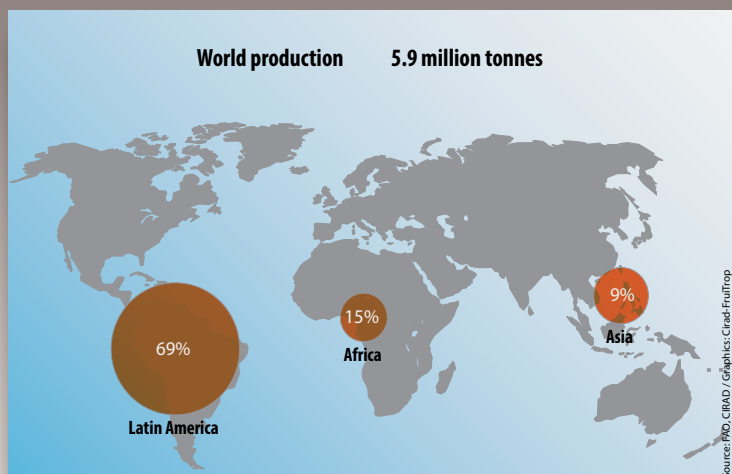


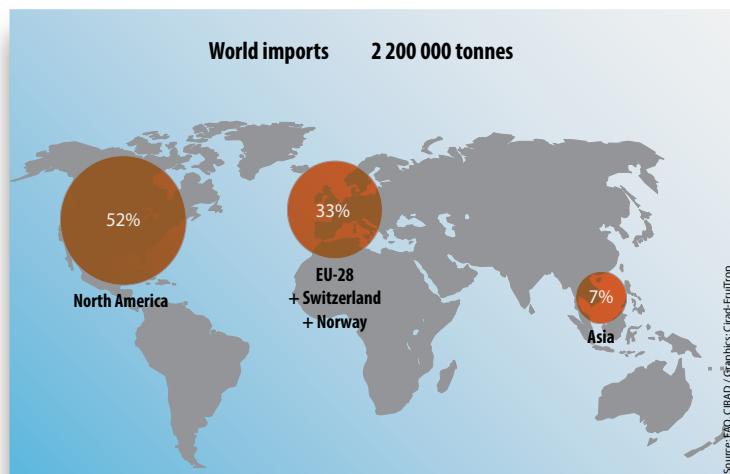
AVOCADO - Production (2018-19)



| Avocado — Top 9 producer countries | |
|------------------------------------|---------------------|
| tonnes | 2018-19 or FAO 2017 |
| Mexico | 1 950 000 |
| Dominican Rep* | 638 000 |
| Peru* | 467 000 |
| Indonesia | 363 000 |
| Colombia* | 314 000 |
| Brazil* | 213 000 |
| Chile | 210 000 |
| Kenya* | 194 000 |
| Rwanda* | 162 000 |

Professional sources (2018-19), * FAO (2017)

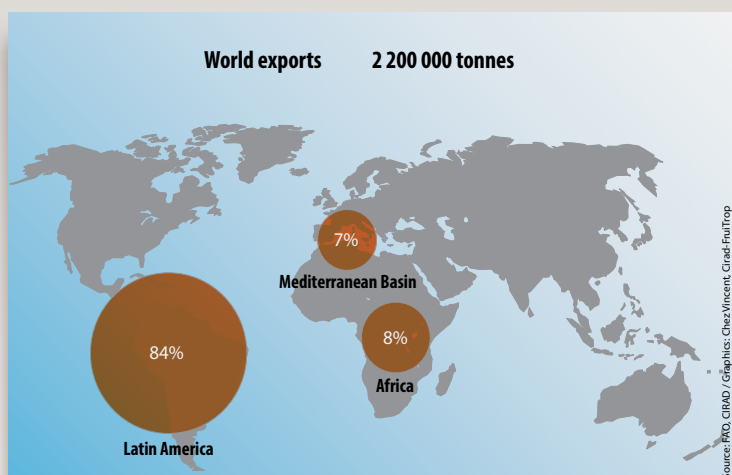
AVOCADO - Imports (2018-19)



| Avocado — Top 7 importer countries | |
|------------------------------------|-----------|
| tonnes | 2018-19 |
| United States | 1 058 083 |
| Netherlands | 400 999 |
| France | 143 093 |
| Spain | 129 734 |
| United Kingdom | 114 773 |
| Canada | 93 551 |
| Japan | 76 614 |

Source: National Customs

AVOCADO - Exports (2018-19)



| Avocado — Top 6 exporter countries | |
|------------------------------------|-----------|
| tonnes | 2018-19 |
| Mexico | 1 198 000 |
| Peru | 360 000 |
| Chile | 147 000 |
| South Africa | 90 000 |
| Israel | 78 000 |
| Kenya | 75 000 |

Professional sources, National Customs

USA - Imports - Main supplier countries

| tonnes | 2013-14 | 2014-15 | 2015-16 | 2016-17 | 2017-18 | 2018-19 |
|--------------|----------------|----------------|----------------|----------------|----------------|------------------|
| Total | 603 160 | 780 412 | 917 667 | 846 414 | 982 316 | 1 058 083 |
| Mexico | 512 276 | 686 404 | 853 617 | 764 680 | 862 596 | 917 730 |
| Peru | 21 617 | 64 448 | 46 284 | 31 573 | 64 420 | 81 893 |
| Dom. Rep. | 15 958 | 15 548 | 7 393 | 20 805 | 25 757 | 29 560 |
| Chile | 53 305 | 10 600 | 10 362 | 29 354 | 29 454 | 28 001 |

Source: USDA

Canada - Imports - Main supplier countries

| tonnes | 2013-14 | 2014-15 | 2015-16 | 2016-17 | 2017-18 | 2018-19 |
|--------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Total | 46 139 | 57 089 | 69 953 | 76 118 | 89 052 | 93 551 |
| Mexico* | 33 451 | 44 958 | 62 150 | 71 607 | 83 346 | 88 854 |
| Peru | 2 905 | 5 542 | 2 627 | 1 130 | 3 567 | 1 955 |
| USA* | 8 910 | 5 649 | 4 494 | 2 785 | 1 076 | 1 532 |
| Dom. Rep. | 456 | 534 | 483 | 379 | 629 | 581 |
| Chile | 261 | 65 | 3 | 3 | 20 | 20 |
| Others | 156 | 341 | 196 | 214 | 414 | 609 |

Sources: COMTRADE and *National Customs

South America - Main markets

| tonnes | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Total | 17 670 | 18 403 | 21 125 | 21 760 | 24 152 | 24 873 | 38 134 |
| Chile | 698 | 3 882 | 2 659 | 9 285 | 11 151 | 5 700 | 23 812 |
| Argentina | 9 179 | 9 621 | 13 208 | 10 807 | 12 784 | 19 033 | 14 310 |
| Ecuador | 1 770 | 996 | 2 130 | 538 | - | 7 | 12 |
| Colombia | 6 023 | 3 904 | 3 128 | 1 130 | 217 | 133 | - |

Source: COMTRADE

Central America and Mexico - Main markets

| tonnes | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Total | 42 132 | 42 266 | 38 184 | 38 777 | 37 975 | 32 977 | 37 725 |
| El Salvador | 13 754 | 12 666 | 12 213 | 12 269 | 12 570 | 12 005 | 14 931 |
| Honduras | 10 412 | 11 405 | 10 263 | 11 379 | 9 972 | 11 079 | 11 215 |
| Costa Rica | 13 731 | 13 061 | 12 424 | 11 187 | 9 334 | 7 783 | 7 899 |
| Guatemala | 3 312 | 2 923 | 3 211 | 3 942 | 6 081 | 2 110 | 3 680 |
| Mexico | 923 | 2 211 | 73 | - | 18 | - | - |

Source: COMTRADE

European Union - Imports - Main supplier countries

| tonnes | 2013-14 | 2014-15 | 2015-16 | 2016-17 | 2017-18 | 2018-19 |
|----------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Total, incl. | 307 358 | 349 426 | 413 717 | 507 582 | 542 656 | 684 232 |
| Total N. Hemisphere | 157 266 | 167 741 | 220 318 | 278 351 | 305 045 | 313 643 |
| Chile | 62 968 | 42 797 | 78 244 | 90 138 | 92 467 | 87 571 |
| Israel | 42 844 | 46 086 | 34 995 | 56 600 | 41 567 | 60 101 |
| Spain | 36 700 | 50 600 | 37 700 | 55 200 | 48 600 | 57 000 |
| Mexico | 6 293 | 12 918 | 45 593 | 36 884 | 60 993 | 47 561 |
| Colombia (Sept/Aug.) | 1 142 | 3 740 | 11 189 | 24 024 | 29 752 | 38 000 |
| Morocco | 4 766 | 7 798 | 7 115 | 9 552 | 21 746 | 11 237 |
| Dominican Rep. | 1 810 | 3 034 | 4 445 | 5 527 | 7 345 | 8 657 |
| Portugal | - | - | - | - | 1 440 | 3 032 |
| Greece | 740 | 765 | 987 | 424 | 560 | 484 |
| Total S. Hemisphere | 150 092 | 181 686 | 193 399 | 229 231 | 237 611 | 370 589 |
| Peru | 86 260 | 101 971 | 114 321 | 144 367 | 157 744 | 228 769 |
| Southern Africa* | 45 165 | 56 713 | 50 962 | 54 095 | 43 984 | 87 127 |
| Kenya | 13 313 | 15 604 | 20 728 | 23 444 | 25 425 | 41 525 |
| Brazil | 3 928 | 5 265 | 3 535 | 3 908 | 7 189 | 6 680 |
| Tanzania | 968 | 1 643 | 3 278 | 2 948 | 2 987 | 6 244 |
| Argentina | 158 | 43 | 78 | 133 | 3 | 76 |
| Others | 300 | 447 | 497 | 337 | 280 | 168 |

* South Africa, Zimbabwe, Swaziland / Source: Eurostat

Other West European countries - Main markets

| tonnes | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Total | 14 779 | 17 148 | 20 600 | 23 746 | 27 120 | 28 215 | 29 360 |
| Switzerland | 7 340 | 7 915 | 9 516 | 11 376 | 13 823 | 14 694 | 15 528 |
| Norway | 7 090 | 8 787 | 10 496 | 11 673 | 12 411 | 12 422 | 12 779 |
| Iceland | 349 | 446 | 588 | 697 | 886 | 1 099 | 1 053 |

Source: COMTRADE

Russia - Imports - Main supplier countries

| tonnes | 2013-14 | 2014-15 | 2015-16 | 2016-17 | 2017-18 | 2018-19 |
|------------------------|---------------|---------------|--------------|---------------|---------------|---------------|
| Total | 13 948 | 14 404 | 9 767 | 15 109 | 18 840 | 31 593 |
| Total N. Hemis. | 9 431 | 8 209 | 5 914 | 9 782 | 10 941 | 16 808 |
| Israel | 9 004 | 8 123 | 5 814 | 9 614 | 10 234 | 15 216 |
| Colombia | - | - | - | 44 | 475 | 1 016 |
| Chile | 147 | 86 | 99 | 123 | 232 | 576 |
| Total S. Hemis. | 4 853 | 5 427 | 3 853 | 5 327 | 7 899 | 14 785 |
| Kenya | 405 | 232 | 497 | 1 735 | 4 260 | 7 191 |
| South Africa | 2 678 | 3 994 | 2 197 | 1 902 | 957 | 3 355 |
| Peru | 1 462 | 982 | 1 069 | 1 586 | 2 100 | 3 089 |

Source: COMTRADE

Other East European countries - Main markets

| tonnes | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Total | 1 948 | 2 636 | 2 749 | 2 850 | 2 324 | 3 321 | 6 627 |
| Ukraine | 1 623 | 2 068 | 1 852 | 1 231 | 1 685 | 2 218 | 4 793 |
| Belarus | 255 | 482 | 744 | 1 441 | 388 | 770 | 1 501 |
| Serbia | 70 | 86 | 153 | 178 | 251 | 333 | 333 |

Source: COMTRADE

Japan - Imports - Main supplier countries

| tonnes | 2013-14 | 2014-15 | 2015-16 | 2016-17 | 2017-18 | 2018-19 |
|--------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Total | 56 836 | 57 372 | 67 243 | 67 394 | 65 703 | 76 614 |
| Mexico | 50 278 | 52 758 | 63 986 | 63 549 | 59 192 | 69 701 |
| Peru | - | - | 25 | 969 | 3 347 | 5 166 |
| USA | 4 971 | 2 124 | 80 | 1 174 | 2 585 | 1 099 |
| Chile | 892 | 786 | 683 | 175 | 118 | 512 |
| New Zealand | 695 | 1 704 | 2 467 | 1 527 | 461 | 118 |

Source: National Customs

China - Imports - Main supplier countries

| tonnes | 2013 | 2014-15 | 2015-16 | 2016-17 | 2017-18 | 2018-19 |
|--------------|--------------|---------------|---------------|---------------|---------------|---------------|
| Total | 4 223 | 13 629 | 22 165 | 31 068 | 41 971 | 47 127 |
| Peru | - | 1 154 | 520 | 2 802 | 6 437 | 17 073 |
| Mexico | - | 10 794 | 14 223 | 10 919 | 17 690 | 13 952 |
| Chile | - | 1 092 | 5 783 | 13 405 | 15 029 | 13 616 |
| USA | - | 243 | 1 052 | 644 | 1 084 | 1 011 |
| Others | - | 346 | 587 | 3 298 | 1 731 | 1 475 |

Source: National Customs

Other Asian countries - Main markets

| tonnes | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|
| Total | 3 320 | 4 062 | 5 302 | 6 113 | 10 103 | 15 247 | 20 693 |
| South Korea | 534 | 722 | 1 097 | 1 515 | 2 915 | 5 979 | 11 560 |
| Singapore | 1 691 | 2 015 | 2 815 | 2 991 | 4 210 | 5 737 | 5 070 |
| Malaysia | 565 | 773 | 956 | 1 075 | 2 377 | 2 932 | 3 300 |
| Thailand | 530 | 552 | 434 | 532 | 601 | 599 | 763 |

Source: COMTRADE

Oceania - Main markets

| tonnes | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|--------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Total | 9 629 | 10 967 | 19 889 | 15 214 | 19 757 | 16 407 | 13 504 |
| Australia | 9 627 | 10 941 | 19 889 | 15 214 | 19 757 | 16 407 | 13 504 |
| New Zealand | 2 | 26 | - | - | - | - | - |

Source: COMTRADE

Persian Gulf - Main markets

| tonnes | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Total | 16 985 | 22 604 | 26 818 | 36 400 | 39 476 | 43 249 | 41 884 |
| Saudi Arabia | 7 736 | 10 156 | 10 312 | 16 697 | 17 527 | 20 451 | 19 217 |
| U.A.E. | 7 352 | 10 077 | 13 250 | 15 841 | 17 000 | 16 555 | 17 777 |
| Kuwait | 857 | 1 247 | 1 601 | 1 791 | 2 084 | 4 523 | 2 680 |
| Bahrain | 266 | 382 | 726 | 791 | 955 | 1 194 | 1 180 |
| Qatar | 486 | 598 | 904 | 1 280 | 1 910 | 526 | 805 |
| Yemen | 288 | 144 | 25 | - | - | - | 225 |

Source: COMTRADE

Africa - Main markets

| tonnes | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|--------------|---------------|---------------|---------------|---------------|--------------|--------------|---------------|
| Total | 11 790 | 15 675 | 11 517 | 11 671 | 8 134 | 8 830 | 15 920 |
| Morocco | 8 817 | 9 130 | 7 627 | 6 749 | 3 975 | 4 417 | 11 130 |
| South Africa | 1 660 | 2 308 | 1 962 | 2 246 | 2 416 | 2 733 | 2 655 |
| Burkina Faso | 683 | 589 | 1 046 | 1 436 | 767 | 779 | 888 |
| Egypt | 112 | 2 914 | 80 | 593 | 202 | 329 | 845 |
| Namibia | 518 | 734 | 802 | 647 | 774 | 572 | 402 |

Source: COMTRADE



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