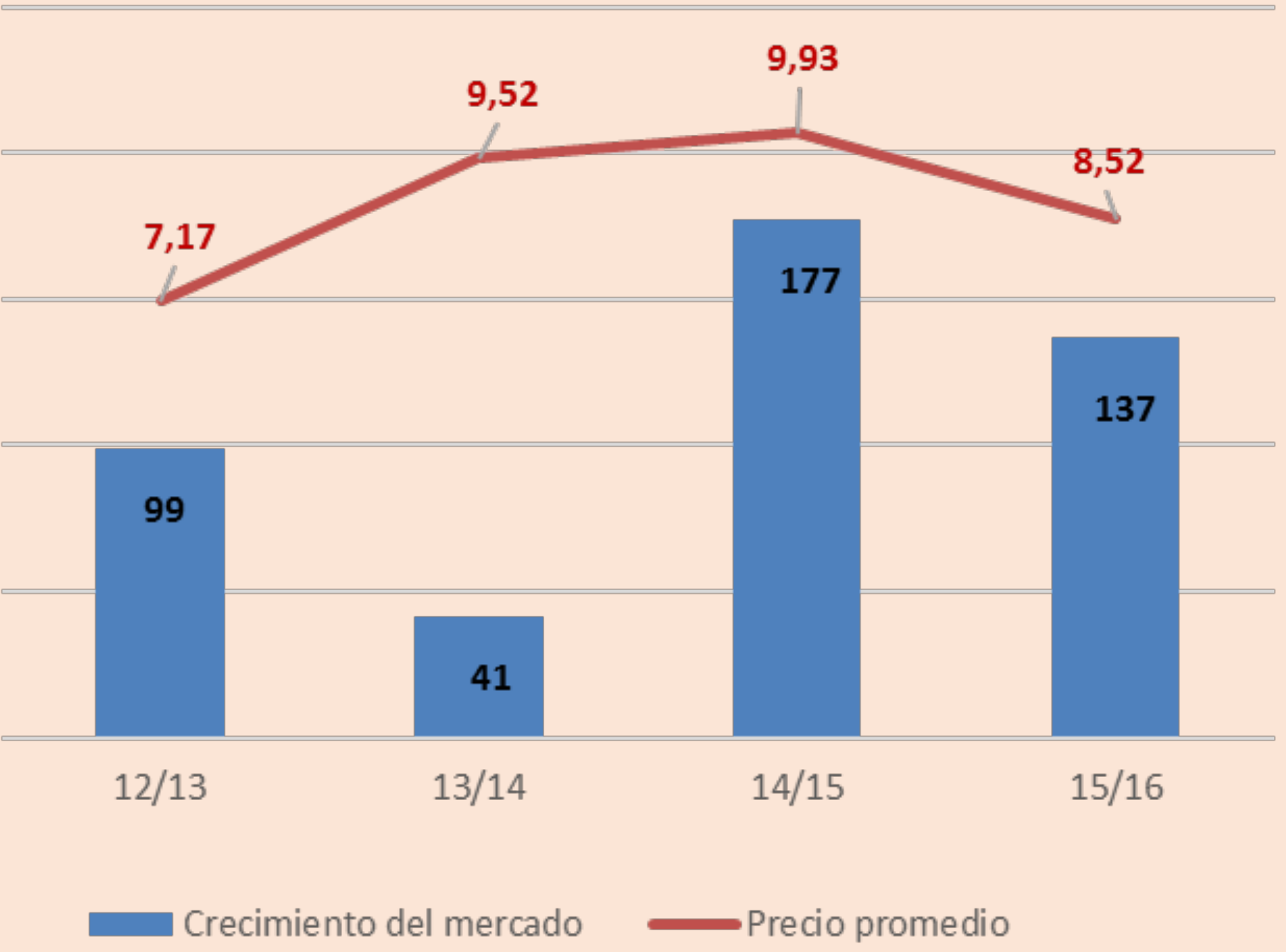
FUTURE OF THE UE MARKET

UE 28 : crecimiento del mercado / precio promedio
1000 t - euros/caja 4 kg- F. Prof.



+

USA: crecimiento del mercado / precio promedio
1000 t - euros/caja 4kg - F. Prof.



- **UE 28 : GROWING**

+30/64 000 tons increasing per year
Prices raising up

- **USA: un despegue de los volúmenes con precios sostenidos**
+100/180 000 t por año (promedio 140 000 t)

AVOCADO production in EUROPE

Spain

Area : 10.000 Hects
6.000 tons / Hect



Spanish production area

Canary Islands
12%

5% 80% 3%

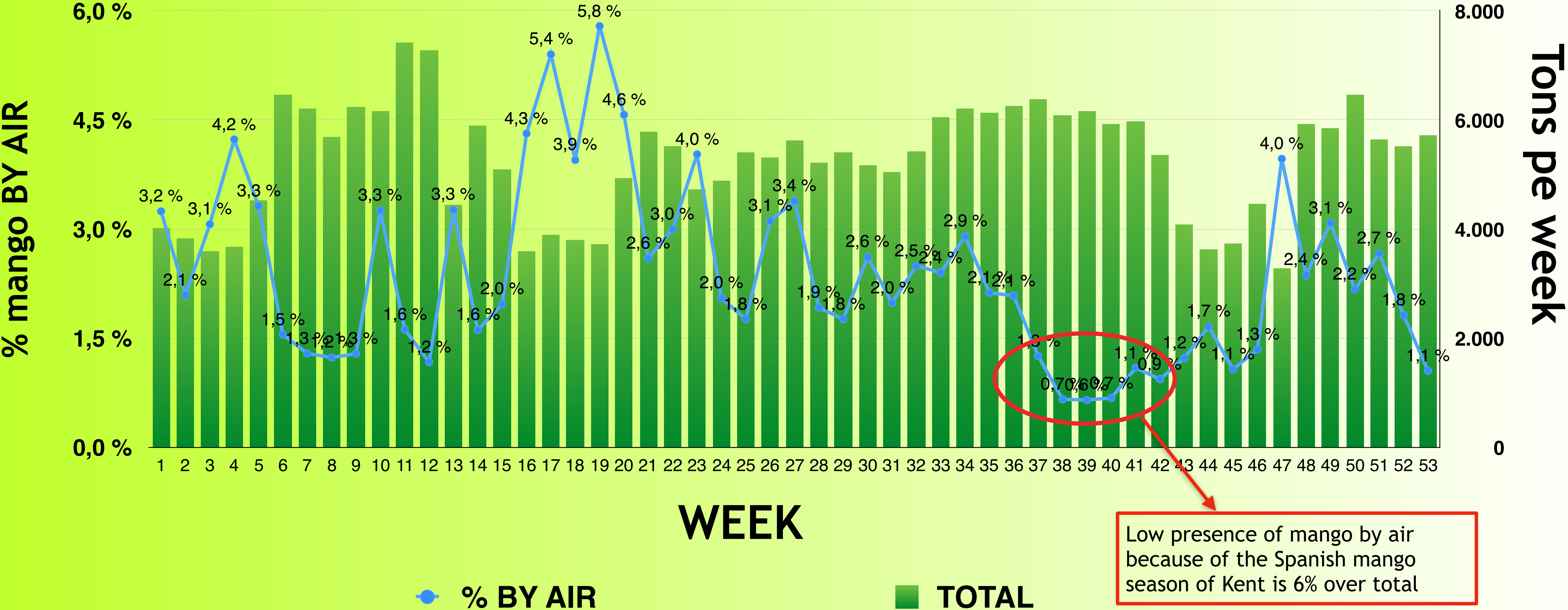
Climate requirements:
 $T^a > 0^\circ$

Italy, 260 Hects
(200 Hects in Sicily)

Greece, 1000 Hects, 4.500 tons

85% HASS

MANGO PER WEEK



Suppliers of UE MANGO market

Tabla 1

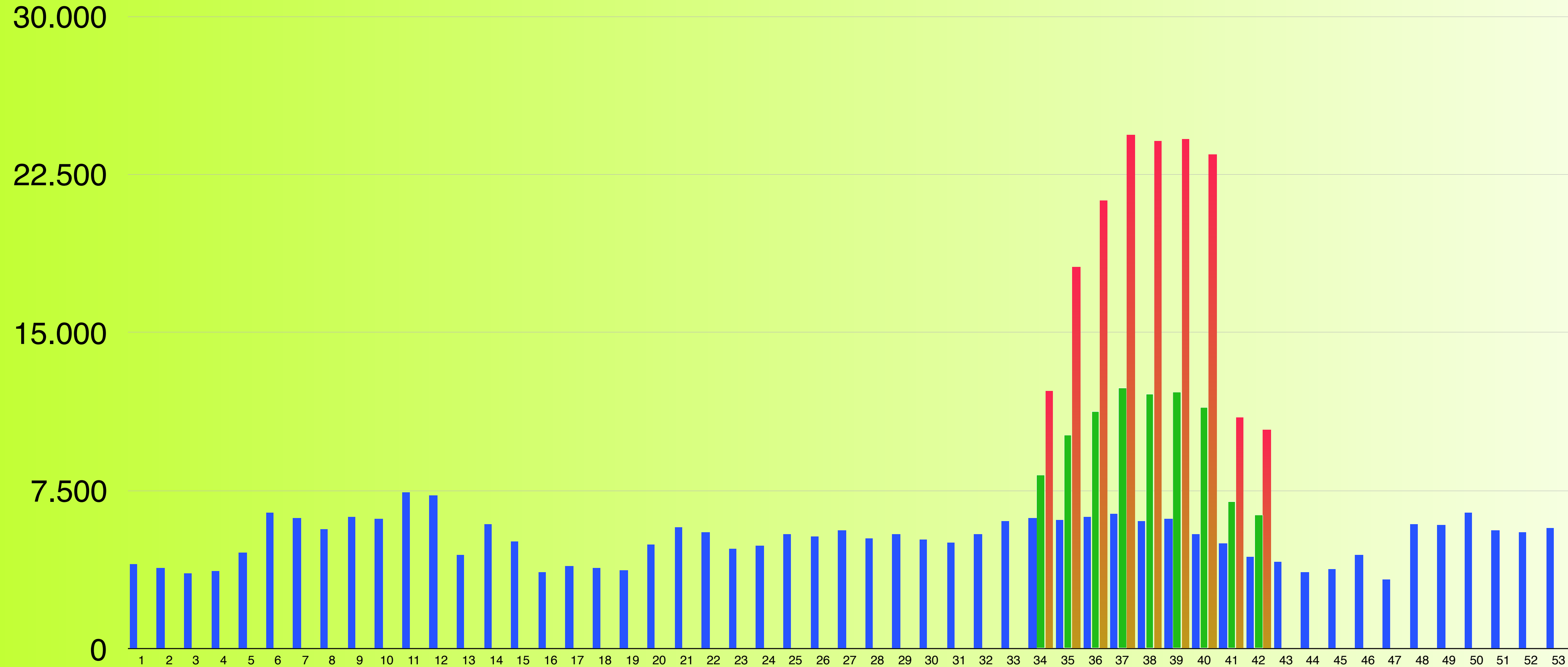
	January	February	March	April	May	June	July	August	September	October	Novemeber	DececeMBER	000 TONS	
BRASIL	Green	Green	Green	Yellow	Yellow	Yellow	Yellow	Green	Green	Red	Red	Red	Red	92
PERU	Yellow	Red	Red	Red	Green	White	White	White	White	White	White	White	Green	69
ISRAEL	White	White	White	White	White	White	Green	Red	Red	Green	Green	White	White	14
PAKISTAN	White	White	White	White	Green	Yellow	Yellow	Yellow	Green	White	White	White	White	12
SENEGAL, MALI	White	White	White	White	White	Green	Green	Red	Green	White	White	White	White	14
IVORY COAST	White	White	White	White	Red	White	White	White	White	White	White	White	White	17
ESPAÑA	White	White	White	White	White	White	White	Green	Red	Red	Green	White	White	21

MANGO

Offer per week



Tons per week



- Total
- Projection with Spanish new farms at 60%
- Projection with Spanish new farms at 100%

MANGO

Spain

Area : 5000 Hects
15.000 tons / Hect

European production area



Italy, Sicily
100 Hects

Climate requirements:

$$T^a > 3^\circ$$

Thank you for your attention