



**TomatoEurope**  
PROCESSORS ASSOCIATION

***Tomato World Conference***  
***Piacenza – 30.11.17***



# TomatoEurope

PROCESSORS ASSOCIATION



- European organisation of Tomato Industries
- Founded in 1979
- Representing the tomato processing industry from Italy, Spain, Portugal, Greece and France
- Private Industry and Cooperatives

# National Associations in 5 main producing countries

## ITALY

- ANICAV: Associazione Nazionale degli Industriali delle Conserve Alimentari Vegetali
  - CONFCOOPERATIVE: Confederazione Cooperative Italiane
- **108** members

## SPAIN

- AGRUCON: Agrupación española de Conservas Vegetales
  - FENAVAL: Federación Nacional de Asociaciones de Transformados Vegetales y Alimentos Procesados
  - CCAE: Cooperativas agro-alimentarias de España
- **22** members

## PORTUGAL

- AIT: Association of Tomato Processors
- 7 members

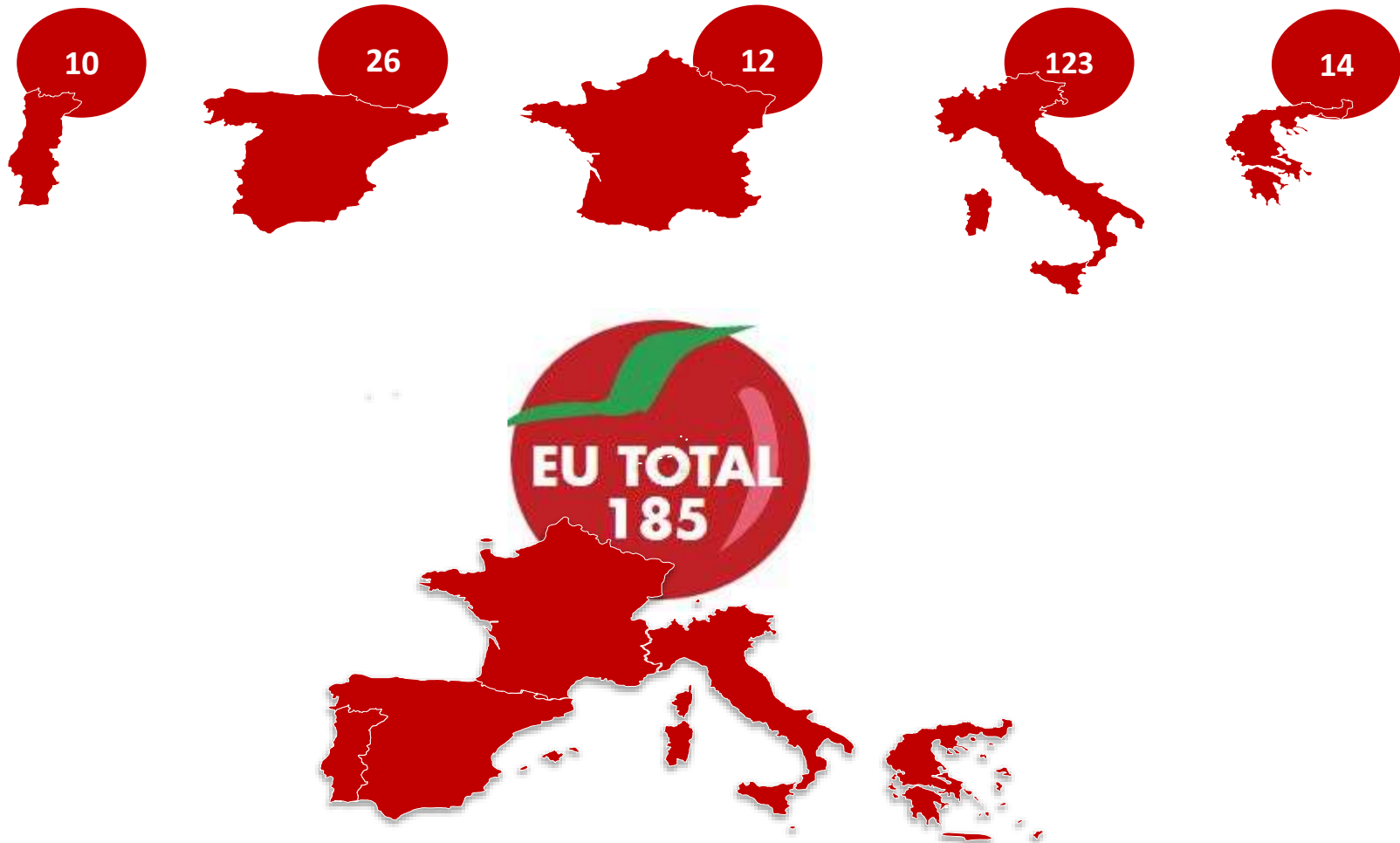
## GREECE

- PEK : Association des Conserveurs Grecs
- 10 members


## France

- FIAC : Fédération des Industries des Aliments Conserves
- 6 members

# Total EU production facilities



# Sector

- **TomatoEurope Membership: 153** production facilities out of 185 in the 5 main producing countries
  - Transforming annually **9 million tons** of fresh tomatoes into tomato derivatives (1st and 2nd transformation)
  - Equivalent to about **150 000 cultivated ha.**
  - Providing direct employment for **22 816 people**
  - Average **production** of (2015 - 2016):
    - Italy: 5 250 mT
    - Spain: 2 980 mT
    - Portugal: 1 580 mT
    - Greece: 470 mT
    - France: 173 mT
- 



## **EU Tomato industry overview**

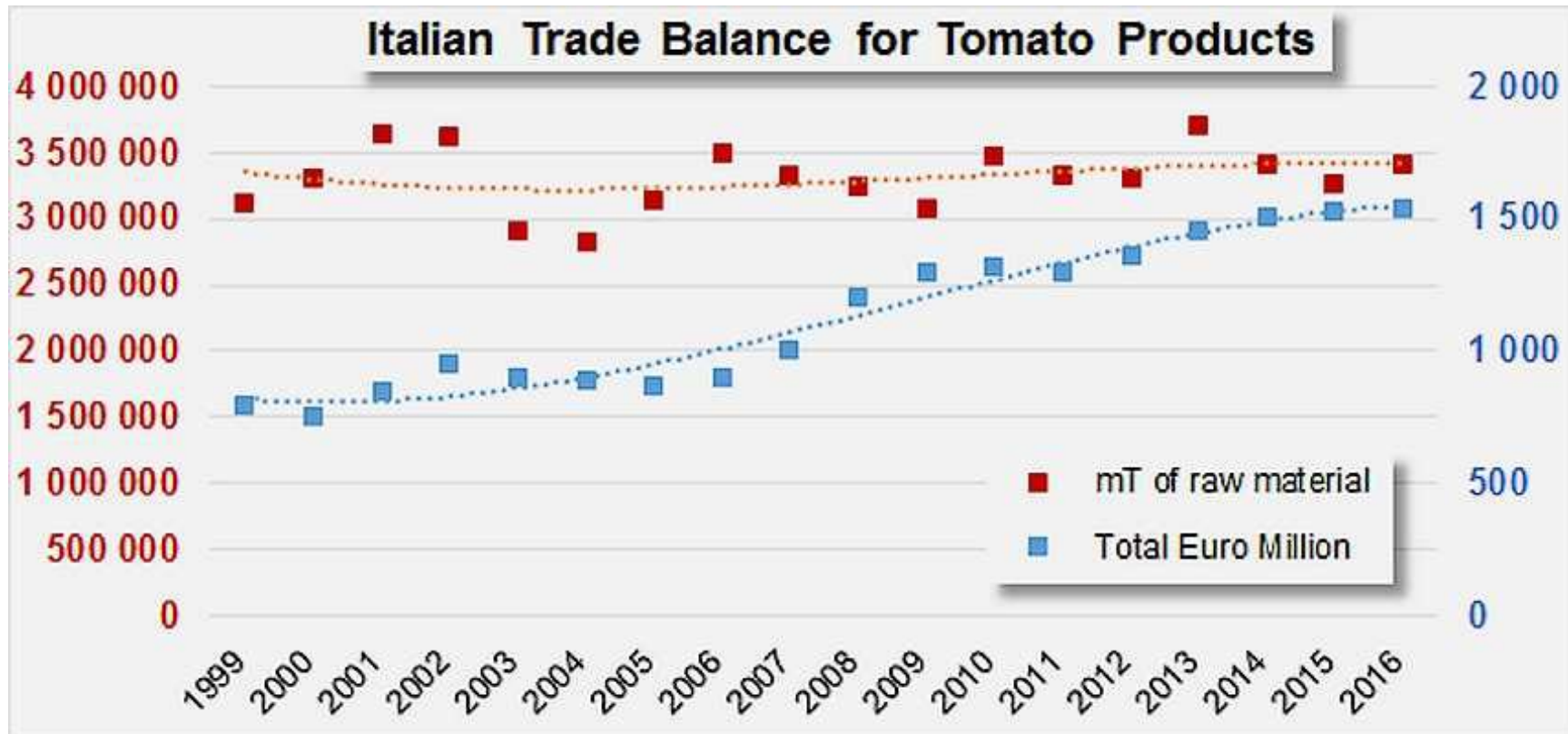
# EU Processing tomatoes Crop 2017

(x .000 tons)

(highlighted in yellow are members of Tomato Europe)



	2015 FINAL	2016 FINAL	FORECAST 1/06/2017	2017 FINAL	VARIATION 2017 vs 2016	AVERAGE 2014 - 2016	VARIATION 2016 vs average
<b>Italy</b>	5393	5180	5000	<b>5.200</b>	<b>0,4%</b>	5162	<b>0,7%</b>
<b>Spain</b>	3028	2950	3200	<b>3.300</b>	<b>11,9%</b>	2893	<b>14,1%</b>
<b>Portugal</b>	1660	1507	1650	<b>1.550</b>	<b>2,9%</b>	1455	<b>6,6%</b>
<b>Greece</b>	500	440	460	<b>400</b>	<b>-9,1%</b>	470	<b>-14,9%</b>
<b>France</b>	170	183	190	<b>175</b>	<b>-4,4%</b>	177	<b>-1,3%</b>
<b>TOMATO EUROPE</b>	<b>10.751</b>	<b>10.260</b>	<b>10.500</b>	<b>10.625</b>	<b>3,6%</b>	<b>10.157</b>	<b>4,6%</b>
<b>Malta</b>	9	8	8	<b>8</b>	<b>0,0%</b>	9	<b>-11,1%</b>
<b>Bulgaria</b>	60	40	50	<b>50</b>	<b>25,0%</b>	49	<b>2,0%</b>
<b>Czech Republic</b>	25	25	25	<b>25</b>	<b>0,0%</b>	23	<b>8,7%</b>
<b>Hungary</b>	105	105	100	<b>85</b>	<b>-19,0%</b>	68	<b>25,0%</b>
<b>Poland</b>	210	220	180	<b>175</b>	<b>-20,5%</b>	166	<b>5,4%</b>
<b>Slovakia</b>	20	20	20	<b>20</b>	<b>0,0%</b>	20	<b>0,0%</b>
<b>Total EU</b>	<b>11.180</b>	<b>10.678</b>	<b>10.883</b>	<b>10.988</b>	<b>2,9%</b>	<b>10.492</b>	<b>4,7%</b>
<b>Iberian peninsula</b>	<b>4.688</b>	<b>4.457</b>	<b>4.850</b>	<b>4.850</b>			
<i>% european production</i>	<b>41,9%</b>	<b>41,7%</b>	<b>44,6%</b>	<b>44,1%</b>			



The volumes of raw materials mobilized by exports have slightly increased, whereas their value has progressed at a relatively consistent rate.

Source: *Tomato News*



## Some highlights and takeaways

- **Slow growth** of the overall European tomato processing production, supported by Iberian production .
- Even drastic **weather condition** (drought and heat waves) that affected the cultivation during last summer 2017 had a very little influence on the final production outcome. An explanation may be an increase of the drip irrigation and new generation of varieties which may have developed a better resistance to high temperature. Final outcomes depend mainly on cultivated hectares and they are related also to affordable prices offered to the farmers
- **Future goals**: create added value with the same volumes of production - the case of Italian Export trend



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**EU & world trends**



## 2017 WPTC world production estimate of tomatoes for processing (in 1000 metric tonnes)



### Major producing countries and total 2017 world production (x.000 tons)

	2015 FINAL	2016 FINAL	FORECAST 1/06/2017	2017 FINAL	VARIATION 2017 vs 2016	AVERAGE 2014 - 2016	VARIATION 2017 vs average
<b>California</b>	13.025	11.470	10.700	9.520	-17,0%	12.401	-26,9%
<b>China</b>	5.600	5.150	5.500	5.600	8,7%	5.683	-1,5%
<b>Italy</b>	5.393	5.180	5.000	5.200	0,4%	5.162	0,8%
<b>Spain</b>	3.028	2.950	3.200	3.300	11,9%	2.893	12,7%
<b>Turkey</b>	2.700	2.100	2.000	1.850	-11,9%	2.200	-17,5%
<b>Portugal</b>	1.660	1.507	1.650	1.550	2,9%	1.455	5,8%
<b>Brazil</b>	1.300	1.450	1.400	1.450	0,0%	1.383	4,8%
<b>Iran</b>	1.350	1.150	1.500	1.200	4,3%	1.567	-24,4%
<b>Chile</b>	850	800	1.080	1.080	35,0%	820	24,1%
<b>Ukraine</b>	550	550	650	650	18,2%	523	19,5%
<b>Tunisia</b>	935	650	650	643	-1,1%	768	-19,3%
<b>Algeria</b>	500	550	500	600	9,1%	497	20,7%
<b>Argentina</b>	535	405	488	488	20,5%	444	9,1%
<b>Canada</b>	386	456	450	430	-5,7%	393	8,2%
<b>USA excluding California</b>	350	476	450	408	-14,3%	455	-10,5%
<b>Russia</b>	90	147	400	400	172,1%	107	73,3%
<b>Greece</b>	500	440	460	400	-9,1%	470	-15,2%
<b>Others</b>	2.622	2.641	2.394	2.382	-9,8%	2.670	-12,0%
<b>WORLD</b>	<b>41.374</b>	<b>38.072</b>	38.472	<b>37.151</b>	<b>-2,4%</b>	<b>39.784</b>	<b>-6,8%</b>

# Europe vs World

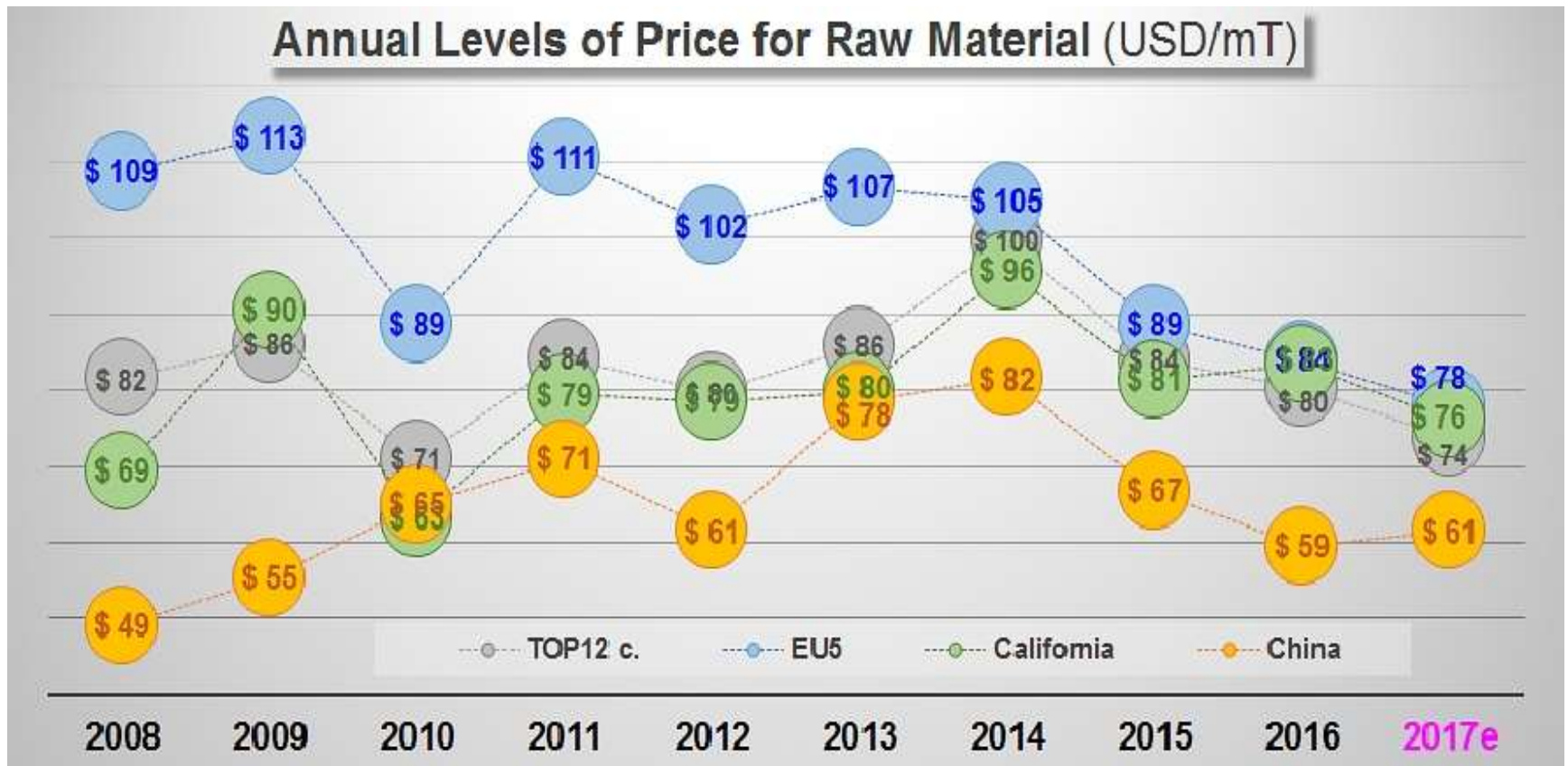
	AVERAGE 2014 - 2016	2015 FINAL	2016 FINAL	FORECAST 1/07/2017	<b>2017 FINAL</b>	VARIATION 2017 vs 2016	VARIATION 2016 vs average
<b>European Union</b>	10.492	11.180	10.678	10.883	<b>10.988</b>	<b>2,9%</b>	4,7%
<b>Other Countries</b>	29.292	30.194	27.394	27.589	<b>26.163</b>	<b>-4,5%</b>	-10,7%
<b>TOTAL</b>	39.784	41.374	38.072	38.472	<b>37.151</b>	<b>-2,4%</b>	-3,3%
<b>% UE</b>	26,4%	27,0%	28,0%	28,3%	<b>29,6%</b>		

## Some highlights and takeaways

- Crop 2017 represents a **turning point** for the market situation with the **lowest** output in the last 5 years: **37 M tons worldwide**
- The final figures for 2017 crop underline the weight and **importance of the EU tomato industry** on the World stage, with a growth **driven by Iberian Countries**
- A further **drop** (- 2%) in world production caused mainly by California production decrease (-16% )
- Is this production **output sustainable** for European industry? Or shall our industry follow the **“Californian example”** to rebalance the level of stock for a more sustainable market?
- Some **changes in the ranking**: China overtakes Italy; Ukraine enters the top ten (with the help of EU, granting free quota for their tomato paste) and Russia reaches Greece

Global trends: convergence of prices for raw material in the main production areas

(Source: Tomato News)



## Europe vs California prices of processing tomatoes

	2012	2013	2014	2015	2016	2017
<b>TomatoEurope Members (average)</b>	€ 80,70	€ 81,80	€ 85,90	€ 85,90	€ 78,00	€ 76,00
<b>California</b>	USD 76,50 € 58,85	USD 77,70 € 59,77	USD 91,50 € 70,38	USD 88,20 € 76,70	USD 79,93 € 69,64	USD 77,73 € 64,41
	(1) 73%	(1) 73%	(1) 82%	(2) 89%	(2) 89%	(3) 85%

**(1) 1 € = 1,3 \$**

**(2) 1 € = 1,12\$**

**(3) 1 € = 1,18 \$**

## Some highlights and takeaways

- Prices for raw material in the main production areas are **converging**
- The **exchange rates** though are still important: the EU price would remain higher compared California and China even if the price drops in the EU
- The **EU regulatory environmental framework** is affecting our competitiveness regarding farming costs





# Challenges, threats and opportunities

**1**

**EU Free Trade Agreements**

**2**

**Environmental Legislation and ETS**

**3**

**Origin Labelling**



**THANKS FOR YOUR ATTENTION!**

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