Pear Market
Review season 2016/17

PROGNOSFRUIT CONGRESS 2017

HELWIG SCHWARTAU, AMI

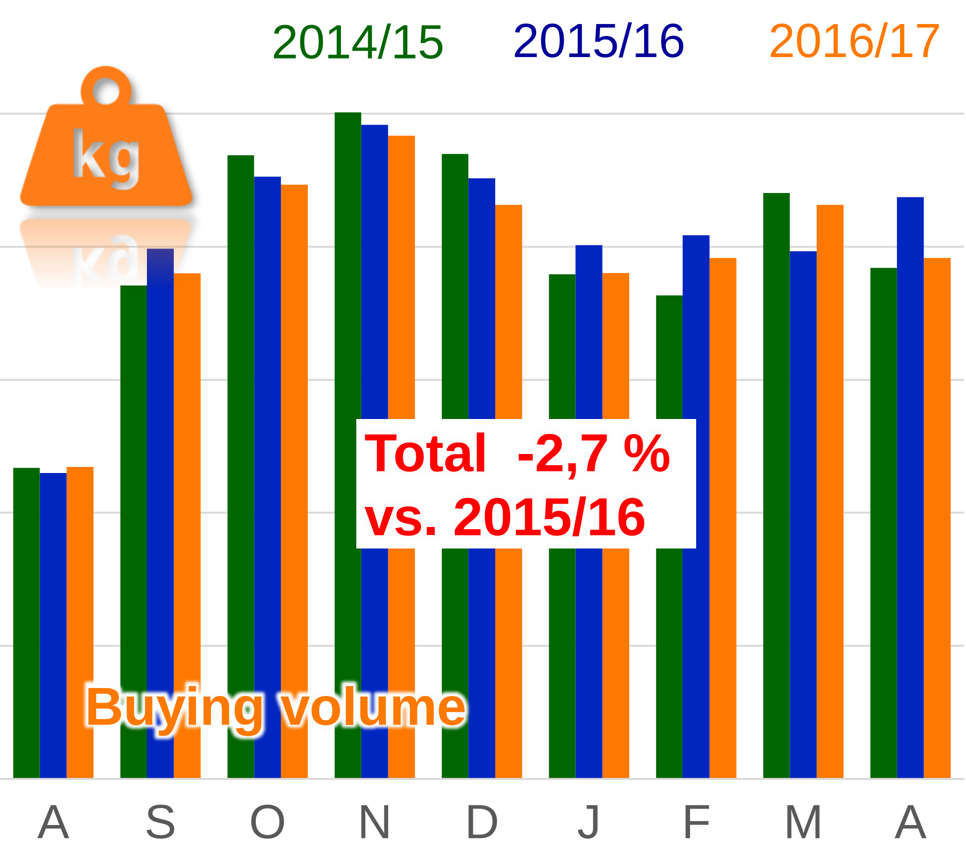
AMI natürlich informiert.

Successful pear season 2016/17

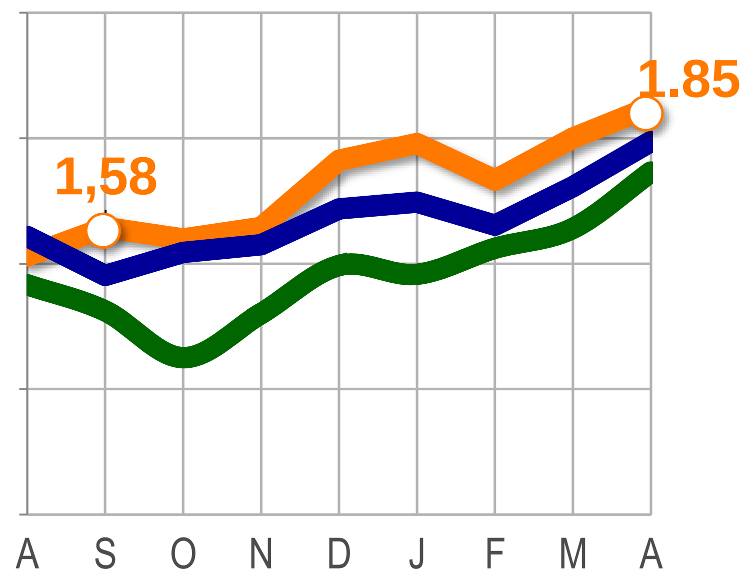
- Prices were higher than in previous years
- The Netherlands particularly benefited with a “normal“ crop
- More market shares for Conference, a lot of retailers preferred Conference and switched later than usually to overseas
- Less Abate Fetel, clearly smaller exports to Germany
- Imports from overseas lower than expected
- Exports to Eastern Europe were average, Asia exports stagnated
- Consumption in EU domestic market lower than last year…

Pears with less crop and less consumption

Germany, Italy Spain, France – Monthly consumption and retail price (EUR/kg)



Ø Monthly retail price



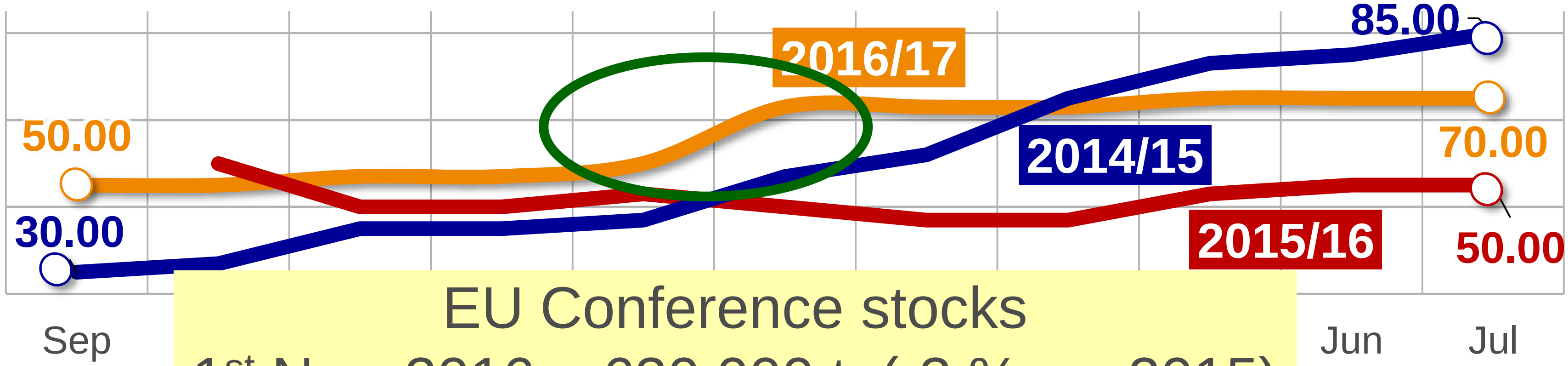
AUT, UK, BEL, NL, FRA, ITA, SP, GER = Consumption 2016 vs. 2015 = -1,8%

Source: AMI, European panal data

Conference – Season 2016/17

Dutch Conference 55-65 mm, price ex. region in EUR/100kg, excl. package

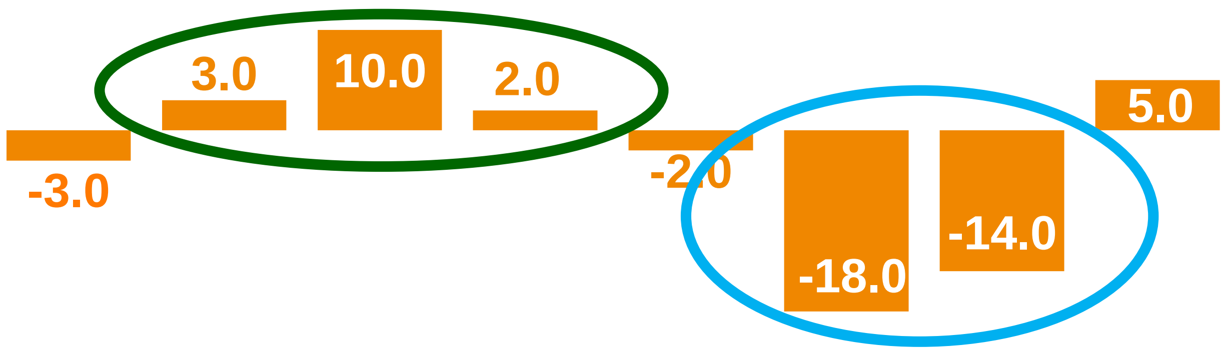
Price



EU Conference stocks

1st Nov. 2016 = 630.000 t, (-3 % vs. 2015)

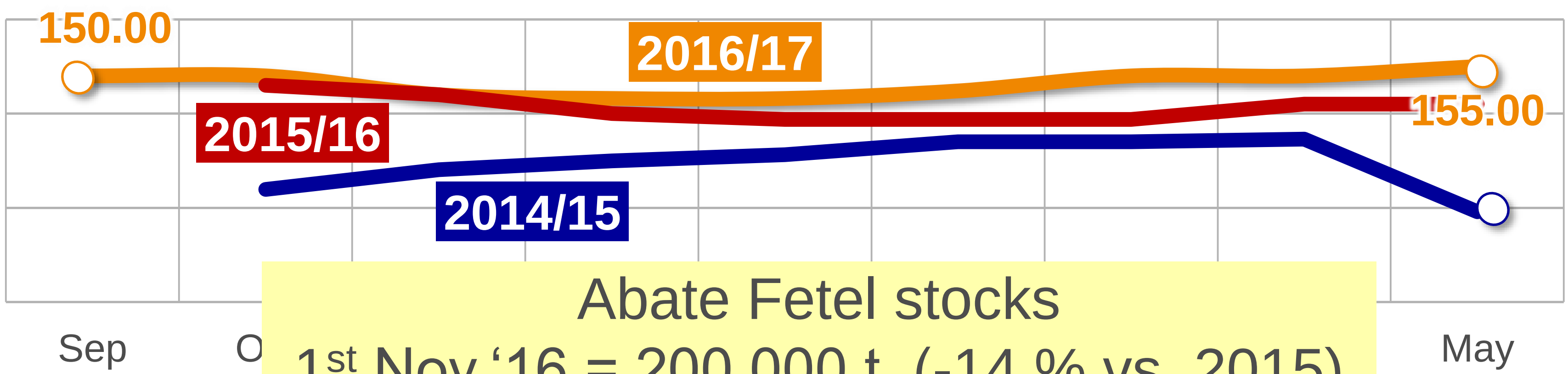
Conference - Monthly EU movement vs. 2015/16, in %



Source: Dutch traders/AMI/WAPA

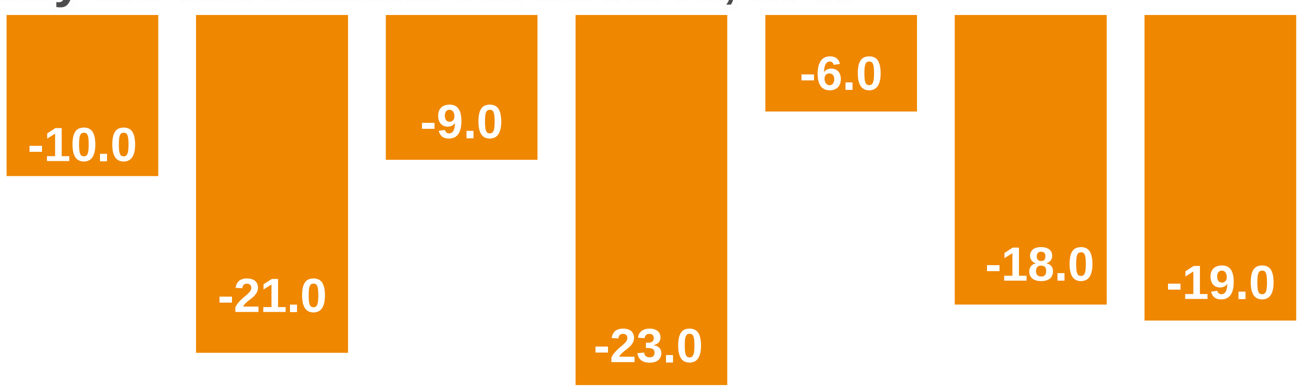
Abate Fetel – Season 2016/17

Italian Abate Fetel 70-75 mm, single layer, price ex. region in EUR/100kg, excl. package



Abate Fetel stocks
1st Nov.‘16 = 200.000 t, (-14 % vs. 2015)

Abate Fetel - Monthly EU movement vs. 2015/16, in %



 Source: Italian traders/AMI/WAPA

Pear Market
Outlook season 2017/18

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Successful pear season 2017/18

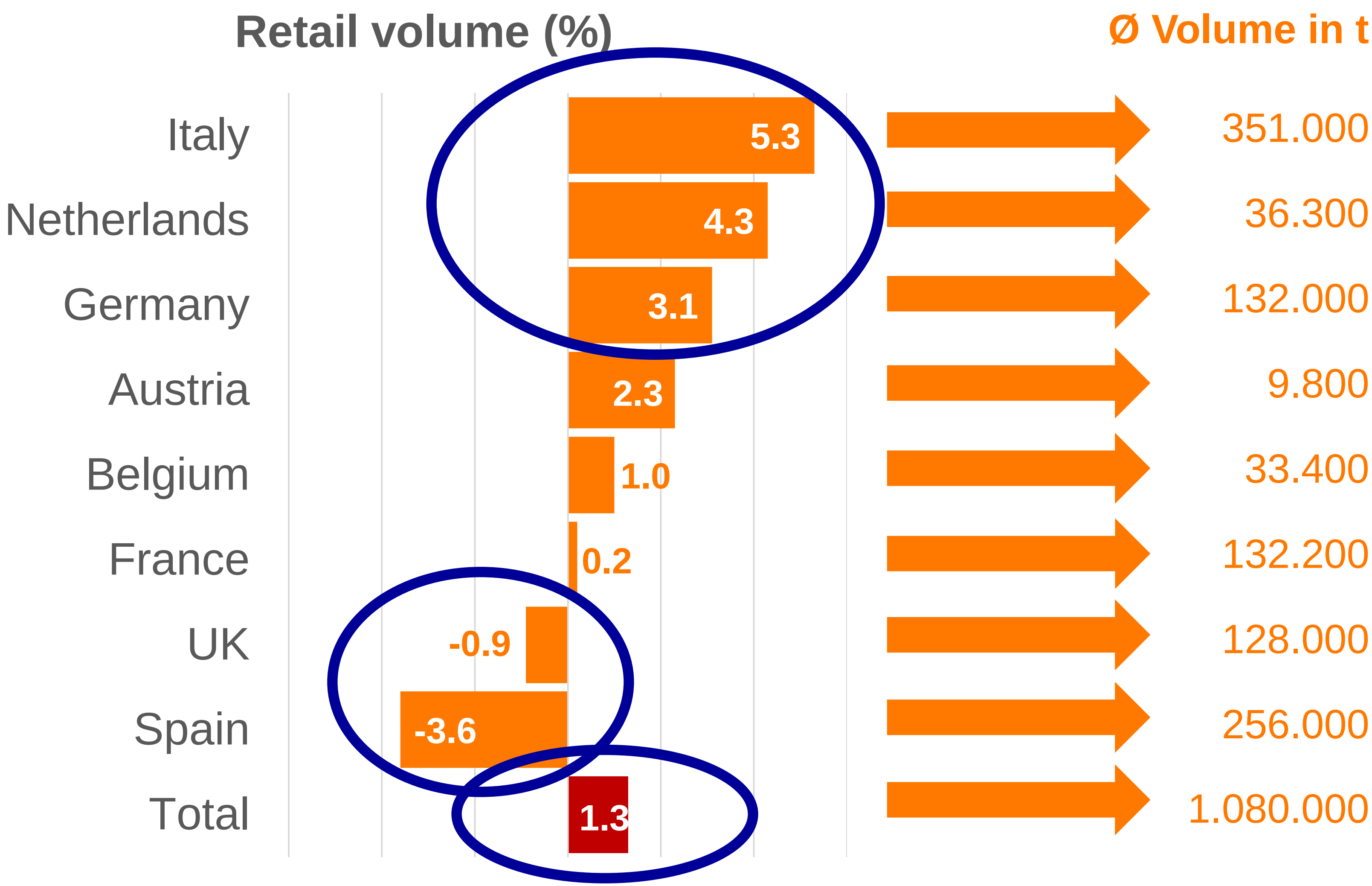
The same EU pear production as last year , but…

- In comparison to last year, normal Abate Fetel crop.
  - More Italian export potential (Germany), a lot of smaller size.
  - A stronger competition with overseas Abate Fetel?
- Conference with lowest crop since 2012.
  - A lot of Benelux orchards had a low fruitsetting (different qualities).
  - Do we have enough Conference for the last part of the season?

2017/18 ……Winner Italy? More difficult season for Benelux?

Positive EU consumption trend

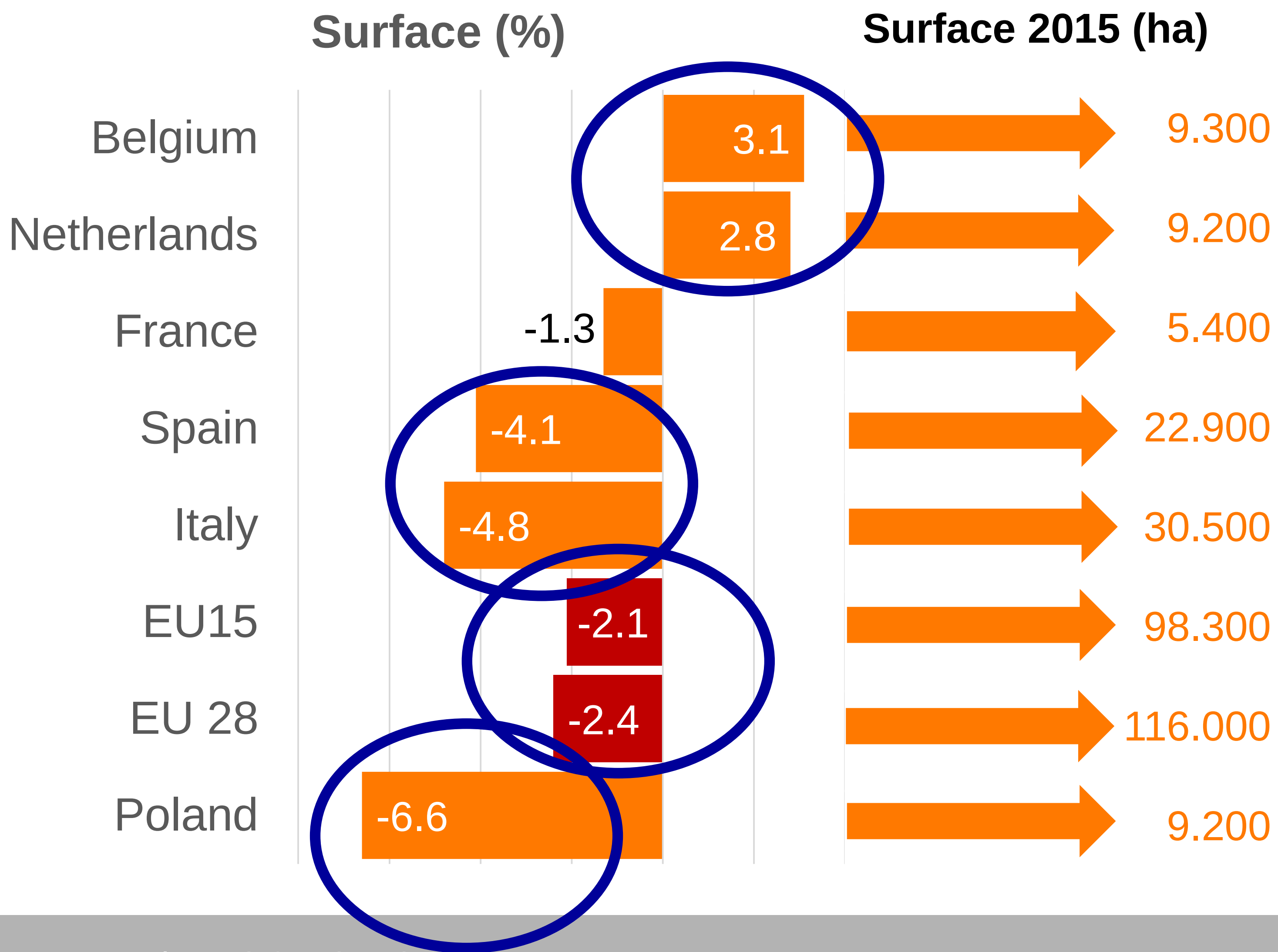
Buying volume Ø 2012 – 2016, yearly shifting in %



Source: European panel data

Only Benelux with increasing surface

Surface Ø 2011 – 2015, yearly shifting in %



2016 = 9.700

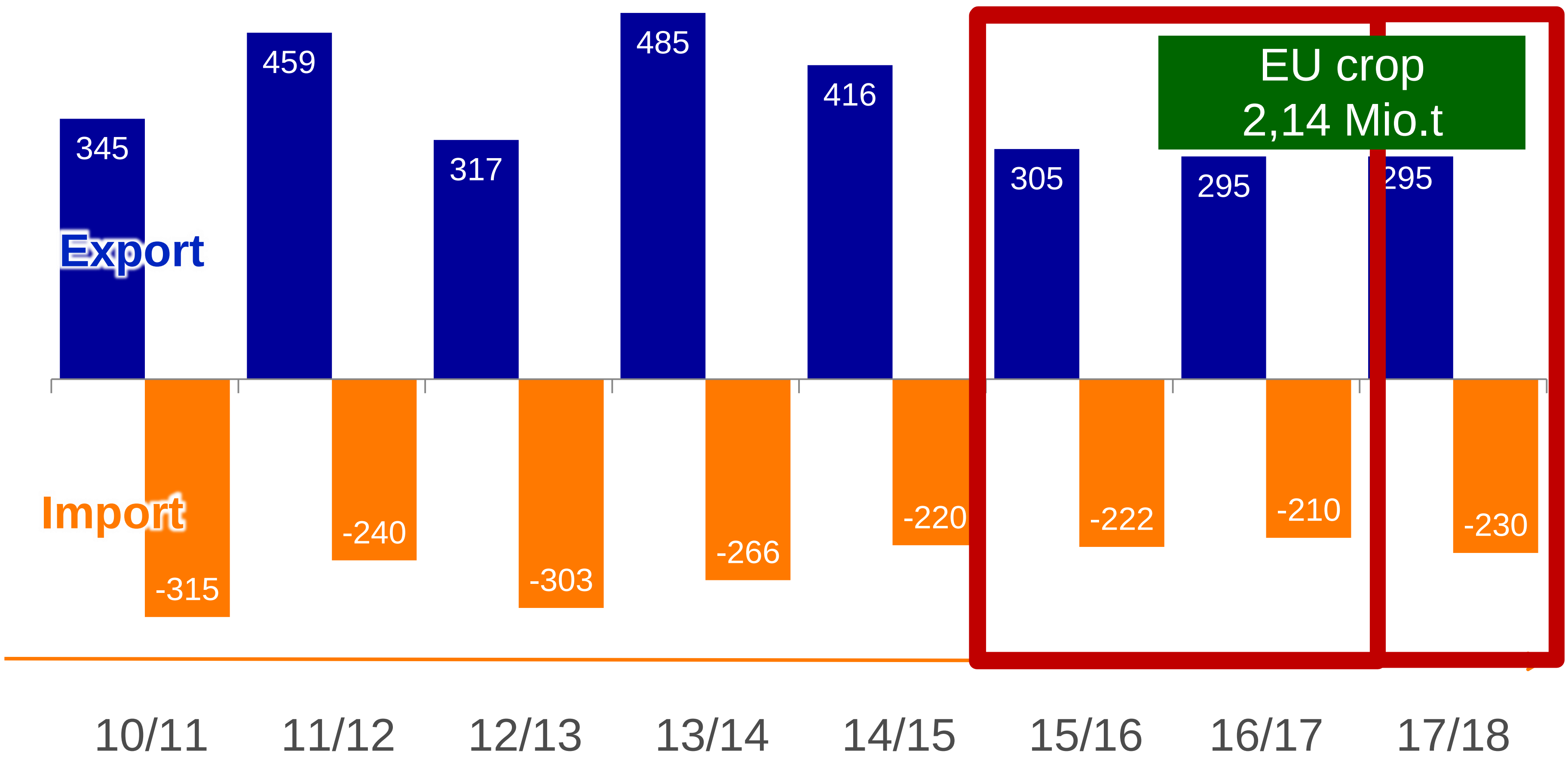
2017 = 9.750

Benelux harvest potential >750.000 t (crop 2017 = 600.000 t)

Source: Eurostat

EU pear market should be in balance

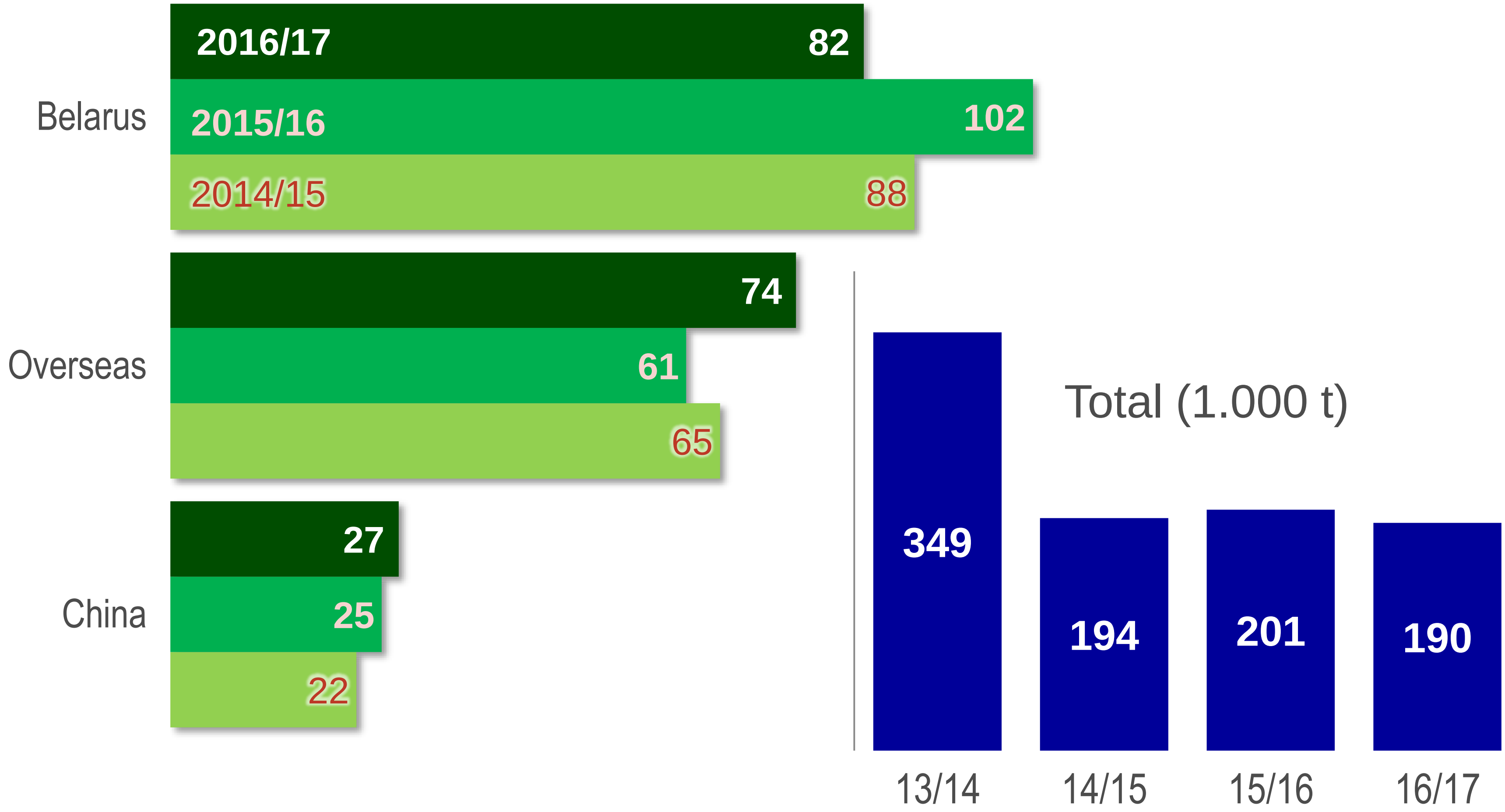
Ø-Current trade balance for EU pears (1.000 t)



Source: Eurostat

Russian imports after ban unchanged

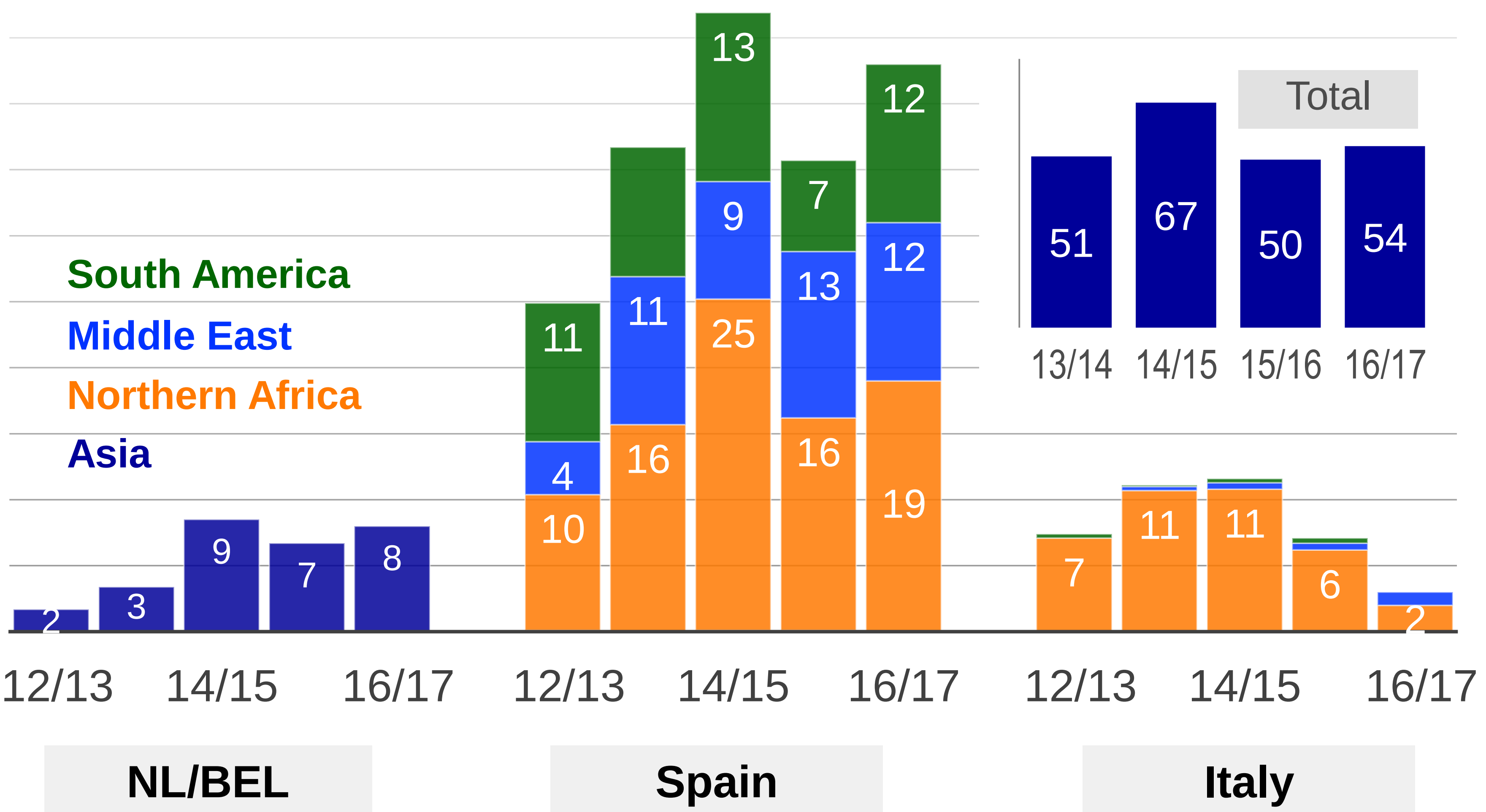
Russian pear imports October to May, 1.000 t



 Source: GTA

EU pears – Stable export volume

EU pear exports to markets outside of Europe (Aug. – April), 1.000 t

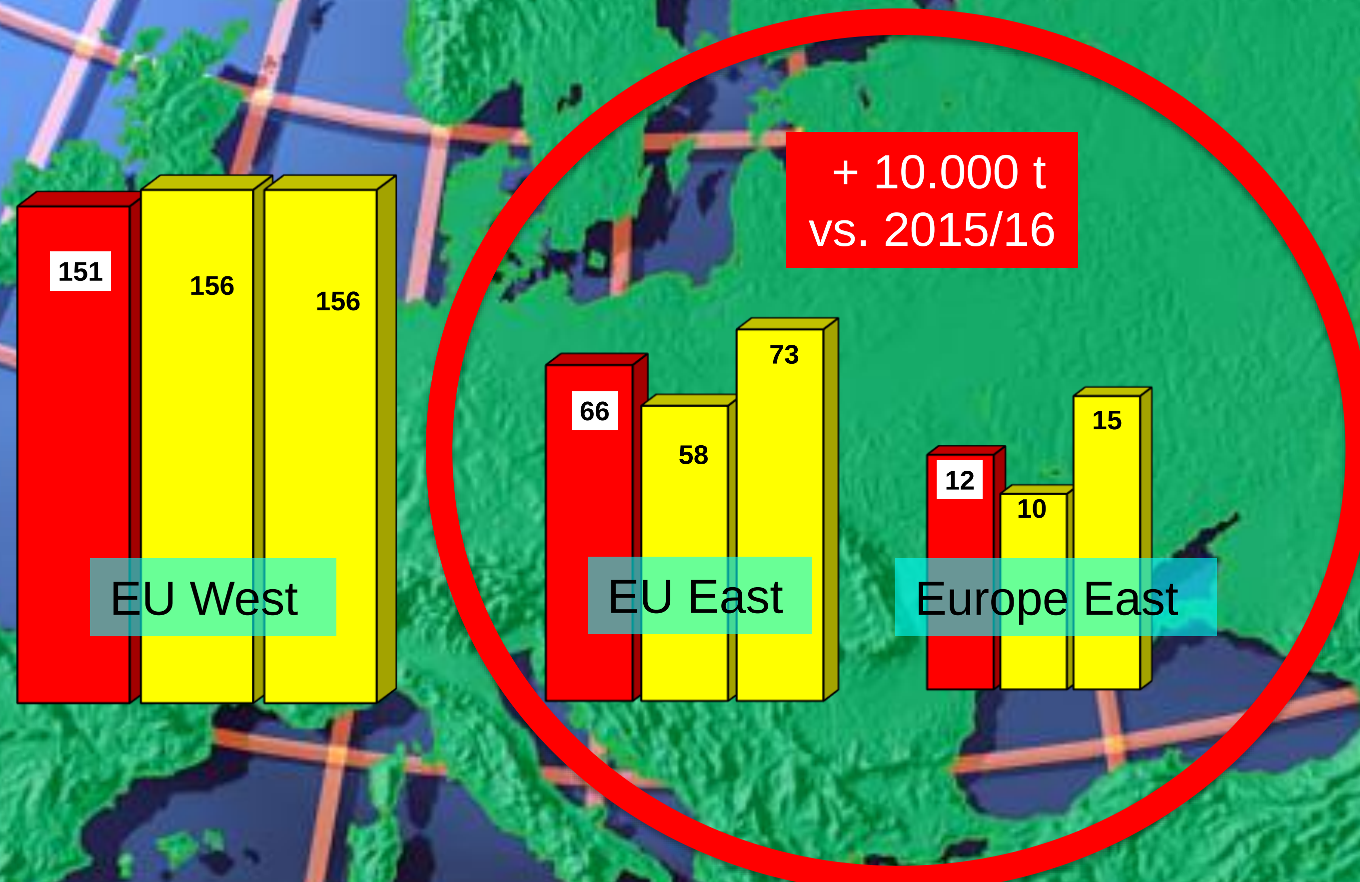


Source: Eurostat

The Netherlands – pear exports
August 2016 till April 2017 (2015-16, 2014-15)

In 1.000 t   Source: Eurostat

NL
217.000 t
(214.000 t)
(229.000 t)



Belgium: Export 261.000 t (-11 %) Source: Eurostat (August-April)
EU 15 144.000 t (- 30.000 t), EU East 117.000 t (- 600 t) Europe East 8.500 t (- 2.500 t)

The Netherlands/Belgium – pear exports August 2016 till May 2017 (1.000 t)

Source:
NL = KCB
BEL = Eurostat

Spain – Back to a normal import level

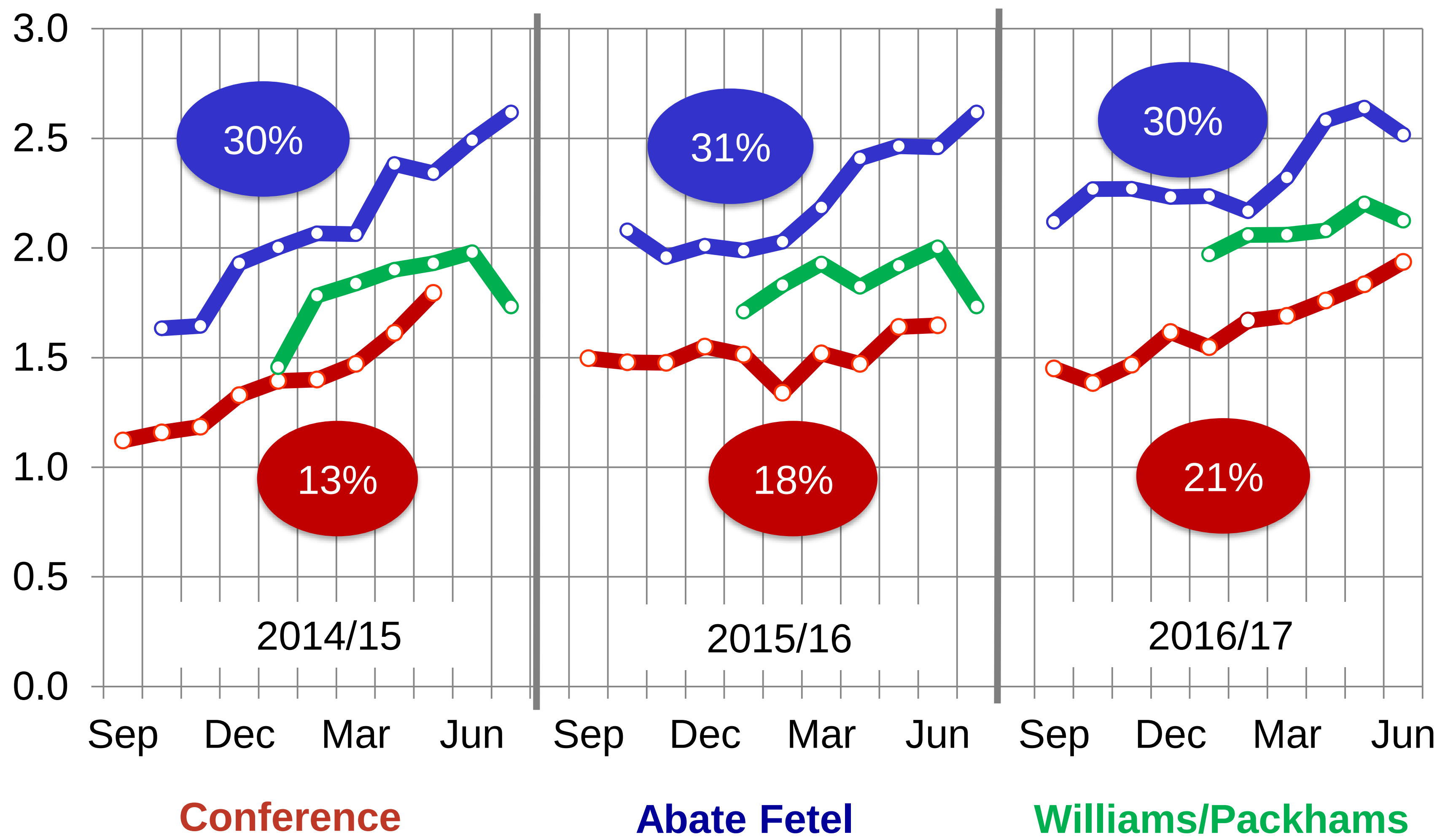
Spain pear imports August to April, 1.000 t

Spain production	tons
2017	312.000
2016	311.000
2015	344.000
2014	400.000

Source: Eurostat/ Spain panal data

German consumers discover Conference

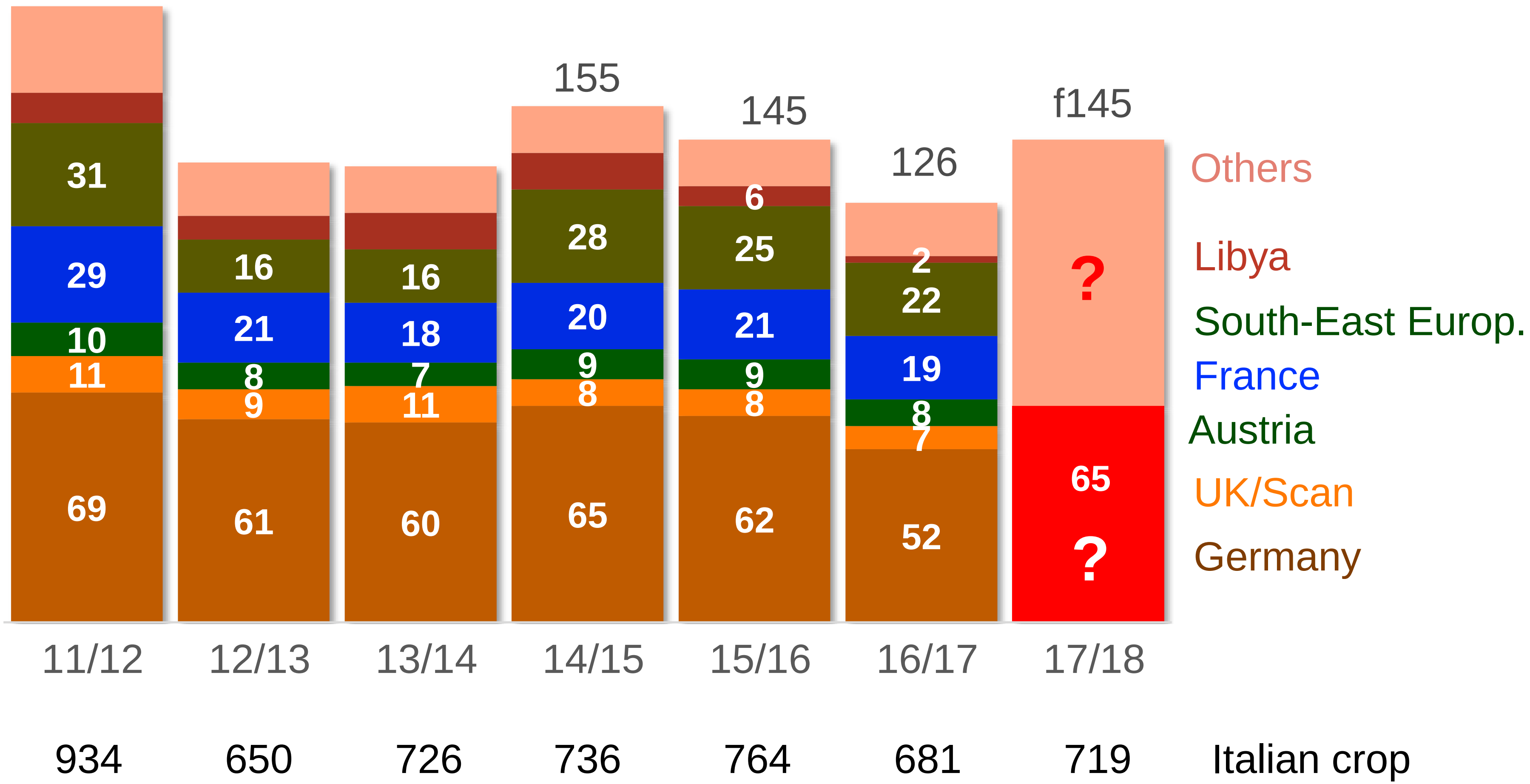
Germany: Retail prices (EUR/kg) and market shares (%) for pear varieties



Source: AMI Analyse auf Basis des GfK-Haushaltspanels

More Abate Fetel, increasing exports

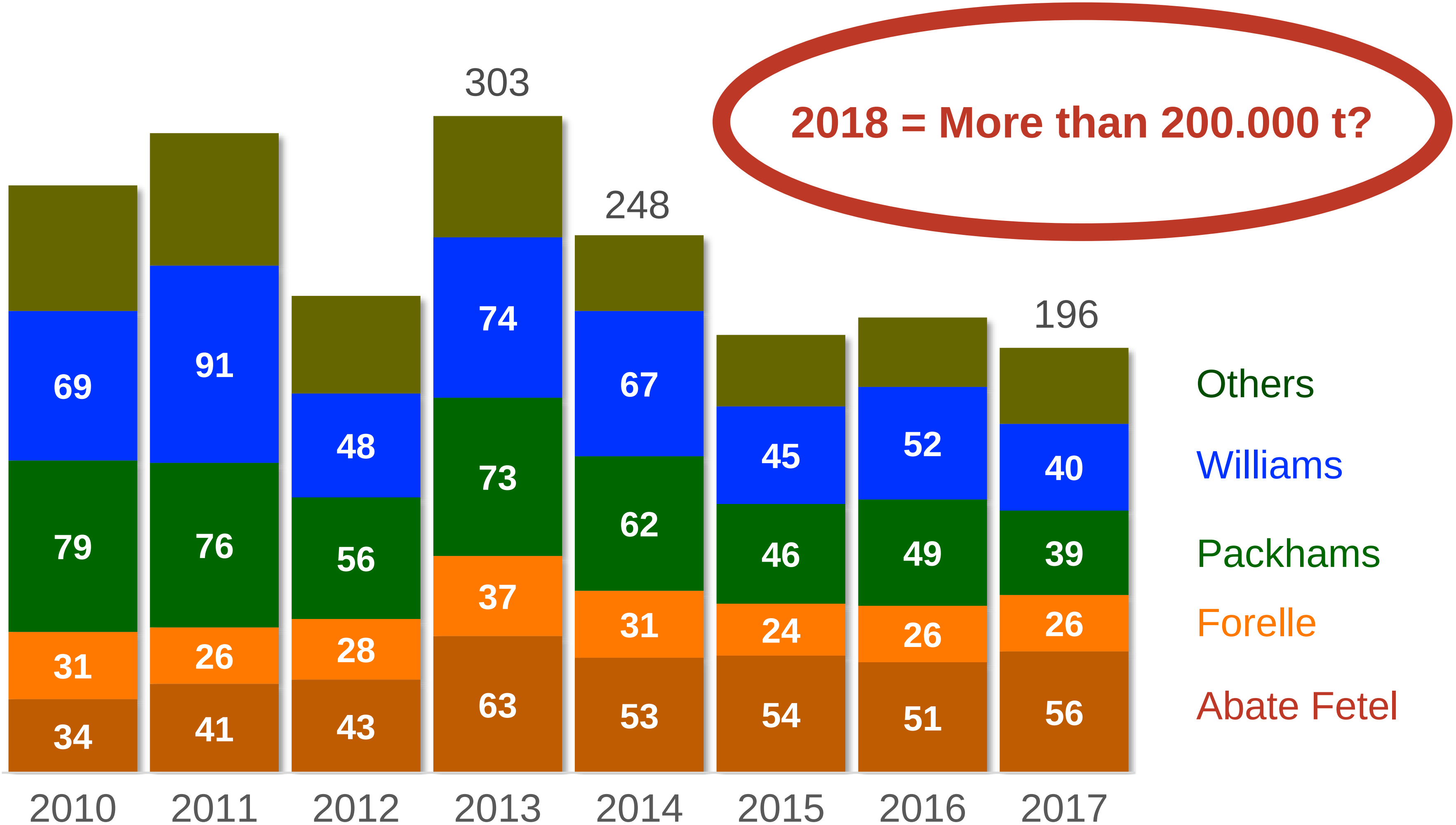
Italian pear exports, July to April, in 1.000 t



Source: Eurostat/WAPA

Stable imports from Southern Hemisphere

EU – Pear imports from Southern Hemisphere, in 1.000 t

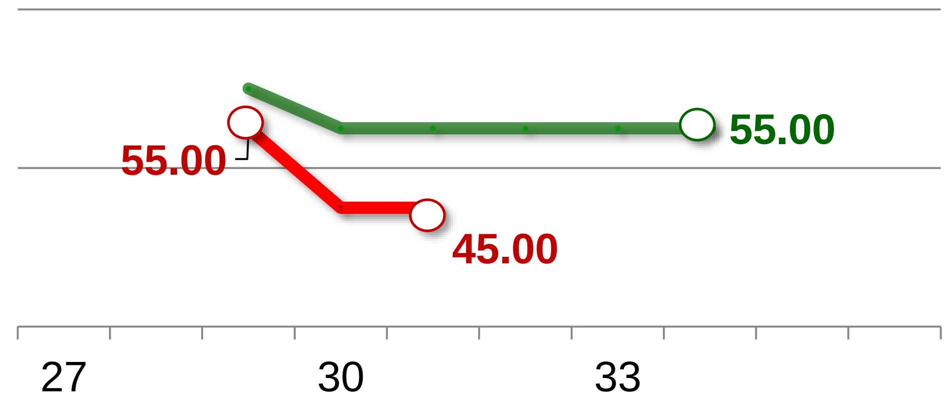


Source: Eurostat

Lower price for summer pears

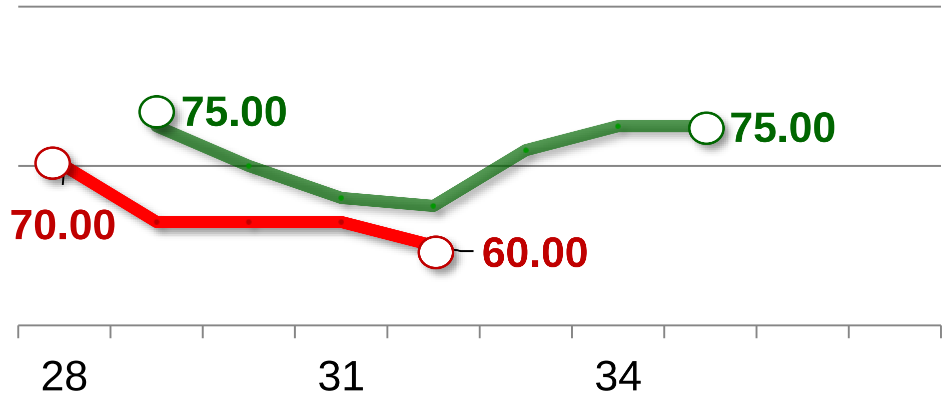
Spanish pear production:
2017 = 312.000 t
2016 = 311.000 t
2015 = 344.000 t
2014 = 400.000 t

Price Limonera 60 mm+ ex region EUR/100kg



French pear production:
2017 = 130.000 t
2016 = 138.000 t
2015 = 155.000 t
2014 = 131.000 t

Price Guyot 60-70 mm ex region EUR/100kg

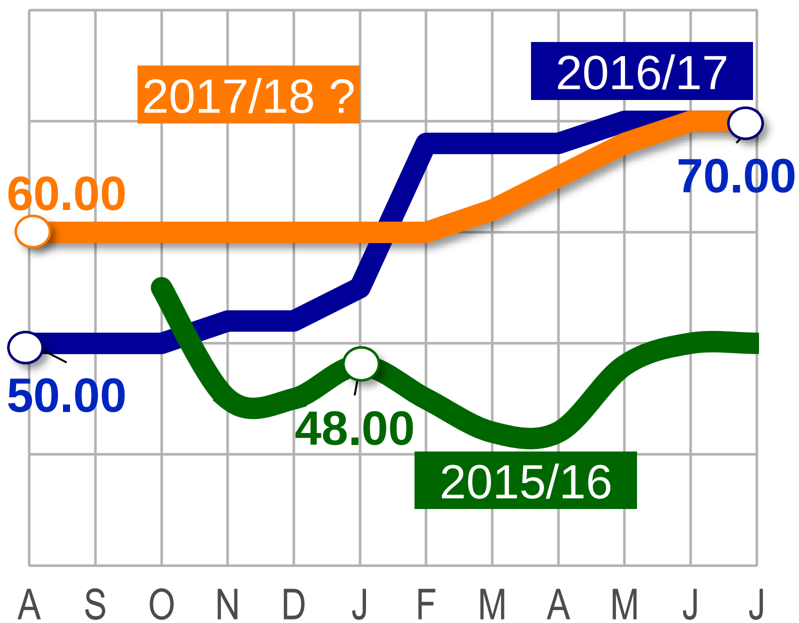


Source: Mercolleida/ RNM France

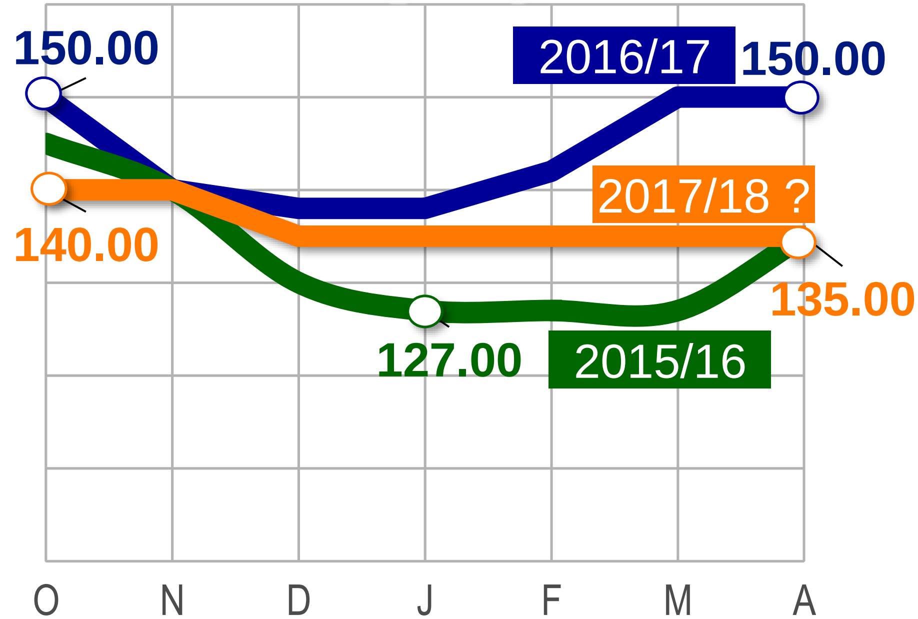
Higher price level in autumn?

Price for pears, EUR/100kg net

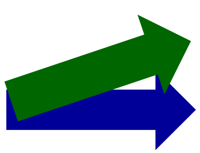
BEL/NL – Veiling price
Conference class /, 55-65mm



Italy – Export price
Abate Fetel single layer 70-75mm

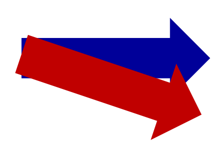


Price



Basic trends during the season

Price



More overseas?

Source: BEL/NL/ITA traders

Prospect for 2017/18

- The same EU production as last year.
- Lower starting price for the first summer pears, competition with Conference crop 2016.
- The situation (volume) for Benelux and Italy will change.
- Germany – More Abate Fetel imports with smaller size, less market shares for Conference?
- Oversea imports will depend on South African and Argentinean crop

Positive outlook 2017/18

Thanks a lot for your attention.

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