



TomatoEurope

PROCESSORS ASSOCIATION

Wednesday , June 29, 2022
Fruit & Vegetable Market Observatory
Sub-group Tomatoes

Crop 2022
Tomatoes for processing
Forecast

Forecast June 17, 2021

“The 2021 European production forecast indicates a return to the historical averages of the sector, after the temporary decline in 2020”

FINAL October 22, 2021

The European production has, in fact, exceeded the forecasts, above all thanks to an extremely favorable season, particularly in Italy (and also in the Iberian Peninsula and in France if compared to the 2020 harvest).

EU Processing tomatoes

Crop 2021 Final – Crop 2022 Forecast

(x .000 tons)

(highlighted in yellow are members of Tomato Europe)

| | Average 2016/2021 | FINAL 2018 | 2019 FINAL | FINAL 2020 | FINAL 2021 | FORECAST 2022 | VARIATION 2022 vs 2021 | VARIATION 2021 vs 2020 | VARIATION 2022 vs average 2016/2021 |
|----------------------|----------------------|---------------|---------------|---------------|---------------|------------------|---------------------------|------------------------------|--|
| Italy | 5.267 | 4.650 | 4.801 | 5.166 | 6.059 | 5.400 | -10,9% | 17,3% | 2,5% |
| Spain | 3.106 | 2.800 | 3.200 | 2.650 | 3.185 | 2.385 | -25,1% | 20,2% | -23,2% |
| Portugal | 1.480 | 1.200 | 1.410 | 1.262 | 1.596 | 1.450 | -9,1% | 26,5% | -2,0% |
| Greece | 414 | 320 | 400 | 420 | 420 | 380 | -9,5% | 0,0% | -8,2% |
| France | 171 | 145 | 154 | 136 | 164 | 155 | -5,5% | 20,6% | -9,3% |
| TOMATO EUROPE | 10.438 | 9.115 | 9.965 | 9.634 | 11.424 | 9.770 | -14,5% | 18,6% | -6,4% |
| Malta | 8 | 8 | 8 | 8 | 7 | 7 | 0,0% | -12,5% | -12,0% |
| Bulgaria | 45 | 30 | 40 | 40 | 40 | 40 | 0,0% | 0,0% | -11,1% |
| Czech Republic | 25 | 25 | 25 | 25 | 25 | 25 | 0,0% | 0,0% | 0,0% |
| Hungary | 101 | 106 | 100 | 82 | 115 | 100 | -13,0% | 40,2% | -0,7% |
| Poland | 191 | 180 | 175 | 175 | 175 | 175 | 0,0% | 0,0% | -8,5% |
| Slovakia | 20 | 20 | 20 | 20 | 20 | 20 | 0,0% | 0,0% | 0,0% |
| Croatia | 10 | 10 | 10 | 10 | 10 | 10 | 0,0% | 0,0% | 0,0% |
| Total EU | 10.838 | 9.494 | 10.343 | 9.994 | 11.816 | 10.147 | -14,1% | 18,2% | -6,4% |

**Expected drop in European production:
-14,1%.**

**The problem is the water ... but also
competition from other crops (Ukrainian
crisis)**

Major producing countries and total world production (final 2021 and forecast 2022 x.000 tons)

| | Average 2016/2021 | 2019 FINAL | FINAL 2020 | FINAL 2021 | FORECAST 2022 | VARIATION 2022 vs 2021 | VARIATION 2021 vs 2020 | VARIAZIONE 2022 vs average 2016/2021 |
|--------------------------|----------------------|---------------|---------------|---------------|------------------|---------------------------|---------------------------|--|
| California | 10.144 | 10.144 | 10.258 | 9.761 | 10.614 | 8,7% | -4,8% | 4,6% |
| Italy | 5.267 | 4.801 | 5.166 | 6.059 | 5.400 | -10,9% | 17,3% | 2,5% |
| China | 5.436 | 4.600 | 5.800 | 4.800 | 5.800 | 20,8% | -17,2% | 6,7% |
| Spain | 3.106 | 3.200 | 2.650 | 3.185 | 2.385 | -25,1% | 20,2% | -23,2% |
| Turkey | 2.138 | 2.200 | 2.500 | 2.200 | 2.100 | -4,5% | -12,0% | -1,8% |
| Iran | 1.230 | 1.650 | 1.300 | 1.300 | 1.300 | 0,0% | 0,0% | 5,7% |
| Portugal | 1.480 | 1.410 | 1.262 | 1.596 | 1.450 | -9,1% | 26,5% | -2,0% |
| Brazil | 1.416 | 1.200 | 1.421 | 1.525 | 1.600 | 4,9% | 7,3% | 13,0% |
| Chile | 1.018 | 1.100 | 907 | 1.174 | 971 | -17,3% | 29,4% | -4,6% |
| Tunisia | 774 | 807 | 961 | 940 | 850 | -9,6% | -2,2% | 9,8% |
| Algeria | 757 | 800 | 1.000 | 1.000 | 1.000 | 0,0% | 0,0% | 32,0% |
| Ukraine | 693 | 720 | 800 | 800 | 200 | -75,0% | 0,0% | -71,1% |
| Russia | 418 | 552 | 515 | 523 | 600 | 14,7% | 1,6% | 43,7% |
| Canada | 430 | 434 | 438 | 399 | 494 | 23,8% | -8,9% | 14,8% |
| Egypt | 360 | 400 | 420 | 440 | 440 | 0,0% | 4,8% | 22,2% |
| Greece | 414 | 400 | 420 | 420 | 380 | -9,5% | 0,0% | -8,2% |
| Argentina | 469 | 395 | 454 | 596 | 626 | 5,0% | 31,3% | 33,4% |
| USA excluding California | 433 | 370 | 463 | 462 | 450 | -2,6% | -0,2% | 4,0% |
| Others | 2.127 | 2.200 | 1.655 | 2.004 | 1.997 | -0,3% | 21,1% | -6,1% |
| WORLD | 38.127 | 37.383 | 38.390 | 39.184 | 38.657 | -1,3% | 2,1% | 1,4% |



**The Russian invasion had a very heavy
impact on the expected production in
Ukraine**

**World production should be almost stable
thanks to China's return to full production.**

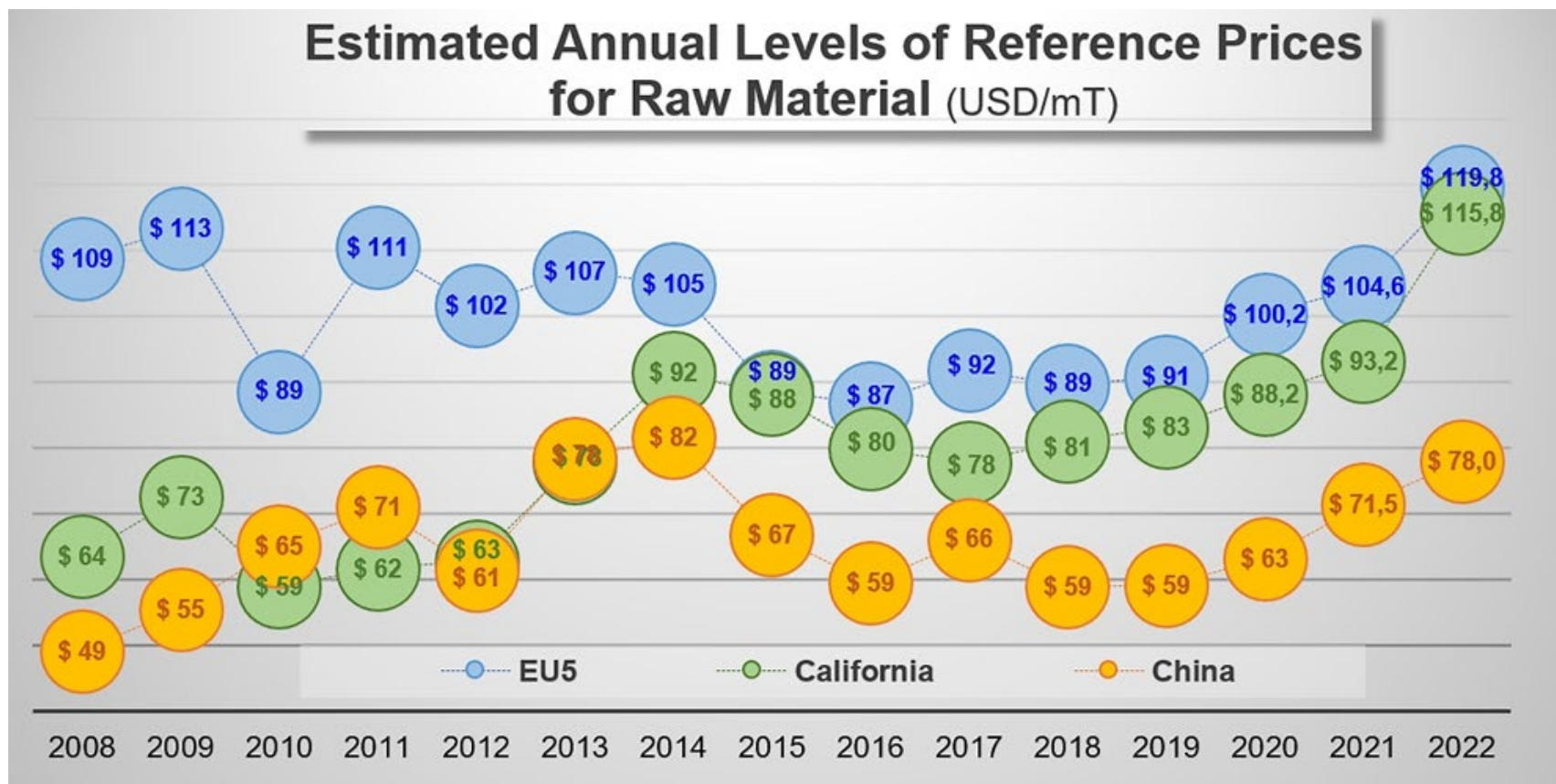
EU vs World

Tomatoes for processing (Final 2021 and Forecast 2022)

| | Average 2016/2021 | 2019 FINAL | FINAL 2020 | FINAL 2021 | FORECAST 2022 | VARIATION 2022 vs 2021 | VARIATION 2021 vs 2020 | VARIATION 2022 vs average 2016- 2021 |
|-----------------|----------------------|---------------|------------|------------|------------------|------------------------------|---------------------------|---|
| European Union | 10.838 | 10.343 | 9.994 | 11.816 | 10.147 | -14,1% | 18,2% | -6,4% |
| Other Countries | 27.289 | 27.040 | 28.396 | 27.368 | 28.510 | 4,2% | -3,6% | 4,5% |
| GENERAL TOTAL | 38.127 | 37.383 | 38.390 | 39.184 | 38.657 | -1,3% | 2,1% | 1,4% |
| % UE | 28,4% | 27,7% | 26,0% | 30,2% | 26,2% | | | |

It is very likely that, in particular the Italian and Californian production, will be very affected by the drought and therefore the productions will be revised downwards.

Worldwide increase and leveling (?) of the tomato price (Will last?)



Worldwide increase and leveling (?) of the tomato price (Will last?)

updated: 21/04/2022

| Field-Gate Indicative Price (for Tomato Paste Production, USD/metric T) | | | | | | | | | | |
|---|---------|---------|---------|--------|--------|---------|--------|---------|---------|---------|
| | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 |
| California | \$77,7 | \$91,5 | \$88,2 | \$79,9 | \$77,7 | \$81,0 | \$83,2 | \$88,2 | \$93,2 | \$115,8 |
| China | \$78,5 | \$81,6 | \$66,8 | \$59,5 | \$66,1 | \$59,0 | \$59,2 | \$63,2 | \$71,5 | \$78,0 |
| France | \$107,7 | \$109,8 | \$90,5 | \$88,8 | \$93,3 | \$91,9 | \$83,8 | \$91,3 | \$100,3 | \$109,3 |
| Greece | \$113,0 | \$113,7 | \$98,3 | \$91,0 | \$99,2 | \$95,9 | \$94,9 | \$103,0 | \$103,2 | \$119,6 |
| Italy North | \$113,0 | \$107,7 | \$89,3 | \$85,5 | \$93,9 | \$92,7 | \$96,0 | \$103,0 | \$108,6 | \$121,8 |
| Portugal | \$103,7 | \$104,6 | \$89,3 | \$84,4 | \$85,0 | \$81,4 | \$83,8 | \$89,0 | \$92,0 | \$105,1 |
| Spain | \$99,7 | \$100,7 | \$86,0 | \$81,0 | \$84,3 | \$80,2 | \$78,2 | \$81,9 | \$92,0 | \$113,5 |
| Tunisia | \$76,5 | \$75,0 | \$74,8 | \$67,7 | \$70,9 | \$66,3 | \$55,8 | \$0,0 | \$0,0 | \$68,0 |
| Turkey | \$111,7 | \$121,6 | \$102,7 | \$84,9 | \$78,5 | \$116,3 | \$96,0 | \$86,6 | \$79,1 | \$95,7 |
| Global Average | \$93 | \$98 | \$87 | \$80 | \$82 | \$82 | \$83 | \$87 | \$93 | \$107 |

delivered

2022: 31.3 million mT valued (79% of quantities expected worldwide)

Indicative or average values, WPTC, various professional and/or local sources

Based on USD/Euro average exchange rate April 2022 (0,8988)

The cost of raw material is just one of the many cost increases facing the industry this year.

Will the market be able to absorb these costs?

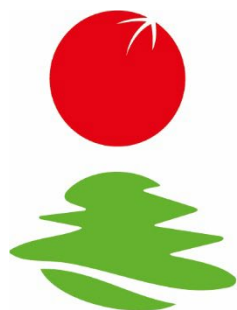
That is the question....



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For the moment, the trend in consumption seems stable despite the fact that processed tomatoes have already risen in price.

We will see what happens when the products that have incorporated the production costs 2022 arrive on the market ...



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Thanks for your attention