Synthesis of the 2019-20 winter season in the EU28

A vintage year for most of products …but in a very special context !

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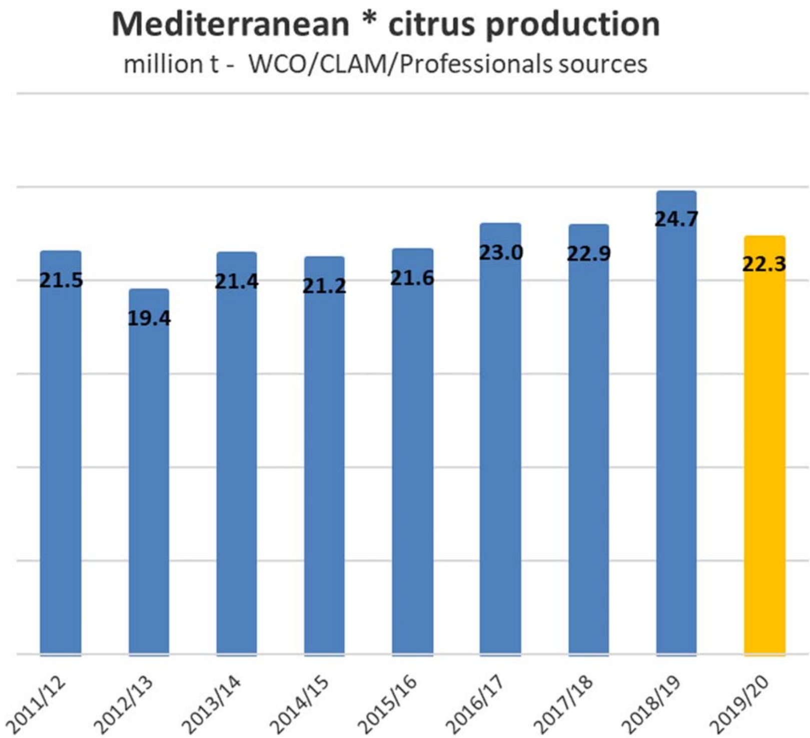
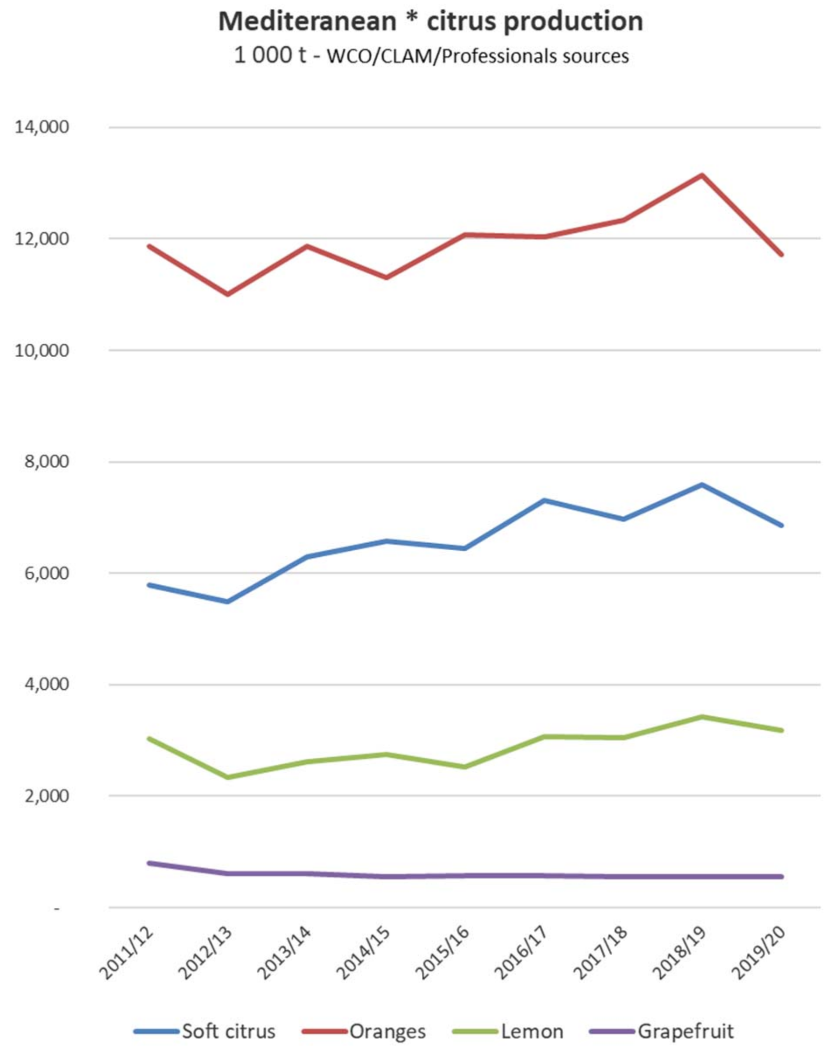
One of the shortest production of theses last seasons



- 22.3 m t in 2019/20 for the leading Mediterranean countries
  - Around 25 m t for the total Mediterranean
  - 17 % of the world production
- The shortest production since 2015/16
  - -10% / 18-19 // -3% / Aver. 4 Seasons
  - Strong alternate bearing (2018/19: biggest season ever)
  - Some climatic issues (Morocco, Italy, Turkey,…)
- A temporary break / trend of sharp increase of the production since 2015/16
  15-16->18-19 : +3.1 m t

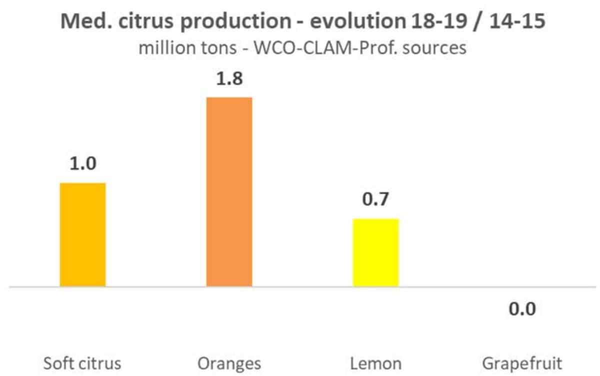
Mediterranean = Spain, Turkey, Egypt, Italy, Morocco, Greece,Tunisia, Israel, Cyprus

Production below the average for almost all citrus families

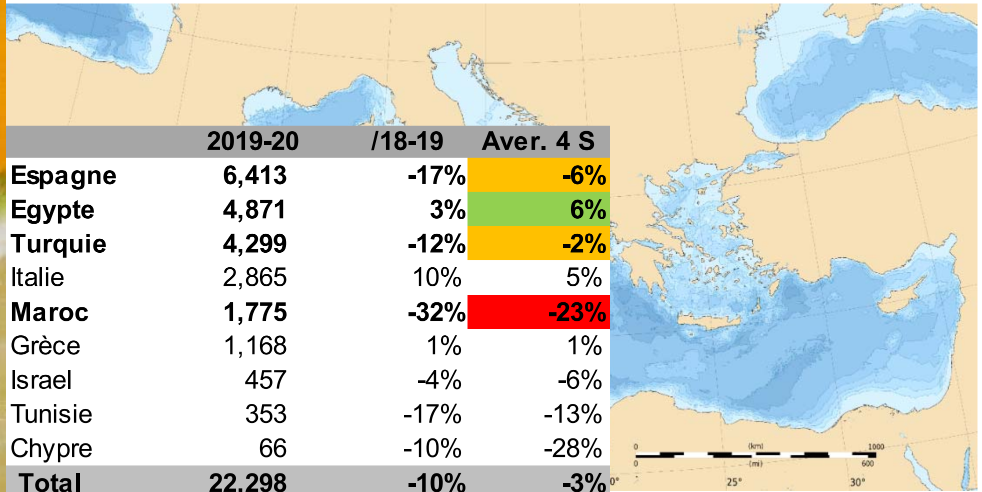


	2019-20	/18-19	/Aver. 4 S.
Soft citrus	6,854	-10%	-3%
Oranges	11,714	-11%	-5%
Lemons	3,176	-7%	5%
Grapefruits	547	1%	-2%
Total	**22,298**	-10%	-3%

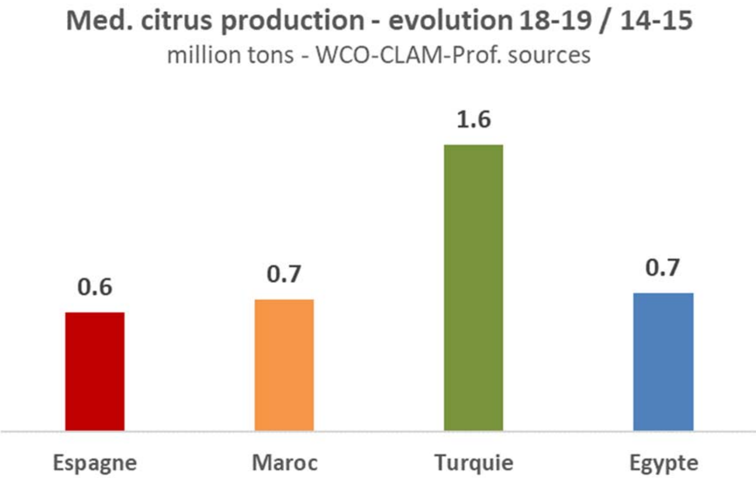
- All citrus kind slightly below the average, apart from lemon
- A temporary break in an upward trend, apart from grapefruit



The main part of the leading export players significantly down



	2019-20	/18-19	Aver. 4 S
Espagne	**6,413**	**-17%**	**-6%**
Egypte	**4,871**	**3%**	**6%**
Turquie	**4,299**	**-12%**	**-2%**
Italie	2,865	10%	5%
Maroc	**1,775**	**-32%**	**-23%**
Grèce	1,168	1%	1%
Israel	457	-4%	-6%
Tunisie	353	-17%	-13%
Chypre	66	-10%	-28%
Total	**22,298**	**-10%**	**-3%**



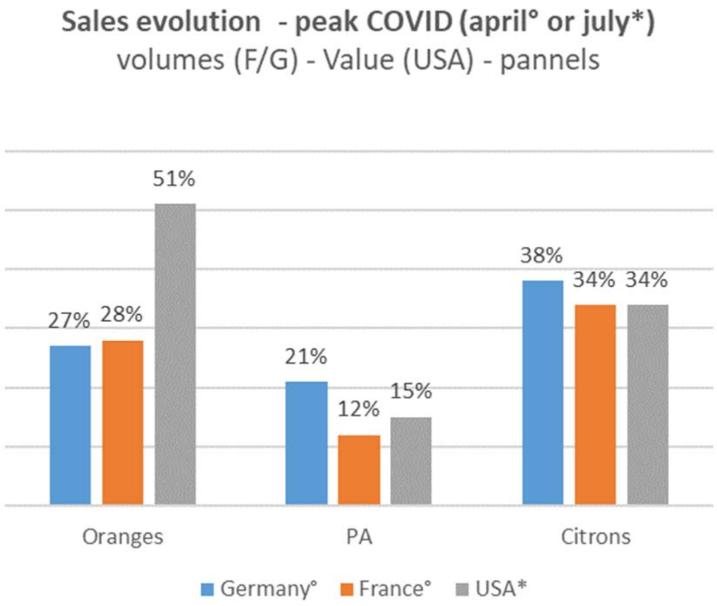
- 3 of the 4 key exports players down

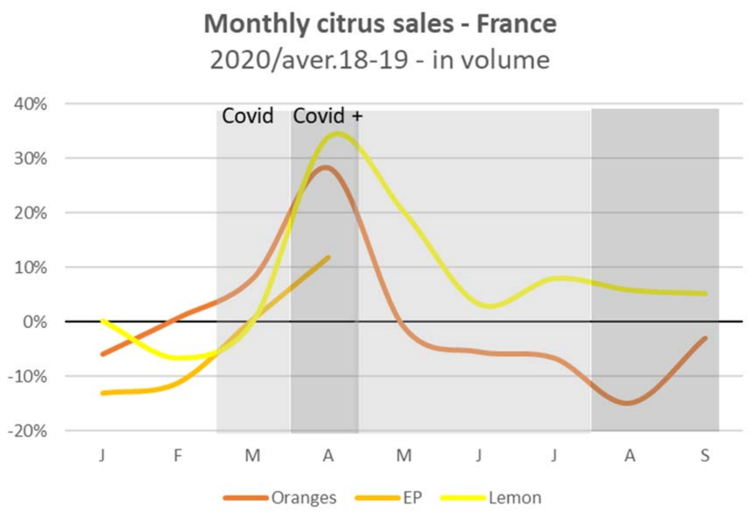
  Spain/Egypt/Turkey/Morocco=
  75 to 80% of the EU supply for
  Oranges, EP and lemons

=> Decrease of the export potential even higher than that of production

- A temporary break in an upward trend also…

A positive COVID effect on demand during the last part of the season



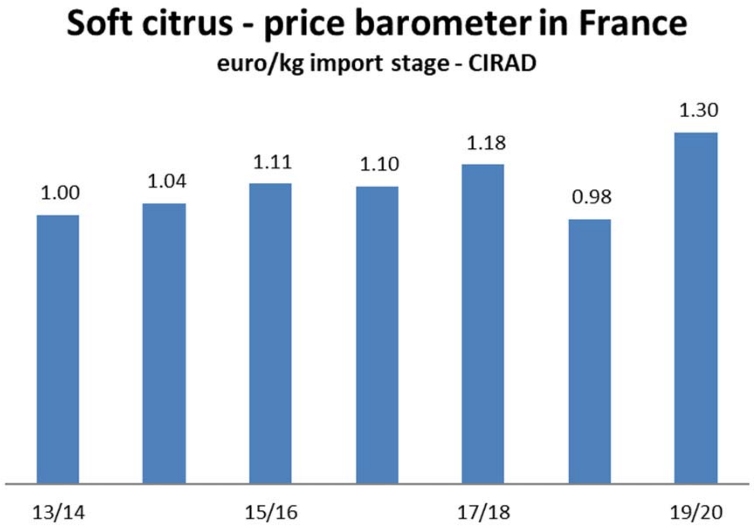


- A positive effect of the pandemic on demand, at the RETAIL STAGE
- But HORECA segment partially or totally lost
- An increase linked to the intensity of the pandemic and also to the price level

-sharp increase in April, when the pandemic has peaked

-consumption back to the 2019 level (or below the 2019 level) when the pandemic was low and prices very high (France : oranges prices +40% above the average in Aug./Sept.)

Soft citrus: a small…but very good season price-wise



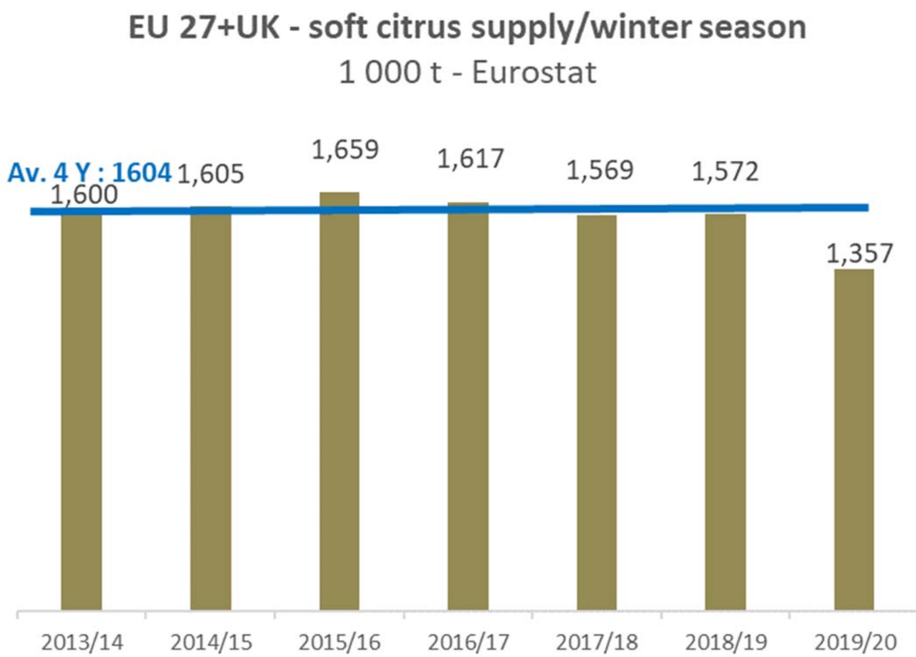
- The best prices of these last seasons…if not record…

+33% / 2018-19
19% / 4-season average

- … but a very short supply

-14% / 2017-18
-15% / 4-season average

- In a normal production context : a totally stable market

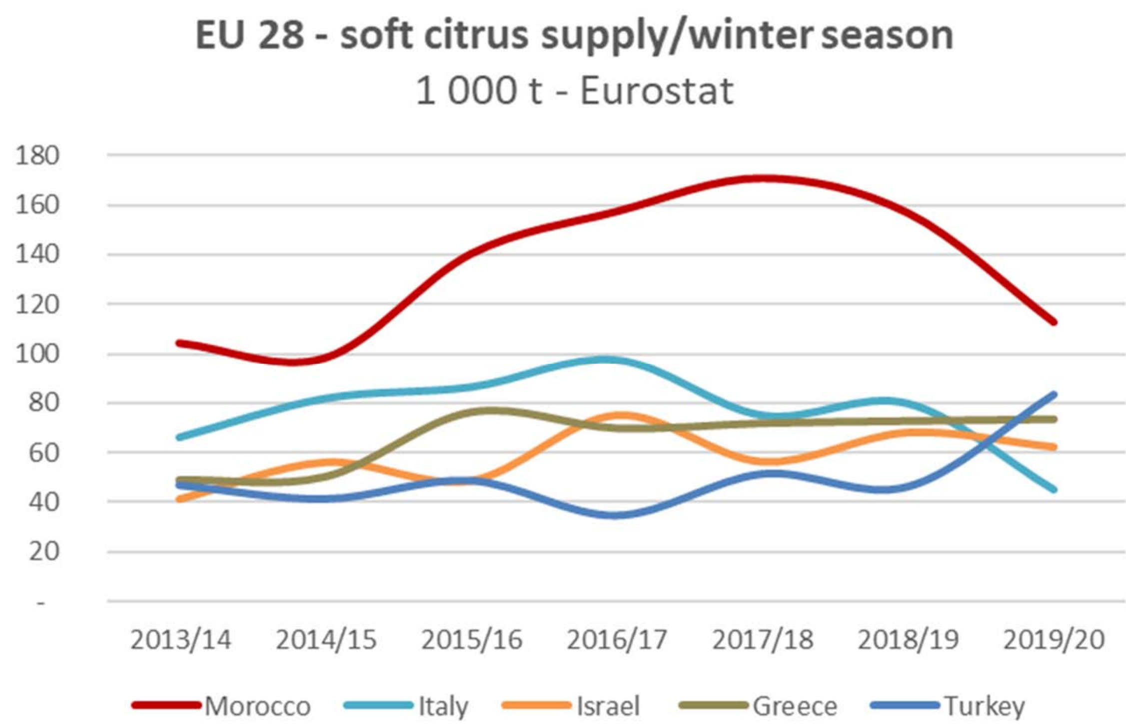


Soft citrus: a crash in volumes for the key players

- **Spain** : an unprecedented crash of the volumes, especially for Nules clementines
- The same for **Morocco**…

Morocco + Spain ≈ 80% of the winter supply

- A punctual a very limited compensation from **"small players"**
  Turkey, Egypt ↗↗



EU28 Soft Citrus imports - 1000 t - Eurostat

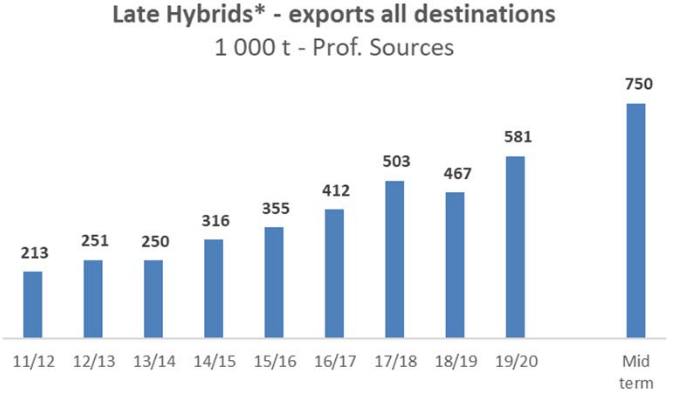
	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20	19-20/4S aver.
Total N.H.	**1,600**	**1,605**	**1,659**	**1,617**	**1,569**	**1,572**	**1,357**	-15%
Spain	1,277	1,250	1,234	1,161	1,111	1,124	936	**-19%**
Morocco	104	98	140	157	171	157	113	**-28%**
Italy	66	82	86	98	75	80	45	**-47%**
Israel	41	56	49	75	56	68	62	**0%**
Greece	49	50	76	70	72	73	74	**1%**
Turkey	47	41	49	34	51	46	83	**85%**
Portugal	5	12	18	13	20	16	15	**-13%**
Egypt	2	2	1	2	6	4	24	**639%**
Autres	9	6	5	6	6	4	5	**-6%**

- A very limited supply of clementines…but a record breaking one for late hybrids

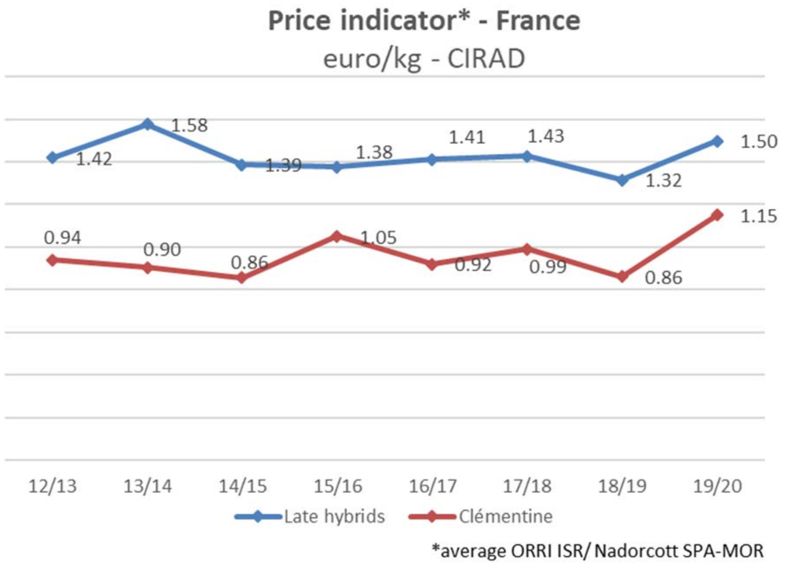
  – **Clementines** : Spanish Nules : production – 40% / average
  Morocco : exports 154 000 t against 304 000 t in 2018/19

  – **Late hybrids*** : + 110 000 t exports / 18-19
  The production continue to develop
  ≈22 000 ha / 750 000 t exports in the mid term

*Nadorcott from Spain/Morocco -Ori from Spain/Israel-Tango from Spain

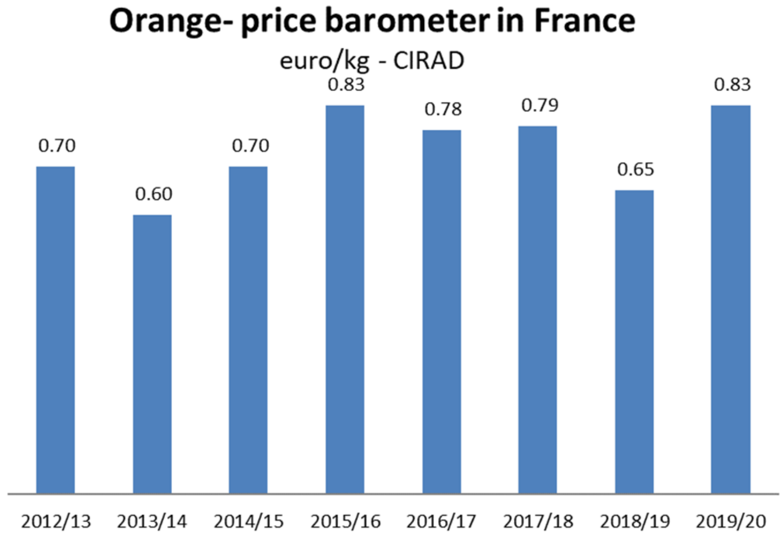


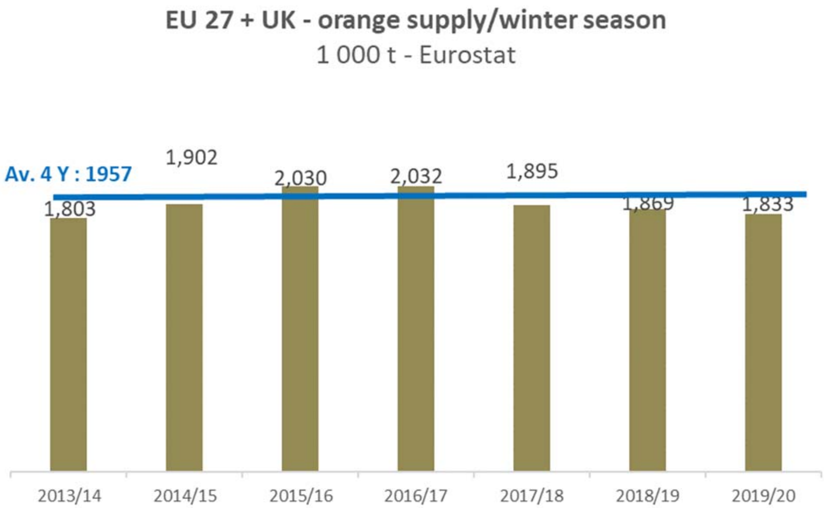
- Record breaking prices for both clementine AND Late hybrids



-wider market window for late hybrids, due to the early end of the short clementine season

Orange: one of the best season ever also pricewise





- The best price recorded since 2015/16

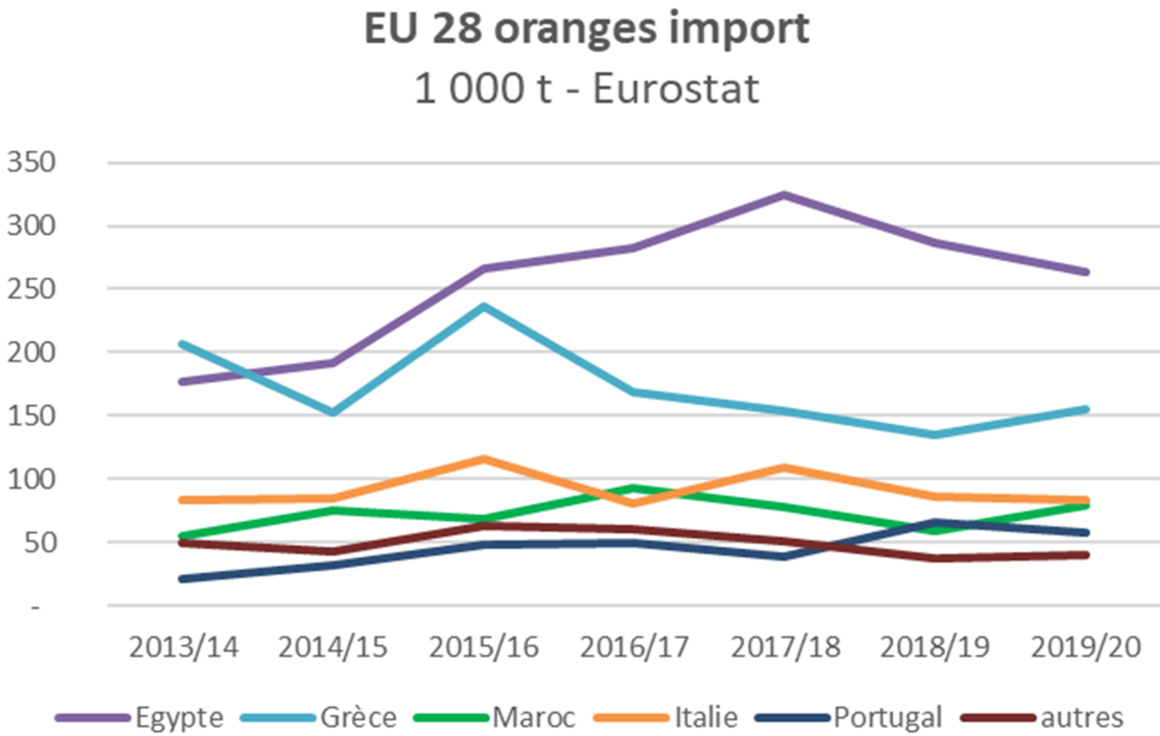
+28% / 2018-19
9% / 4-season average

- A supply slightly below the average

-2% / 2018-19
-6% / 4-season average

- Market trending down since 2017-18

Oranges : No big move on the suppliers side

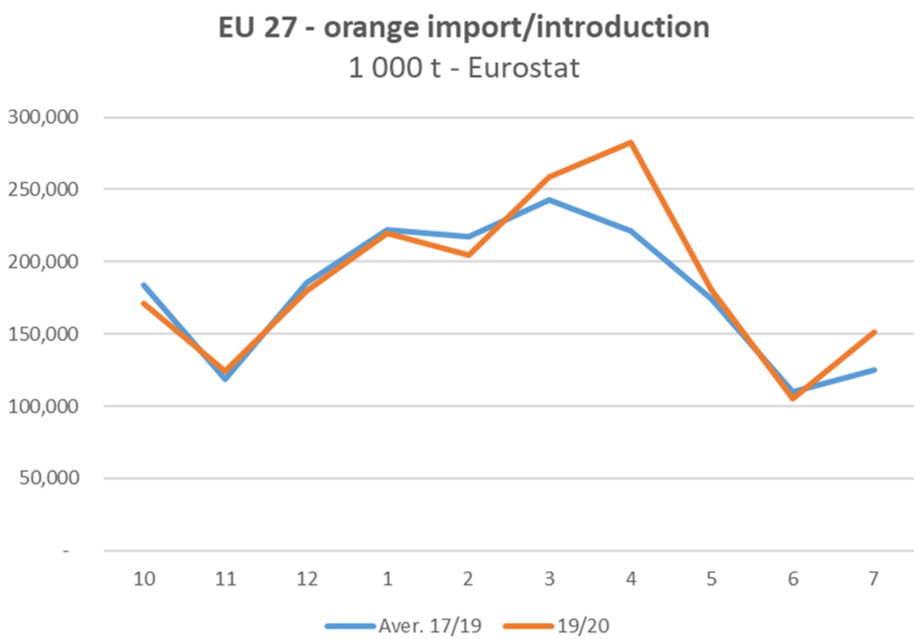


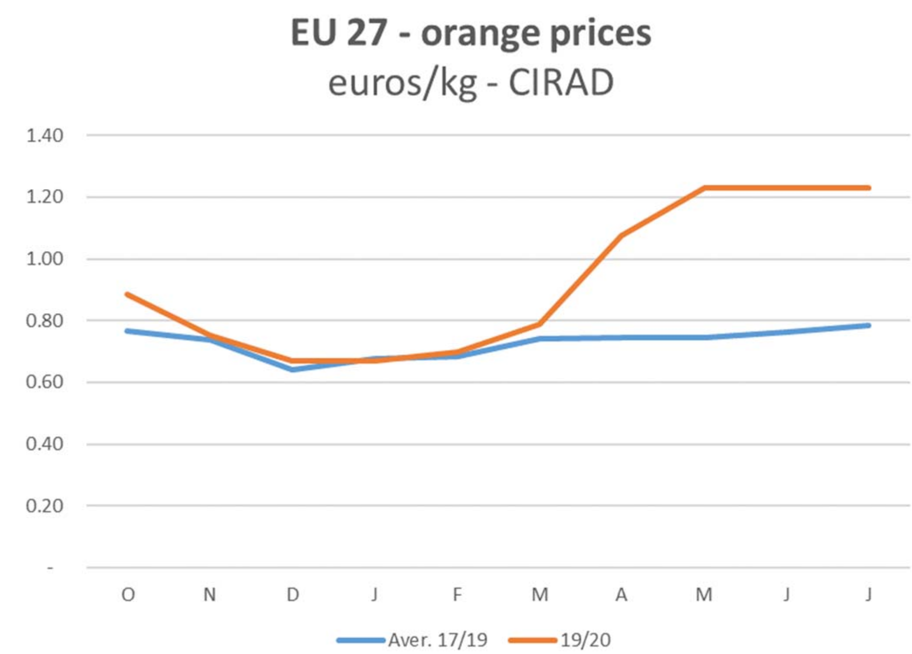
- **Spain/Egypt/Greece** : The 3 key players slightly down
- Slight compensation from **Morocco**

EU oranges imports - t - Eurostat

	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20	19-20/4S aver.
Total NH	**1,803,093**	**1,902,452**	**2,030,351**	**2,032,262**	**1,895,043**	**1,869,000**	**1,832,576**	-6%
Espagne	1,210,809	1,323,336	1,233,704	1,297,293	1,138,728	1,200,403	1,155,688	-5%
Egypte	177,304	192,069	265,830	283,013	325,055	285,926	263,667	-9%
Grèce	206,232	152,492	236,559	168,650	154,438	135,078	154,749	-11%
Maroc	54,944	75,392	68,153	92,537	78,388	58,404	78,801	6%
Italie	83,294	84,196	115,493	81,111	108,528	86,216	83,289	-15%
Portugal	20,447	32,012	47,559	49,844	38,994	66,361	57,067	13%
autres	50,064	42,955	63,054	59,814	50,912	36,613	39,315	-25%

Orange: A sharp…and double…COVID effect on demand from march





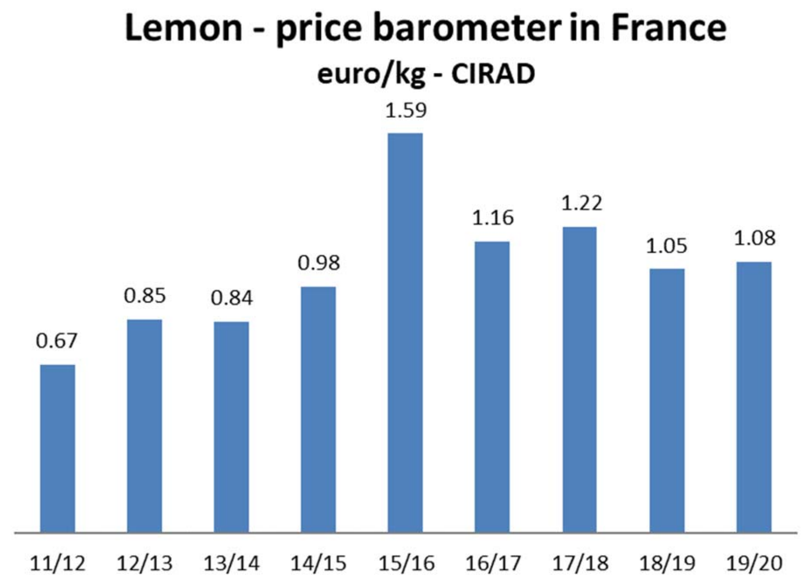
VOLUMES

- **“Business as usual” from November to February**
- **“Welcome to the COVID world” from march**
  - **March : + 7% (+16 000 t)**
  - **April : + 28% (+60 000 t)**
  - **May : + 4% (+7 000 t)**

PRICES

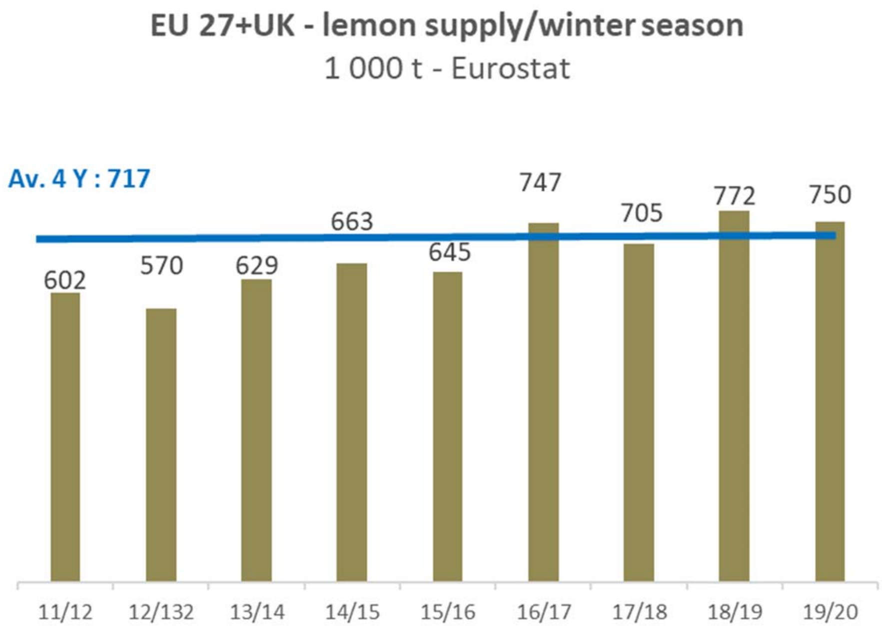
- **“Business as usual” from November to February ...again… (-1/+4%/ aver.)**
- **An explosion from march !**
  - **March : + 6%**
  - **April : + 45%**
  - **May : + 65%**

Lemon: average volumes, but with prices slightly down



- Slightly better than in 18-19, but below the average

+3% / 2019-20
-6% / 4 - season average



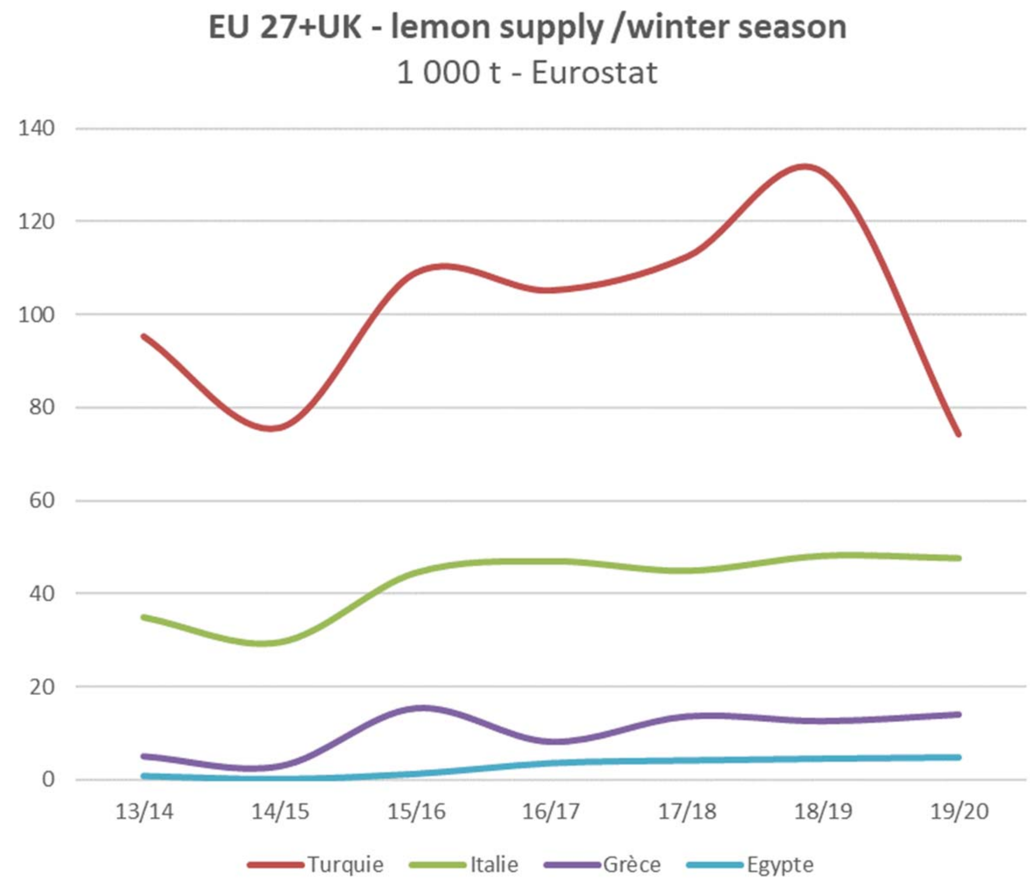
- A Mediterranean supply in line with the average

-5% / 2018-19
-3%/ 4-season average

- Market still growing (beside production alternate bearing)

Lemon : Turkey and Spain gaining grounds

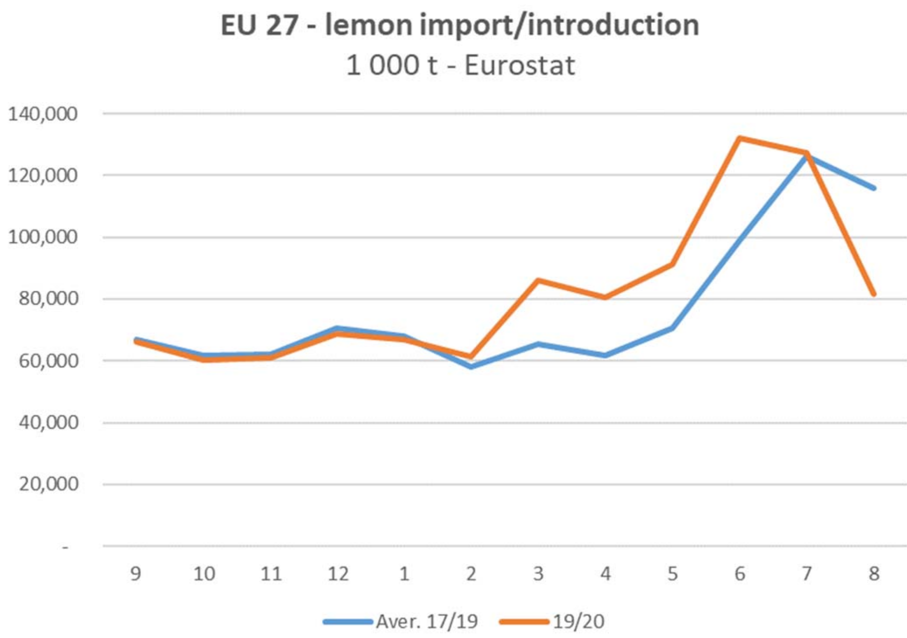
- **Spain** : steady growth
  +100 000 t in 6 Y
- **Turkey :** growing also …but a sharp decrease in 2019-20 (climatic issue)
  +30 000 t in 6 Y
- **Italy/Greece :** almost stable

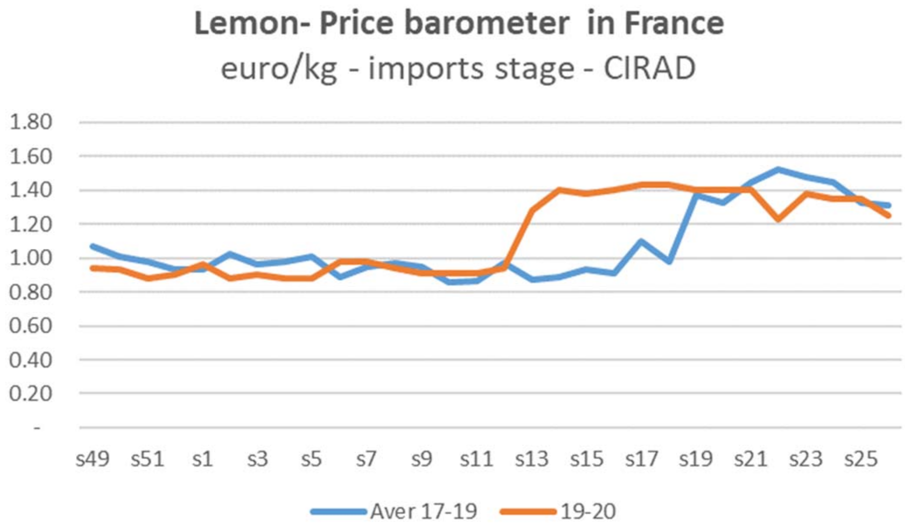


EU28 lemons imports - 1000 t - Eurostat

	13/14	14/15	15/16	16/17	17/18	18/19	19/20	19-20/4S aver.
Total	**629,340**	**662,512**	**644,722**	**747,074**	**705,139**	**772,496**	**749,837**	**5%**
Espagne	490,829	552,582	468,583	580,090	525,289	571,565	602,400	**12%**
Turquie	95,305	75,684	108,926	105,179	112,395	130,568	74,277	**-35%**
Italie	34,955	29,539	44,568	47,092	45,013	48,251	47,725	**3%**
Grèce	4,951	2,792	15,386	8,102	13,621	12,592	14,019	**13%**
Egypte	809.7	166	1,264	3,527	4,100	4,470	4,736	**42%**
autres	2,490	1,749	5,996	2,904	1,964	1,467	2,723	**-12%**

Lemon: same COVID effect as for oranges





VOLUMES

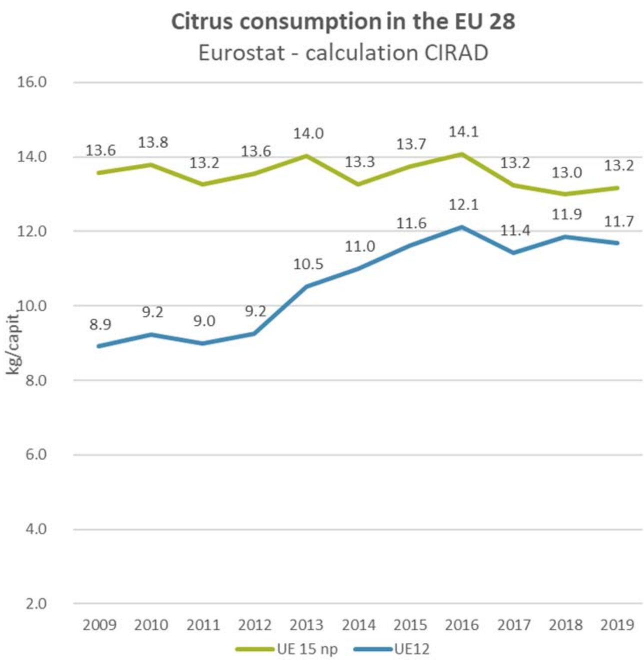
- **Same pattern as for oranges: no change until February**
- **But a sharper and more consistent increase afterwards**
  - **March/June : + 29/34% (+20/30 000 t/m.)**

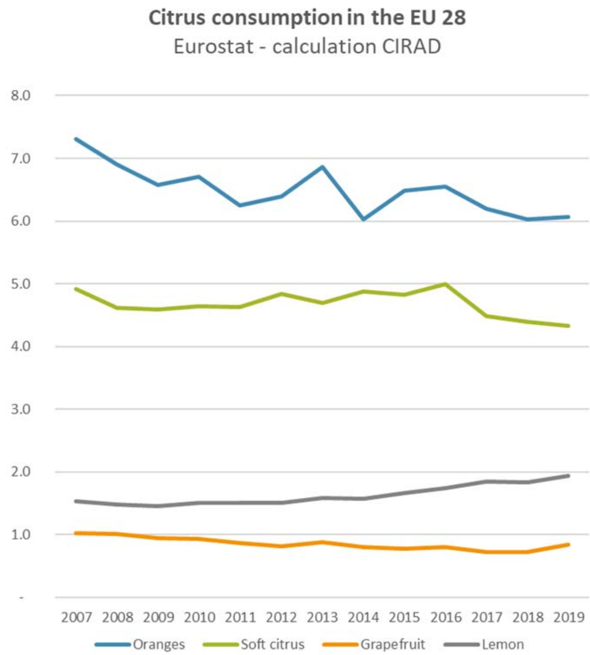
PRICES

- **Close to the average till mid March**
- **An sharp rise afterwards**
  - **Mid March-end of April : +40%**

Synthesis

- A very **good season price-wise for soft citrus and oranges and a regular one for lemons**
- but in a **very special context !**
  Short production of the key exporters (orange and above all soft citrus)
  COVID effect on demand (oranges/lemon) …and **also on costs !**
- **Not the trend regarding consumption : 2019 – "normal context"**
  flat to decreasing on both the western and the eastern part of the EU (non pro. countries)





- **Not the trend regarding production also :** 15-16->18-19 : +3.1 m t
  + more interaction with SH citrus (growing production also)

Control of the planting – new markets and PROMOTION are the keys

The current period shows the very good image of citrus