

World citrus trade

Update 23-24 / Forecast 24/25

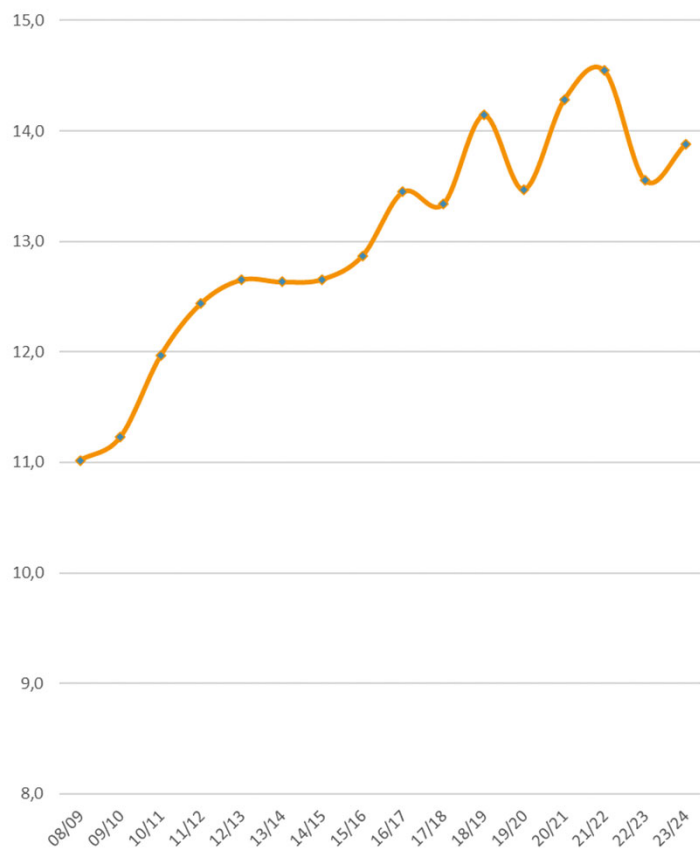
Leading citrus varieties/Mediterranean



CIRAD - PERSYST
Market News Service

Main citrus* – World trade

Main citrus* international trade
Million tons - customs



MAIN CITRUS* – key factors

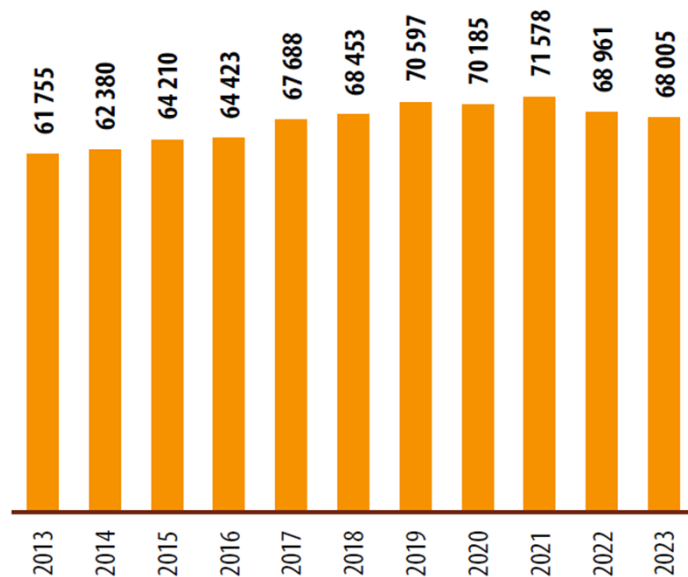
- A **slight recovery at 13,9 mt** in 2023/24 (summer season 23 + winter season 23/24)
- A **mixed panorama regarding supply, again in relation with the climate change**
 - **HN: A record breaking crop in the Mediterranean**
 - close to 26 mt / +12% / average
 - **All time high volumes in Turkey/Egypt**
 - ... but **key exports countries with a short production** (Spain/Morocco / 35% of the HN exports)
 - **HS: A large crop in SAR/Argentina**
- **Red sea crisis : significant impact during HN season**
 - Difficulties to reach the **Asian/Middle East** markets (apart S/
 - **Egypt highly affected** (exports: 20% Asia/25% ME)
 - Switch of high volumes to other markets



Main Citrus* - Oranges/Easy Peelers/Lemon/Grapefruit

All the fruit kind seems to be affected !

Fresh fruits - WORLD - Exports
(in million tonnes | sources: Cirad, Trademap)



- **A sharp decrease of the exchanges for 2 years**

- Global fruit trade : around 68 mt
- Global fruit trade evolution :
 - 2010-2021: +1 million tons /year in average
 - Since 2021: More than 1 million ton/year lost !

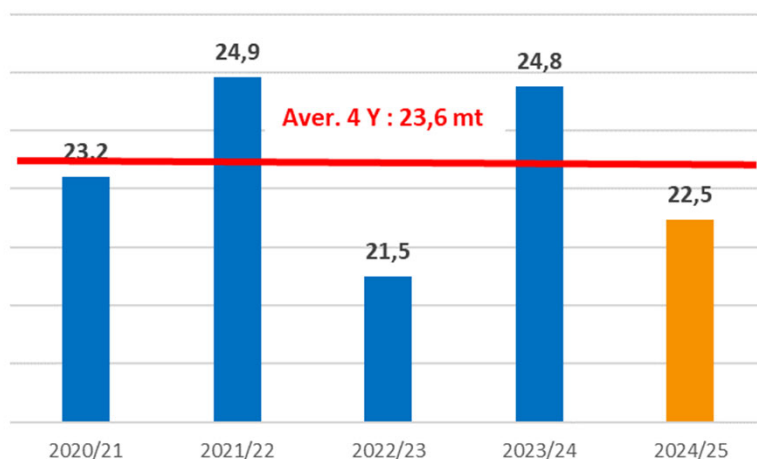
- **Very possibly an impact of the climate change**
(banana, Med. Citrus, mangos)



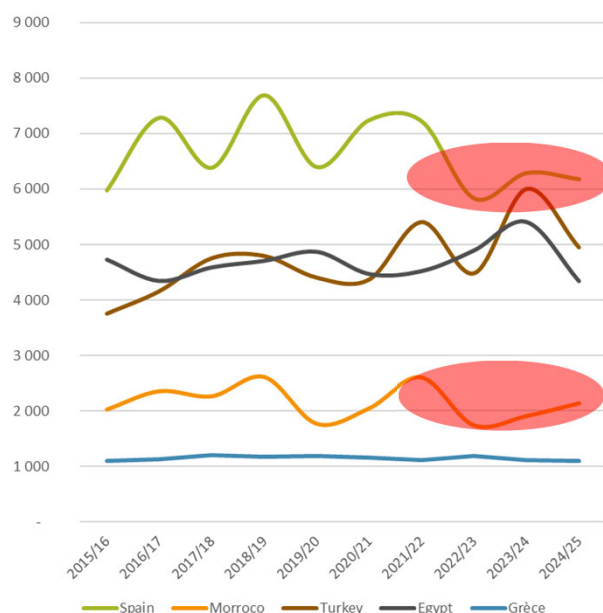
Citrus – FORECAST 24-25

A regular to low crop for the key exporters

Citrus crop - Mediterranean
million tons - WCO/Prof. Sources



Citrus production- key Mediterranean exporters
1 000 t - WCO



- **Back to a below average crop in 2024/25**
 - From 25,9 to 22,5 mt
 - -11%/23-24
 - -4% / 4 seasons average
- **The 3 main key exporters significantly down**
- **Spain – 60% of the EU+UK supply in winter**
 - Drought, Hot wave, alternate bearing
 - The citrus industry apparently spared by the disaster in Valencia-15 000 ha flooded / limited direct losses - impact on sizing/quality ?
- **Egypt and Turkey (14% and 5% of the supply)**
 - Climate issues, alternate bearing

Key Mediterranean exporters

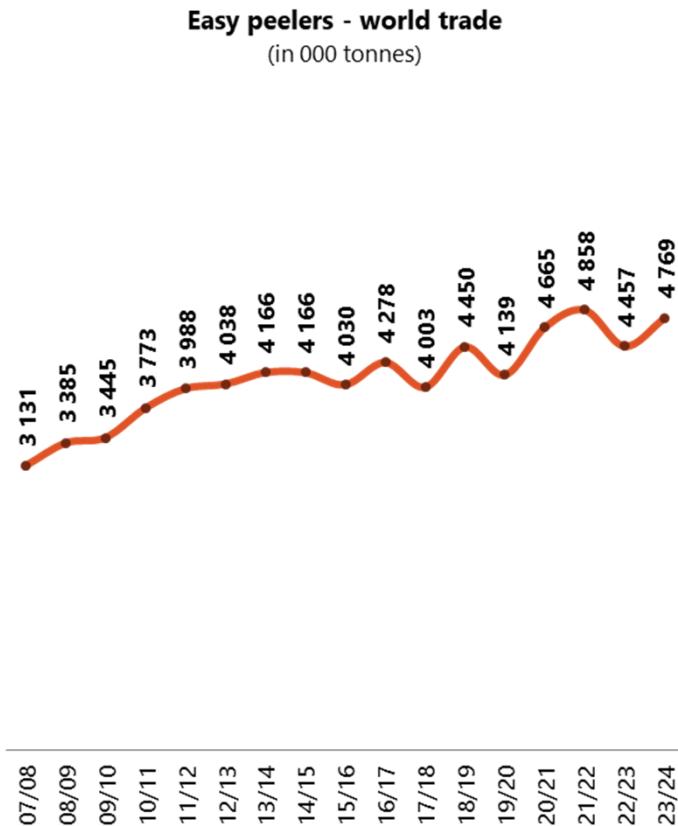
Production forecast 24/25 - 1000 t

	Forecast	Comparison	
	24/25	/23-24	/4S Aver
Spain	6 181	-2%	-7%
Turkey	4 954	-18%	-2%
Egypt	4 347	-20%	-10%
Morocco	2 137	12%	3%
Greece	1 100	-1%	-4%

- **An atypical succession of low crops in the West Mediterranean region, very possibly in relation with the climate change**

Mediterranean – Spain, Morocco, Italy, Corsica, Tunisia, Greece, Egypt, Israel, Cyprus, Turkey

Easy peelers – World trade



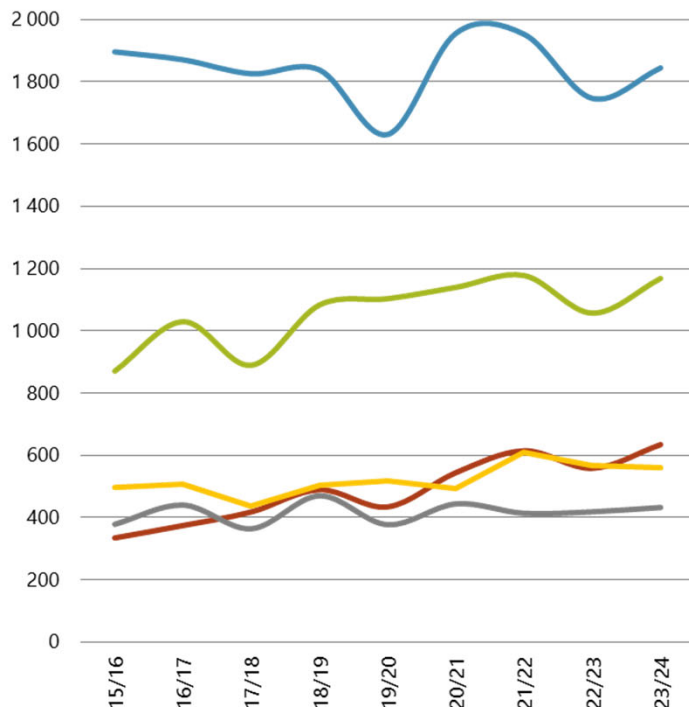
EASY PEELERS – Just a rebound

- A **4.8 mt market** in 2023/24
 - Provisional data – estimate for Russia
- **Only a rebound**
 - **No more growth** these last two seasons
 - $\approx +500\ 000\ t$ between 15/16 and 21/22
 - Not enough fuel **again during the winter season**
 - Spain/Morocco: -7/10%/Average / 42% of the winter exports during the winter season
 - **Summer market still on the rise**
 - A 1.2 mt market (25 % of the WT)
 - +200 000 t last season / +450 000 t in 4 seasons
 - SAR and Chile more than ever the top players



Easy peelers – World trade

Easy peelers - World - Imports by region
(in 000 tonnes | sources: Trademap, Customs)



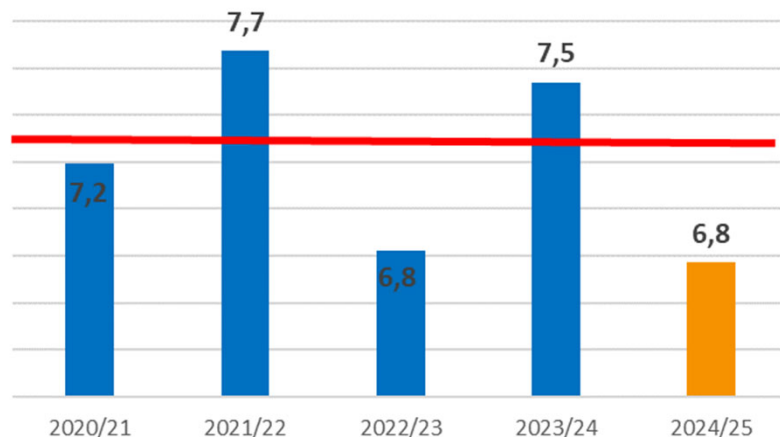
— EU27 + UK + Norway + Switzerland
— Eastern Europe
— North America
— Asia
— Middle/Near East

Recoveries more than growth

- Slight rebound in the **EU27+ UK**, but volumes still significantly below the last seasons average
 - **Lack of supply during the winter season**
 - dependence on the Spanish/Morocco supply
 - **Record breaking volumes in summer**
 - +100 000 t since 19/20 to reach 400 000 t (RSA 80%))
- Recovery in **Eastern Europe**, but no growth
 - **Change of the supply structure?**
 - Traditional players stable to down :
 - Turkey still 55/60% but almost stable in spite of a huge production
 - **Emergence of**
 - **Egypt** : 90 kt in 23/24 (Russia/Ukraine)
 - **China**: 100 kt t in Russia/ World export 900kt
 - **Still a very small market in summer**
 - Russia – 900 000 t in winter / 60-65 000 t in summer
- **North America** still increasing slightly
 - Winter market still below the 100 000 t
 - Californian production around 1 mt
 - Very strong development in summer again
 - Chile \nearrow 60% of the supply
- **Other world markets stable**



EP crop - Mediterranean
million tons - WCO/Prof. Sources



• Back to a production shortage

- From 8,4 to 6,8 mt
- -8% / 4 seasons average

• All the key exporters very significantly down, apart Morocco stable

Production forecast 24/25 - 1000 t

	Forecast	Comparison	
	24/25	/23-24	/4S Aver
Spain	1 831	-1%	-11%
Turkey	1 651	-23%	-11%
Morocco	1 082	10%	0%
Egypt	945	-27%	-15%
Greece	169	-1%	-3%
Israel	149	12%	-11%

• Shortage especially significant during the first part/peak of the season in the EU 27

- Poor Nules clementine crop in Spain - 30%/Av.
- Poor Satsuma crop in Turkey

• Supply slightly above the average during the last part of the season

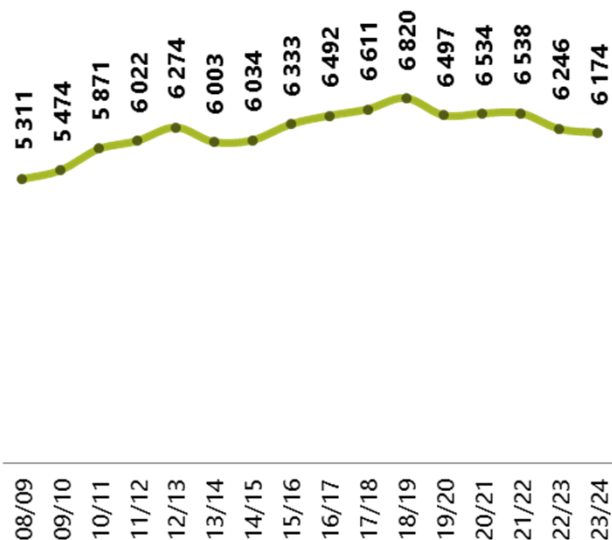
- Nadorcott from Spain/Morocco, and Orri from Israel 4/7% above the average
- Good W Murcott also in Turkey apparently

• In line with a decreasing acreage for key players such as Spain and Morocco (15 000ha abandoned/uprooted) ... but not for Turkey (+10 000 ha since 2020...but slow down highly possible)



ORANGES – World trade

Orange - World trade
(in 000 tonnes)



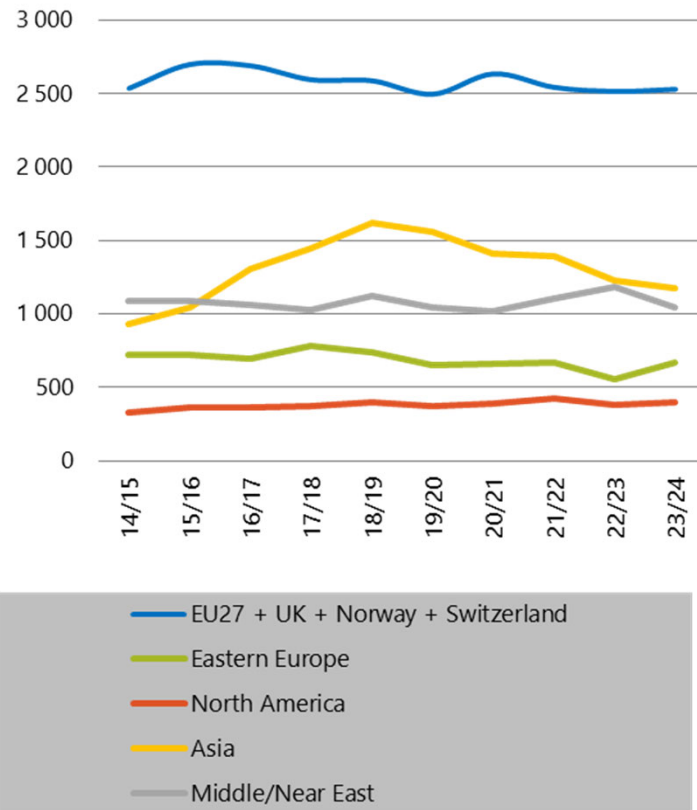
Still going down for both the winter/summer markets

- A **6.2 mt market** in 2023/24
- **23/24 confirms a long lasting erosion of the winter market**
- **...but also a slight decrease of the summer one !**
 - A 1,6 mt market (25% of the WT)
 - 150 000 t lost since 21/22
- **Supply : Context of an average Mediterranean crop in winter, but with a record low Spanish crop**
 - 2,7 mt / - 20%/average
 - Key player / 30% of the trade in winter
- **A very attractive COJ market**
 - Light crop and poor stock in Brazil
 - Prices still extremely high
- **Strong impact of the red sea crisis during the HN season-difficulties to access the Asian/M.East markets**
 - Egypt, key player (35% of the WT in winter), affected
 - Aggressive price to conquest/develop “new markets”



ORANGES – World trade

Orange - World - Imports by region
(in 000 tonnes | sources: Trademap, Customs)



No trend change...apart in Eastern Europe?

- **EU27+UK flat, flat and flat again** at 2,6 mt for both the HN and the HN season
 - **Supply structure change during the HN season:**
 - Spain for the first time below the 1mt mark
 - New record breaking volumes for **Egypt !**
 - 570 000 t of import (30% of HN market)
 - very aggressive prices
 - Affirming its position as a key supplier
- **Asia down, down and down**
 - **Supply issues / Egypt = 25% of the supply**
 - **Less interest for imported oranges on key markets**
 - **China : switch to cheapest local fruits**
 - Imports 380 000 t : Divided by 2 in 4 seasons
 - **Bangladesh: economic recession**
 - Imports 150 000 t : Divided by 2 in 2 seasons
 - Both markets = 50% of the Asian import
 - **Emergence of India?**
- **Eastern Europe : significant rebound** contrasting a long lasting decreasing trend
 - Come back of cheap Egyptian fruits. Punctual?
- **Middle East : slight decrease ?** (lots of provisional data)
 - Egypt : access issues with the Suez crisis, apart to Saudi Arabia
- **North America flat**



Oranges – FORECAST 24-25

- **Back to a short crop in the Mediterranean**

- From 12,4 to 11,3 mt
- -5% / 4 seasons average

- **The 2 key exporting countries with a light crop**

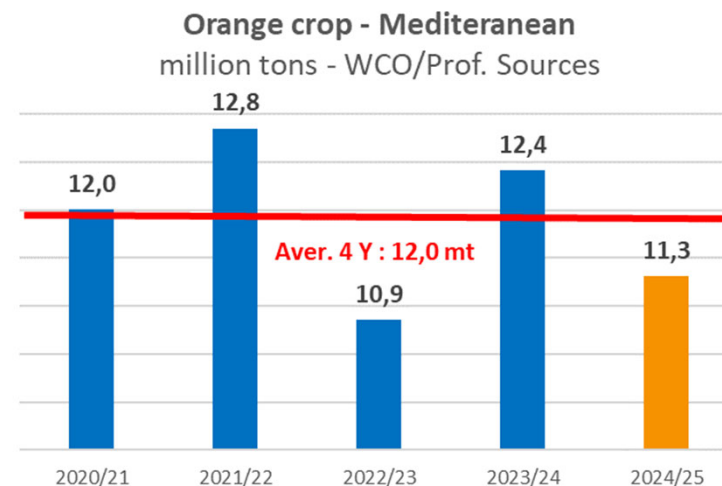
- Crop 8/10% below the average for Spain and Egypt
 - **Spain: average crop in Andalucia** but the poorest **Navelina crop in the Valencia Com.**
- 80% of the Mediterranean exports / **2/3 of the world trade** during the HN season

- **Italy with a limited crop** (blood orange market) and close to the **average volumes for Turkey and Greece.**

- **Context:**

- Heavy SH supply in October (RSA Valencia +60%)
 - No consequences – issues in Spain
- Still a red **hot juice COJ market**
- **Suez Canal crisis** not over. Difficulties to supply Asia / some middle east markets. Repositioning again of fruits to “alternative” markets?

Short crop for the giants



Key Mediterranean exporters

Production forecast 24/25 - 1000 t

	Forecast	Comparison	
	24/25	/23-24	/4S Aver
Spain	2 975	8%	-8%
Egypt	3 000	-19%	-10%
Greece	860	-1%	-1%
Turkey	1 575	-23%	-3%
Italy	1 514	-18%	-10%



Lemon – World trade

Fresh lemon - World trade (excl. lime)
(in tonnes)



Lemon – The end of the golden era

- A record breaking production in 23/24 in the Mediterranean and in the SH as well

- ...But only a small increase in sales

+4%/year since 2007 then stable since 2020

- The “Golden Era” appears to be over

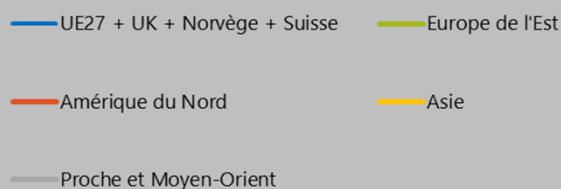
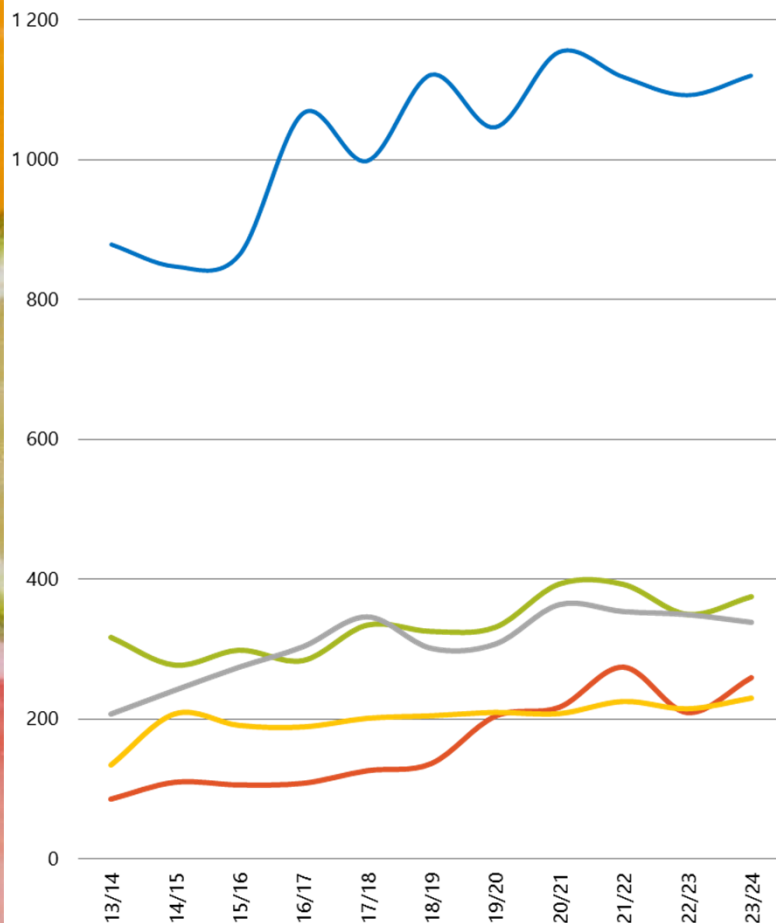
The lime market has also stabilized

- A fast moving market from 2013 to 2021
 - + 50 000 t/year to reach 1 mt market
 - A recession in 2023 : -45 000 t



Lemon – World trade

Lemon - World - Imports by region
(in 000 tonnes | sources: Trademap, Customs)



Lemon – Growth dynamic halted for all countries

A return to the usual winter/summer balance for EU27+ UK

- **HN lemon back to their “normal level after the 2022/23 decrease**
 - 70% of the total market against 63% in 22/23
 - Spain/Turkey up
 - Egypt emerging for two seasons - volumes still limited (16 000t in 2023/24 / 1,5% market share)
- **A lighter summer season**
 - South Africa still gaining ground against Argentina
From 1/3 of the summer market to ¾ in 5Y time

Eastern Europe + Russia: Slight increase for winter season but no growth

- Unchanged base of supply (Turkey 80%)
- China increasing, as for EP (18 kt in 2023/24 vs 3 kt in the last five season, 10% market share)
- Argentina also decreasing

North America : Slight increase but no growth neither

- Stable local production, stable imports and flat demand
- Argentina has overtaken Chile

- **Almost no changes in the Middle East and Asia**



Lemon – FORECAST 24-25

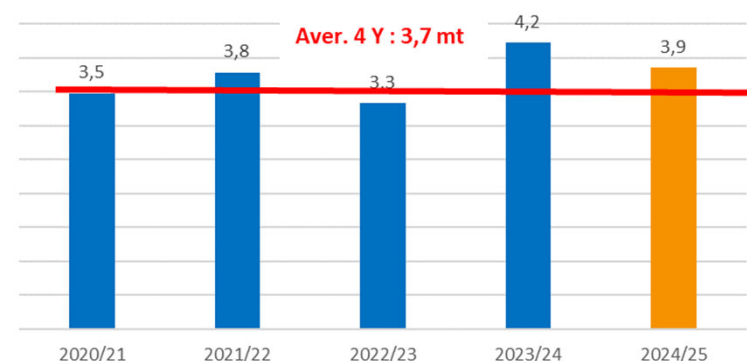
- **From a huge to a slightly above average crop**
 - From 4,2 to 3,9 mt
 - +2% / 4 seasons average
- **Juice industry still little attractive**
 - LCJ market still on the floor
 - ...but huge drop of the acreage in Argentina
15 000 ha uprooted in 2Y time – 30% of the orchard (USDA)
- **Back to lower volumes for the two export leaders**
 - Spain and Italy below the average
 - but Turkey and Egypt still significantly above
=>more pressure on the east Europe markets than in the west ones
- **Late variety crop significantly below the average for Spain...and slight shortage of the early one in Turkey**

Key Mediterranean exporters				
Production forecast 24/25 - 1000 t				
	Forecast		Comparition	
	24/25	/23-24	/4S Aver	
Spain	1 260		-21%	-2%
Turkey	1 563		-2%	13%
Italy	450		-5%	-2%
Egypt	340		6%	6%

- **The orchard still increasing in the key Mediterranean producing countries**
 - Spain still planting significant acreage (53 000 ha in 22/23)
 - Turkey also up (+1000 ha in 2023 – 56 400 ha)

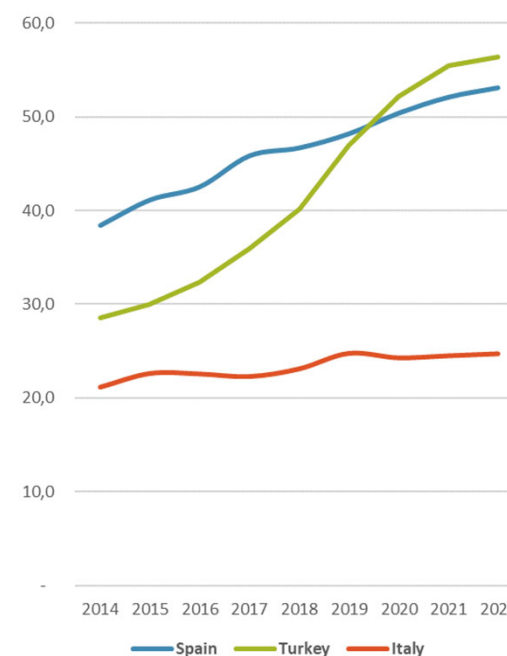
Back to an average season

Lemon crop - Mediteranean
million tons - WCO/Prof. Sources



Lemon Orchard - main Med.
Exporters

1000 ha - oficial/prof. Sources



To sum up ...

- Another season marked by the effect of the **climate change** :
 - Drought, flooding, hot waves not only in the Mediterranean (Brazil/Florida)
 - A significant number of countries affected in the Mediterranean
 - A **short Mediterranean crop of 22,5 mt (-5% below the average)**
- **HN citrus volumes available for export below the average as 4 of the 5 leading Mediterranean exporting countries affected, the two other with average volumes**
 - Spain – Greece – Italy – Turkey with a 2/10% below the average crop
 - Morocco : +3% above 4Y average
 - **EP, oranges and grapefruits affected – strong decrease in lemon/back to an average potential**
 - **Shortage** more significant during the **first part of the season** than during the last (EP/oranges)
- A very **uncertain political context**, that will also play a significant role
 - **Red sea crisis**: access to the Asian/Middle East markets (Egypt, Israel...): orange/lemon
 - New “**world political organization**” affecting the trade : emergence of China in Russia (EP/lemon), more protectionism in the USA (summer citrus market/EP winter market)
 - Crisis in Israel – lack of workers to harvest
 - Russia /Ukraine crisis – consumption?

To a time of **high climate/political challenges**, where the structure of the market has to be cautiously monitored. Exchange of **information will more than ever play a key role** in this very uncertain period.

