

# WORLD CITRUS ORGANISATION

INTERNAL MEETING - SOUTHERN HEMISPHERE  
FOCUS

7 July 2020



World Citrus Organisation



# Meeting Agenda

1. **Southern Hemisphere season (35')**
  1. WCO Secretariat introduction into production and export data
  2. CIRAD: Southern Hemisphere trends and analysis
  3. International Fruit and Vegetable Juice Association- Processing Market Perspective
2. **COVID-19 and the citrus market (40')**
  1. WCO Secretariat introduction: main challenges and opportunities
3. **Roundtable discussions WCO Members**
4. **WCO World Citrus Congress 1st edition (5')**
5. **AOB & Closure of the meeting**

# 1.1 New format for forecast of citrus Released of Southern Hemisphere data

| Soft citrus                 | %2020/2019        | 2020                | 2019                | 2018                | 2017                | 2016                | 2015                |
|-----------------------------|-------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <b>TOTAL PRODUCTION</b>     | <b>0%</b>         | <b>1.685.342,32</b> | <b>1.686.812,17</b> | <b>1.531.643,20</b> | <b>1.426.950,00</b> | <b>1.363.824,00</b> | <b>1.303.695,00</b> |
| Destined to export          | 14%               | 823.100,70          | 723.278,17          | 674.397,20          | 556.962,00          | 514.483,00          | 464.595,00          |
| Destined to processing      | -11%              | 192.418,44          | 216.936,80          | 201.278,00          | 157.133,50          | 172.991,50          | 159.485,00          |
| Destined to domestic market | -7%               | 694.823,18          | 746.597,20          | 655.968,00          | 695.821,50          | 663.233,50          | 679.615,00          |
| <b>Orange</b>               | <b>%2020/2019</b> | <b>2.020,00</b>     | <b>2.019,00</b>     | <b>2.018,00</b>     | <b>2.017,00</b>     | <b>2.016,00</b>     | <b>2.015,00</b>     |
| <b>TOTAL PRODUCTION</b>     | <b>-6%</b>        | <b>3.584.993,67</b> | <b>3.834.212,64</b> | <b>3.554.387,10</b> | <b>3.332.853,00</b> | <b>3.268.203,00</b> | <b>3.574.878,00</b> |
| Destined to export          | 3%                | 1.497.949,83        | 1.454.134,64        | 1.563.191,10        | 1.482.919,00        | 1.363.295,00        | 1.470.444,00        |
| Destined to processing      | -11%              | 845.323,26          | 954.994,10          | 780.985,00          | 565.108,00          | 648.151,00          | 707.800,00          |
| Destined to domestic market | -13%              | 1.241.720,58        | 1.425.083,90        | 1.210.211,00        | 1.258.602,00        | 1.239.896,00        | 1.396.634,00        |
| <b>Lemon</b>                | <b>%2020/2019</b> | <b>2.020,00</b>     | <b>2.019,00</b>     | <b>2.018,00</b>     | <b>2.017,00</b>     | <b>2.016,00</b>     | <b>2.015,00</b>     |
| <b>TOTAL PRODUCTION</b>     | <b>0%</b>         | <b>2.629.331,21</b> | <b>2.634.556,11</b> | <b>2.809.566,23</b> | <b>2.305.554,66</b> | <b>2.312.645,81</b> | <b>2.129.248,22</b> |
| Destined to export          | 33%               | 915.241,59          | 689.308,53          | 689.047,90          | 626.547,06          | 622.101,65          | 513.350,78          |
| Destined to processing      | -19%              | 1.213.688,85        | 1.503.994,63        | 1.701.693,69        | 1.280.804,41        | 1.319.034,75        | 1.267.781,57        |
| Destined to domestic market | 13%               | 500.400,77          | 441.252,95          | 418.824,64          | 397.623,19          | 375.976,41          | 348.115,87          |
| <b>Grapefruit</b>           | <b>%2020/2019</b> | <b>2.020,00</b>     | <b>2.019,00</b>     | <b>2.018,00</b>     | <b>2.017,00</b>     | <b>2.016,00</b>     | <b>2.015,00</b>     |
| <b>TOTAL PRODUCTION</b>     | <b>3%</b>         | <b>521.542,41</b>   | <b>506.098,00</b>   | <b>512.310,28</b>   | <b>427.523,00</b>   | <b>416.527,00</b>   | <b>507.154,00</b>   |
| Destined to export          | 9%                | 260.456,82          | 238.856,83          | 274.769,28          | 233.216,00          | 214.791,00          | 232.518,00          |
| Destined to processing      | -5%               | 198.096,27          | 208.079,71          | 186.150,00          | 147.853,50          | 163.639,50          | 216.170,00          |
| Destined to domestic market | 7%                | 61.789,32           | 57.961,47           | 50.505,00           | 46.453,50           | 37.748,50           | 57.266,00           |
| <b>ALL CITRUSES</b>         | <b>%2020/2019</b> | <b>2.020,00</b>     | <b>2.019,00</b>     | <b>2.018,00</b>     | <b>2.017,00</b>     | <b>2.016,00</b>     | <b>2.015,00</b>     |
| <b>TOTAL PRODUCTION</b>     | <b>-3%</b>        | <b>8.421.209,61</b> | <b>8.661.678,93</b> | <b>8.407.906,82</b> | <b>7.492.880,66</b> | <b>7.361.199,81</b> | <b>7.514.975,22</b> |
| Destined to export          | 13%               | 3.496.748,94        | 3.105.578,17        | 3.201.405,49        | 2.899.644,06        | 2.714.670,65        | 2.680.907,78        |
| Destined to processing      | -15%              | 2.449.526,82        | 2.884.005,24        | 2.870.106,69        | 2.150.899,41        | 2.303.816,75        | 2.351.236,57        |
| Destined to domestic market | -6%               | 2.498.733,85        | 2.670.895,52        | 2.335.508,64        | 2.398.500,19        | 2.316.854,41        | 2.481.630,87        |

- Covering so far: CL, PE, ARG, UR, RSA, AUS + info of BR and BOL
- Lemon v. limes
- Orange processing data for Brazil

**Citrus 2020 v. 2019:**  
Slight decrease production (-3%)  
Export up by 13%

# Southern Hemisphere trends -all citrus



World Citrus Organisation

| Production        | 2020             | 2015             | Variation  |
|-------------------|------------------|------------------|------------|
| Soft citrus       | 1.685.342        | 1.303.695        | 29%        |
| Oranges           | 3.584.993        | 3.574.878        | 0%         |
| Lemons            | 2.629.331        | 2.129.248        | 23%        |
| Grapefruit        | 521.542          | 507.154          | 3%         |
| <b>All citrus</b> | <b>8.421.209</b> | <b>7.514.975</b> | <b>12%</b> |

| Export            | 2020             | 2015             |            |
|-------------------|------------------|------------------|------------|
| Soft citrus       | 823.100          | 464.592          | 77%        |
| Oranges           | 1.497.949        | 1.470.444        | 2%         |
| Lemons            | 915.241          | 513.350          | 78%        |
| Grapefruit        | 260.456          | 232.518          | 12%        |
| <b>All citrus</b> | <b>3.496.748</b> | <b>2.680.907</b> | <b>30%</b> |

5 years trends:

- Higher growth of export than production
- Growth driven by soft citrus and lemons



# Argentina

| Soft citrus                 | %2020/2019        | 2020                | 2019                | 2018                | 2017                | 2016                | 2015                |
|-----------------------------|-------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <b>TOTAL PRODUCTION</b>     | <b>-31%</b>       | <b>293,000.00</b>   | <b>421,887.17</b>   | <b>334,917.20</b>   | <b>357,741.00</b>   | <b>369,580.00</b>   | <b>383,806.00</b>   |
| Destined to export          | -25%              | 28,000.00           | 37,387.17           | 34,151.20           | 40,460.00           | 49,243.00           | 53,488.00           |
| Destined to processing      | -36%              | 65,000.00           | 101,500.00          | 65,906.00           | 76,721.00           | 111,661.00          | 81,934.00           |
| Destined to domestic market | -29%              | 200,000.00          | 283,000.00          | 234,860.00          | 240,560.00          | 208,676.00          | 248,384.00          |
| <b>Orange</b>               | <b>%2020/2019</b> | <b>2020</b>         | <b>2019</b>         | <b>2018</b>         | <b>2017</b>         | <b>2016</b>         | <b>2015</b>         |
| <b>TOTAL PRODUCTION</b>     | <b>-37%</b>       | <b>675,000.00</b>   | <b>1,074,243.64</b> | <b>800,398.10</b>   | <b>806,777.00</b>   | <b>818,075.00</b>   | <b>778,064.00</b>   |
| Destined to export          | -26%              | 55,000.00           | 74,243.64           | 59,910.10           | 78,971.00           | 64,751.00           | 70,247.00           |
| Destined to processing      | -44%              | 200,000.00          | 360,000.00          | 333,259.00          | 240,014.00          | 315,642.00          | 172,123.00          |
| Destined to domestic market | -34%              | 420,000.00          | 640,000.00          | 407,229.00          | 487,792.00          | 437,682.00          | 535,694.00          |
| <b>Lemon</b>                | <b>%2020/2019</b> | <b>2020</b>         | <b>2019</b>         | <b>2018</b>         | <b>2017</b>         | <b>2016</b>         | <b>2015</b>         |
| <b>TOTAL PRODUCTION</b>     | <b>-8%</b>        | <b>1,550,000.00</b> | <b>1,679,764.85</b> | <b>1,910,046.44</b> | <b>1,466,241.00</b> | <b>1,577,637.00</b> | <b>1,395,858.00</b> |
| Destined to export          | 62%               | 380,000.00          | 234,764.85          | 272,655.44          | 235,254.00          | 279,543.00          | 185,264.00          |
| Destined to processing      | -23%              | 1,000,000.00        | 1,300,000.00        | 1,507,573.00        | 1,110,141.00        | 1,209,942.00        | 1,140,287.00        |
| Destined to domestic market | 17%               | 170,000.00          | 145,000.00          | 129,818.00          | 120,846.00          | 88,152.00           | 70,307.00           |
| <b>Grapefruit</b>           | <b>%2020/2019</b> | <b>2020</b>         | <b>2019</b>         | <b>2018</b>         | <b>2017</b>         | <b>2016</b>         | <b>2015</b>         |
| <b>TOTAL PRODUCTION</b>     | <b>-16%</b>       | <b>96,000.00</b>    | <b>114,695.00</b>   | <b>92,451.28</b>    | <b>92,130.00</b>    | <b>83,896.00</b>    | <b>104,972.00</b>   |
| Destined to export          | 110%              | 2,000.00            | 950.83              | 675.28              | 707.00              | 567.00              | 460.00              |
| Destined to processing      | -29%              | 54,000.00           | 75,844.71           | 57,060.00           | 66,028.00           | 61,155.00           | 61,594.00           |
| Destined to domestic market | 6%                | 40,000.00           | 37,899.47           | 34,716.00           | 25,395.00           | 22,174.00           | 42,918.00           |
| <b>ALL CITRUSES</b>         | <b>%2020/2019</b> | <b>2020</b>         | <b>2019</b>         | <b>2018</b>         | <b>2017</b>         | <b>2016</b>         | <b>2015</b>         |
| <b>TOTAL PRODUCTION</b>     | <b>-21%</b>       | <b>2,614,000.00</b> | <b>3,290,590.67</b> | <b>3,137,813.03</b> | <b>2,722,889.00</b> | <b>2,849,188.00</b> | <b>2,662,700.00</b> |
| Destined to export          | 34%               | 465,000.00          | 347,346.49          | 367,392.03          | 355,392.00          | 394,104.00          | 309,459.00          |
| Destined to processing      | -28%              | 1,319,000.00        | 1,837,344.71        | 1,963,798.00        | 1,492,904.00        | 1,698,400.00        | 1,455,938.00        |
| Destined to domestic market | -25%              | 830,000.00          | 1,105,899.47        | 806,623.00          | 874,593.00          | 756,684.00          | 897,303.00          |

Production 2020 = 2.614.000 T => -21% to YAGO ( drop of oranges and soft citrus)

Export 2020 = 465.000 T =>+ 34% to YAGO

- Lemon : 380.000 T (+62%)
- Orange: 55.000 T (-26%)
- Soft citrus: 28.000 T (-25%)
- Grapefruit: 2.000 T (+110%)



# Australia

| Soft citrus                 | %2020/2019        | 2020              | 2019              | 2018              | 2017              | 2016              | 2015              |
|-----------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| <b>TOTAL PRODUCTION</b>     | <b>-19%</b>       | <b>171890</b>     | <b>211638</b>     | <b>164350</b>     | <b>178715</b>     | <b>134515</b>     | <b>137400</b>     |
| Destined to export          | -31%              | 60161.5           | 86851             | 61358             | 69823             | 49342             | 48526             |
| Destined to processing      | -19%              | 17189             | 21163.8           | 16435             | 17871.5           | 13451.5           | 13740             |
| Destined to domestic market | -9%               | 94539.5           | 103623.2          | 86557             | 91020.5           | 71721.5           | 75134             |
| <b>Orange</b>               | <b>%2020/2019</b> | <b>2020</b>       | <b>2019</b>       | <b>2018</b>       | <b>2017</b>       | <b>2016</b>       | <b>2015</b>       |
| <b>TOTAL PRODUCTION</b>     | <b>-2%</b>        | <b>467,589.00</b> | <b>479,481.00</b> | <b>496,120.00</b> | <b>506,160.00</b> | <b>490,000.00</b> | <b>491,500.00</b> |
| Destined to export          | -8%               | 183,878.00        | 199,161.00        | 185,205.00        | 189,401.00        | 165,780.00        | 152,730.00        |
| Destined to processing      | 3%                | 99,833.00         | 96,848.10         | 109,012.00        | 113,766.00        | 102,400.00        | 111,250.00        |
| Destined to domestic market | 0%                | 183,878.00        | 183,471.90        | 201,903.00        | 202,993.00        | 221,820.00        | 227,520.00        |
| <b>Lemon</b>                | <b>%2020/2019</b> | <b>2020</b>       | <b>2019</b>       | <b>2018</b>       | <b>2017</b>       | <b>2016</b>       | <b>2015</b>       |
| <b>TOTAL PRODUCTION</b>     | <b>18%</b>        | <b>56,318.00</b>  | <b>47,588.00</b>  | <b>53,750.00</b>  | <b>40,635.00</b>  | <b>40,115.00</b>  | <b>30,900.00</b>  |
| Destined to export          | 32%               | 4,505.44          | 3,426.00          | 3,527.00          | 2,957.00          | 3,432.00          | 3,028.00          |
| Destined to processing      | 18%               | 5,631.80          | 4,758.80          | 5,375.00          | 4,063.50          | 4,011.50          | 3,090.00          |
| Destined to domestic market | 17%               | 46,180.76         | 39,403.20         | 44,848.00         | 33,614.50         | 32,671.50         | 24,782.00         |
| <b>Grapefruit</b>           | <b>%2020/2019</b> | <b>2020</b>       | <b>2019</b>       | <b>2018</b>       | <b>2017</b>       | <b>2016</b>       | <b>2015</b>       |
| <b>TOTAL PRODUCTION</b>     | <b>5%</b>         | <b>11,177.00</b>  | <b>10,620.00</b>  | <b>8,800.00</b>   | <b>9,425.00</b>   | <b>8,925.00</b>   | <b>7,750.00</b>   |
| Destined to export          | -34%              | 1,117.70          | 1,704.00          | 1,215.00          | 1,320.00          | 1,067.00          | 432.00            |
| Destined to processing      | 5%                | 1,117.70          | 1,062.00          | 880.00            | 942.50            | 892.50            | 775.00            |
| Destined to domestic market | 14%               | 8,941.60          | 7,854.00          | 6,705.00          | 7,162.50          | 6,965.50          | 6,543.00          |
| <b>ALL CITRUSES</b>         | <b>%2020/2019</b> | <b>2020</b>       | <b>2019</b>       | <b>2018</b>       | <b>2017</b>       | <b>2016</b>       | <b>2015</b>       |
| <b>TOTAL PRODUCTION</b>     | <b>-6%</b>        | <b>706,974.00</b> | <b>749,327.00</b> | <b>723,020.00</b> | <b>734,935.00</b> | <b>673,555.00</b> | <b>667,550.00</b> |
| Destined to export          | -14%              | 249,662.64        | 291,142.00        | 251,305.00        | 263,501.00        | 219,621.00        | 204,716.00        |
| Destined to processing      | 0%                | 123,771.50        | 123,832.70        | 131,702.00        | 136,643.50        | 120,755.50        | 128,855.00        |
| Destined to domestic market | 0%                | 333,539.86        | 334,352.30        | 340,013.00        | 334,790.50        | 333,178.50        | 333,979.00        |

Production 2020 = 706.974 T => -6% to YAGO

Export 2020 = 249.662 T => -14% to YAGO

- Orange: 183.878 T (-6%)
- Soft citrus: 60.161 T (-31%)
- Lemon : 4.505 T (+32%)
- Grapefruit: 1.177 T (-34%)



# Chile

| Soft citrus                 | %2020/2019  | 2020              | 2019              | 2018              | 2017              | 2016              | 2015              |
|-----------------------------|-------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| <b>TOTAL PRODUCTION</b>     | <b>21%</b>  | <b>173,000.00</b> | <b>143,168.00</b> | <b>170,535.00</b> | <b>115,658.00</b> | <b>96,357.00</b>  | <b>75,190.00</b>  |
| Destined to export          | 21%         | 173,000.00        | 143,168.00        | 170,535.00        | 115,658.00        | 96,357.00         | 75,190.00         |
| Destined to processing      | #DIV/0!     |                   |                   |                   |                   |                   |                   |
| Destined to domestic market | #DIV/0!     |                   |                   |                   |                   |                   |                   |
| Orange                      | %2020/2019  | 2020              | 2019              | 2018              | 2017              | 2016              | 2015              |
| <b>TOTAL PRODUCTION</b>     | <b>-15%</b> | <b>85,000.00</b>  | <b>100,025.00</b> | <b>100,209.00</b> | <b>74,368.00</b>  | <b>74,944.00</b>  | <b>66,611.00</b>  |
| Destined to export          | -15%        | 85,000.00         | 100,025.00        | 100,209.00        | 74,368.00         | 74,944.00         | 66,611.00         |
| Destined to processing      | #DIV/0!     |                   |                   |                   |                   |                   |                   |
| Destined to domestic market | #DIV/0!     |                   |                   |                   |                   |                   |                   |
| Lemon                       | %2020/2019  | 2020              | 2019              | 2018              | 2017              | 2016              | 2015              |
| <b>TOTAL PRODUCTION</b>     | <b>0%</b>   | <b>90,000.00</b>  | <b>90,189.00</b>  | <b>88,361.00</b>  | <b>77,473.00</b>  | <b>76,062.00</b>  | <b>61,782.00</b>  |
| Destined to export          | 0%          | 90,000.00         | 90,189.00         | 88,361.00         | 77,473.00         | 76,062.00         | 61,782.00         |
| Destined to processing      | #DIV/0!     |                   |                   |                   |                   |                   |                   |
| Destined to domestic market | #DIV/0!     |                   |                   |                   |                   |                   |                   |
| Grapefruit                  | %2020/2019  | 2020              | 2019              | 2018              | 2017              | 2016              | 2015              |
| <b>TOTAL PRODUCTION</b>     | <b>9%</b>   | <b>1,350.00</b>   | <b>1,234.00</b>   | <b>1,113.00</b>   | <b>786.00</b>     | <b>1,408.00</b>   | <b>1,200.00</b>   |
| Destined to export          | 9%          | 1,350.00          | 1,234.00          | 1,113.00          | 786.00            | 1,408.00          | 1,200.00          |
| Destined to processing      | #DIV/0!     |                   |                   |                   |                   |                   |                   |
| Destined to domestic market | #DIV/0!     |                   |                   |                   |                   |                   |                   |
| ALL CITRUSES                | %2020/2019  | 2020              | 2019              | 2018              | 2017              | 2016              | 2015              |
| <b>TOTAL PRODUCTION</b>     | <b>4%</b>   | <b>349,350.00</b> | <b>334,616.00</b> | <b>360,218.00</b> | <b>268,285.00</b> | <b>248,771.00</b> | <b>204,783.00</b> |
| Destined to export          | 4%          | 349,350.00        | 334,616.00        | 360,218.00        | 268,285.00        | 248,771.00        | 204,783.00        |
| Destined to processing      | #DIV/0!     | -                 | -                 | -                 | -                 | -                 | -                 |
| Destined to domestic market | #DIV/0!     | -                 | -                 | -                 | -                 | -                 | -                 |

Export 2020 = 249.662 T => +4% to YAGO

- Soft citrus: 173.000 T (+21%)
- Lemon : 90.000 T (0%)
- Orange: 85.000 T (-15%)
- Grapefruit: 1.350 T (-34%)





# Peru

| Soft citrus                 | %2020/2019        | 2020                | 2019                | 2018                | 2017                | 2016                | 2015                |
|-----------------------------|-------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <b>TOTAL PRODUCTION</b>     | <b>6%</b>         | <b>482,300.00</b>   | <b>455,000.00</b>   | <b>435,000.00</b>   | <b>420,000.00</b>   | <b>432,780.00</b>   | <b>402,726.00</b>   |
| Destined to export          | 6%                | 176,808.00          | 166,800.00          | 159,000.00          | 120,000.00          | 111,998.00          | 106,140.00          |
| Destined to processing      | #DIV/0!           | -                   | -                   | -                   | -                   | -                   | -                   |
| Destined to domestic market | 6%                | 305,492.00          | 288,200.00          | 276,000.00          | 300,000.00          | 320,782.00          | 296,586.00          |
| <b>Orange</b>               | <b>%2020/2019</b> | <b>2020</b>         | <b>2019</b>         | <b>2018</b>         | <b>2017</b>         | <b>2016</b>         | <b>2015</b>         |
| <b>TOTAL PRODUCTION</b>     | <b>6%</b>         | <b>508,800.00</b>   | <b>480,000.00</b>   | <b>465,000.00</b>   | <b>450,000.00</b>   | <b>460,000.00</b>   | <b>479,300.00</b>   |
| Destined to export          | 6%                | 18,921.00           | 17,850.00           | 9,300.00            | 10,000.00           | 10,377.00           | 6,314.00            |
| Destined to processing      | #DIV/0!           | -                   | -                   | -                   | -                   | -                   | -                   |
| Destined to domestic market | 6%                | 489,879.00          | 462,150.00          | 455,700.00          | 440,000.00          | 449,623.00          | 472,986.00          |
| <b>Lemon</b>                | <b>%2020/2019</b> | <b>2020</b>         | <b>2019</b>         | <b>2018</b>         | <b>2017</b>         | <b>2016</b>         | <b>2015</b>         |
| <b>TOTAL PRODUCTION</b>     | <b>10%</b>        | <b>261,800.00</b>   | <b>238,000.00</b>   | <b>225,000.00</b>   | <b>220,000.00</b>   | <b>230,000.00</b>   | <b>230,000.00</b>   |
| Destined to export          | 10%               | 13,750.00           | 12,500.00           | 9,400.00            | 5,000.00            | 4,020.00            | 6,381.00            |
| Destined to processing      | #DIV/0!           | -                   | -                   | -                   | -                   | -                   | -                   |
| Destined to domestic market | 10%               | 248,050.00          | 225,500.00          | 215,600.00          | 215,000.00          | 225,980.00          | 223,619.00          |
| <b>Grapefruit</b>           | <b>%2020/2019</b> | <b>2020</b>         | <b>2019</b>         | <b>2018</b>         | <b>2017</b>         | <b>2016</b>         | <b>2015</b>         |
| <b>TOTAL PRODUCTION</b>     | <b>0%</b>         | <b>6,500.00</b>     | <b>6,500.00</b>     | <b>6,400.00</b>     | <b>6,500.00</b>     | <b>5,600.00</b>     | <b>5,500.00</b>     |
| Destined to export          | 0%                | 1,400.00            | 1,400.00            | 1,200.00            | 1,500.00            | 1,394.00            | 1,613.00            |
| Destined to processing      | #DIV/0!           | -                   | -                   | -                   | -                   | -                   | -                   |
| Destined to domestic market | 0%                | 5,100.00            | 5,100.00            | 5,200.00            | 5,000.00            | 4,206.00            | 3,887.00            |
| <b>ALL CITRUSES</b>         | <b>%2020/2019</b> | <b>2020</b>         | <b>2019</b>         | <b>2018</b>         | <b>2017</b>         | <b>2016</b>         | <b>2015</b>         |
| <b>TOTAL PRODUCTION</b>     | <b>7%</b>         | <b>1,259,400.00</b> | <b>1,179,500.00</b> | <b>1,131,400.00</b> | <b>1,096,500.00</b> | <b>1,128,380.00</b> | <b>1,117,526.00</b> |
| Destined to export          | 6%                | 210,879.00          | 198,550.00          | 178,900.00          | 136,500.00          | 127,789.00          | 120,448.00          |
| Destined to processing      | #DIV/0!           | -                   | -                   | -                   | -                   | -                   | -                   |
| Destined to domestic market | 7%                | 1,048,521.00        | 980,950.00          | 952,500.00          | 960,000.00          | 1,000,591.00        | 997,078.00          |

Production 2020 = 1.259.400T => +7% to YAGO

Export 2020 = 210.879 T => +6% to YAGO

- Soft citrus: 176.808 T (+6%)
- Orange: 18.921 T (+6%)
- Lemon : 13.750 T (+10%)
- Grapefruit: 1.400 T (0%)



# South Africa

| Soft citrus                 | %2020/2019        | 2020               | 2019               | 2018               | 2017               | 2016               | 2015               |
|-----------------------------|-------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| <b>TOTAL PRODUCTION</b>     | <b>28%</b>        | <b>480152.320</b>  | <b>375119.000</b>  | <b>355614.000</b>  | <b>261823.000</b>  | <b>225592.000</b>  | <b>202291.000</b>  |
| Destined to export          | 28%               | 350131.200         | 273540.000         | 242123.000         | 201554.000         | 182834.000         | 150002.000         |
| Destined to processing      | 28%               | 75229.440          | 58773.000          | 83287.000          | 30214.000          | 16420.000          | 28541.000          |
| Destined to domestic market | 28%               | 54791.680          | 42806.000          | 30204.000          | 30055.000          | 26338.000          | 23748.000          |
| <b>Orange</b>               | <b>%2020/2019</b> | <b>2020</b>        | <b>2019</b>        | <b>2018</b>        | <b>2017</b>        | <b>2016</b>        | <b>2015</b>        |
| <b>TOTAL PRODUCTION</b>     | <b>9%</b>         | <b>1733604.670</b> | <b>1590463.000</b> | <b>1585796.000</b> | <b>1363576.000</b> | <b>1275184.000</b> | <b>1647361.000</b> |
| Destined to export          | 9%                | 1110150.830        | 1018487.000        | 1168363.000        | 1085491.000        | 990749.000         | 1130339.000        |
| Destined to processing      | 9%                | 520490.260         | 477514.000         | 317164.000         | 190354.000         | 195436.000         | 402088.000         |
| Destined to domestic market | 9%                | 102963.580         | 94462.000          | 100269.000         | 87731.000          | 88999.000          | 114934.000         |
| <b>Lemon</b>                | <b>%2020/2019</b> | <b>2020</b>        | <b>2019</b>        | <b>2018</b>        | <b>2017</b>        | <b>2016</b>        | <b>2015</b>        |
| <b>TOTAL PRODUCTION</b>     | <b>20%</b>        | <b>590344.800</b>  | <b>491954.000</b>  | <b>446361.000</b>  | <b>430024.000</b>  | <b>308421.000</b>  | <b>338821.000</b>  |
| Destined to export          | 20%               | 395120.400         | 329267.000         | 299380.000         | 286087.000         | 226207.000         | 226105.000         |
| Destined to processing      | 20%               | 171685.200         | 143071.000         | 128832.000         | 126714.000         | 66278.000          | 97570.000          |
| Destined to domestic market | 20%               | 23539.200          | 19616.000          | 18149.000          | 17223.000          | 15936.000          | 15146.000          |
| <b>Grapefruit</b>           | <b>%2020/2019</b> | <b>2020</b>        | <b>2019</b>        | <b>2018</b>        | <b>2017</b>        | <b>2016</b>        | <b>2015</b>        |
| <b>TOTAL PRODUCTION</b>     | <b>9%</b>         | <b>405315.410</b>  | <b>371849.000</b>  | <b>402660.000</b>  | <b>317608.000</b>  | <b>315207.000</b>  | <b>386532.000</b>  |
| Destined to export          | 9%                | 254589.120         | 233568.000         | 270566.000         | 228712.000         | 210323.000         | 228813.000         |
| Destined to processing      | 9%                | 142978.570         | 131173.000         | 128210.000         | 80543.000          | 101303.000         | 153801.000         |
| Destined to domestic market | 9%                | 7747.720           | 7108.000           | 3884.000           | 8353.000           | 3581.000           | 3918.000           |
| <b>ALL CITRUSES</b>         | <b>%2020/2019</b> | <b>2020</b>        | <b>2019</b>        | <b>2018</b>        | <b>2017</b>        | <b>2016</b>        | <b>2015</b>        |
| <b>TOTAL PRODUCTION</b>     | <b>13%</b>        | <b>3209417.200</b> | <b>2829385.000</b> | <b>2790431.000</b> | <b>2373031.000</b> | <b>2124404.000</b> | <b>2575005.000</b> |
| Destined to export          | 14%               | 2109991.550        | 1854862.000        | 1980432.000        | 1801844.000        | 1610113.000        | 1735259.000        |
| Destined to processing      | 12%               | 910383.470         | 810531.000         | 657493.000         | 427825.000         | 379437.000         | 682000.000         |
| Destined to domestic market | 15%               | 189042.180         | 163992.000         | 152506.000         | 143362.000         | 134854.000         | 157746.000         |

Production 2020 = 3.209.417T => +13 % to YAGO

Export 2020 = 2.109.991 T => +14% to YAGO

- Orange: 1.110.150 T (+28%)
- Lemon : 395.120 T (+20%)
- Soft citrus: 350.131 T (+9%)
- Grapefruit: 254.589 T (+9%))



# Uruguay

| Soft citrus                 | %2020/2019        | 2020              | 2019              | 2018              | 2017              | 2016              | 2015              |
|-----------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| <b>TOTAL PRODUCTION</b>     | <b>6%</b>         | <b>85,000.00</b>  | <b>80,000.00</b>  | <b>71,227.00</b>  | <b>93,013.00</b>  | <b>105,000.00</b> | <b>102,282.00</b> |
| Destined to export          | 125%              | 35,000.00         | 15,532.00         | 7,230.00          | 9,467.00          | 24,709.00         | 31,249.00         |
| Destined to processing      | -1%               | 35,000.00         | 35,500.00         | 35,650.00         | 32,327.00         | 31,459.00         | 35,270.00         |
| Destined to domestic market | 38%               | 40,000.00         | 28,968.00         | 28,347.00         | 34,186.00         | 35,716.00         | 35,763.00         |
| <b>Orange</b>               | <b>%2020/2019</b> | <b>2020</b>       | <b>2019</b>       | <b>2018</b>       | <b>2017</b>       | <b>2016</b>       | <b>2015</b>       |
| <b>TOTAL PRODUCTION</b>     | <b>5%</b>         | <b>115,000.00</b> | <b>110,000.00</b> | <b>106,864.00</b> | <b>131,972.00</b> | <b>150,000.00</b> | <b>112,042.00</b> |
| Destined to export          | 1%                | 45,000.00         | 44,368.00         | 40,204.00         | 44,688.00         | 56,694.00         | 44,203.00         |
| Destined to processing      | 21%               | 25,000.00         | 20,632.00         | 21,550.00         | 20,974.00         | 34,673.00         | 22,339.00         |
| Destined to domestic market | 0%                | 45,000.00         | 45,000.00         | 45,110.00         | 40,086.00         | 41,772.00         | 45,500.00         |
| <b>Lemon</b>                | <b>%2020/2019</b> | <b>2020</b>       | <b>2019</b>       | <b>2018</b>       | <b>2017</b>       | <b>2016</b>       | <b>2015</b>       |
| <b>TOTAL PRODUCTION</b>     | <b>12%</b>        | <b>47,000.00</b>  | <b>42,000.00</b>  | <b>37,884.00</b>  | <b>37,995.00</b>  | <b>32,000.00</b>  | <b>36,222.00</b>  |
| Destined to export          | 34%               | 22,000.00         | 16,358.00         | 14,797.00         | 14,198.00         | 14,916.00         | 15,187.00         |
| Destined to processing      | -7%               | 13,000.00         | 14,000.00         | 12,700.00         | 12,354.00         | 9,347.00          | 9,055.00          |
| Destined to domestic market | 3%                | 12,000.00         | 11,642.00         | 10,387.00         | 10,863.00         | 12,204.00         | 11,980.00         |
| <b>Grapefruit</b>           | <b>%2020/2019</b> | <b>2020</b>       | <b>2019</b>       | <b>2018</b>       | <b>2017</b>       | <b>2016</b>       | <b>2015</b>       |
| <b>TOTAL PRODUCTION</b>     | <b>0</b>          | <b>1,200.00</b>   | <b>1,200.00</b>   | <b>886.00</b>     | <b>1,074.00</b>   | <b>1,491.00</b>   | <b>1,200.00</b>   |
| Destined to export          | #DIV/0!           |                   |                   |                   | 191.00            | 32.00             |                   |
| Destined to processing      | #DIV/0!           |                   |                   |                   | 340.00            | 289.00            |                   |
| Destined to domestic market | #DIV/0!           |                   |                   |                   | 543.00            | 822.00            |                   |
| <b>ALL CITRUSES</b>         | <b>%2020/2019</b> | <b>2020</b>       | <b>2019</b>       | <b>2018</b>       | <b>2017</b>       | <b>2016</b>       | <b>2015</b>       |
| <b>TOTAL PRODUCTION</b>     | <b>17%</b>        | <b>272,000.00</b> | <b>232,000.00</b> | <b>239,944.00</b> | <b>264,200.00</b> | <b>288,200.00</b> | <b>252,037.00</b> |
| Destined to export          | 34%               | 102,000.00        | 76,258.00         | 62,231.00         | 68,544.00         | 96,351.00         | 90,639.00         |
| Destined to processing      | 4%                | 73,000.00         | 70,132.00         | 69,900.00         | 65,995.00         | 75,768.00         | 66,664.00         |
| Destined to domestic market | 13%               | 97,000.00         | 85,610.00         | 83,844.00         | 85,678.00         | 90,514.00         | 93,243.00         |

Production 2020 = 272.000 T => +17% to YAGO

Export 2020 = 102.000 T%)

- Soft citrus: 35.000 T (+125%)
- Lemon : 22.000 T (+34%)
- Grapefruit: - T (-)



1.2 CIRAD: Southern Hemisphere trends and analysis

1.3 International Fruit and Vegetable Juice Association- Processing Market Perspective

# 2.1 COVID-19: challenges and opportunities for the citrus market

## WORKFORCE

Travel bans and restrictions -  
Shortage of seasonal and other workers putting supply at risk

Social distancing  
- sharp slow down in operations

Shortage of protective equipment -  
limiting ability to protect workers and continue operations

## LOGISTICS

Social distancing, travel quarantines and national lockdowns- sharp distortions of logistics in production and across the chain, 'empty returns' and blank sailings, shortage of containers, paper certifications missing

Slow-down of operations and transport - loss of quality and food waste

## MARKET PERFORMANCE

Lifestyle change to 'home confinement'  
- increase demand for main F&V, and decrease in 'convenience' produce

'Stockpiling' vs. empty shelves -  
focus on quantity vs. varieties, and on domestic markets vs. export

Uncertainties over timely mid-term supply capacity (EU production and imports) - price volatility risks

## ADDITIONAL COSTS

Adaptation of production, and logistics to COVID environment -  
+€1 billion in costs for EU growers in two months

Credit insurance coverages  
limitation of coverage creates risks for SMEs

Closure of foodservices -  
big losses for wholesale and food services-oriented sector

## OTHER SIDE-EFFECTS

Uncertainty over future consumers' concerns -  
sustainability vs. COVID's 'war consumption' (focus on food safety and availability).

Sectors' visibility -  
'essential' sector but differences in recognition across Member States

Reinforced trend towards 'local production' - risks for Single Market integrity and diversity year round



6 April 2020

## World citrus community continues efforts to supply safe, high quality, nutritious citrus fruit to consumers around the world amid COVID-19 outbreak

Amid the global outbreak of COVID-19, the world citrus community has stepped up its efforts to ensure the continuous supply of safe, healthy, and high-quality citrus fruit for consumers around the world. The global citrus sector has focused on ensuring the protection of workers across the chain, keeping global citrus production and supply going, and making sure that consumers have access to citrus fruit, essential for a nutritious and tasty diet.

Since its outbreak in China, the unprecedented coronavirus crisis has had a deep impact on the functioning of global markets and supply chains, and the citrus sector is not an exception. Against this backdrop, and on behalf of the world citrus community, the World Citrus Organisation would like to re-confirm the strong commitment of the sector to continue supplying safe, high quality, healthy citrus fruit all around the world. This is particularly important given the high nutritional value of citrus fruit, especially their high Vitamin C content. Among its many functions, Vitamin C contributes to the normal function of the immune system.

The coronavirus crisis has created a number of challenges for the citrus market including:

- a slow-down in operations across the chain (production, packing, trade, etc.) due to the strict measures implemented on physical distancing in virtually all countries;
- trade restrictions resulting from logistical issues (e.g. shortage of containers and trucks availability)
- a slow-down in cross-border operations;
- an increase in costs across the chain.

The citrus sector is working around the clock to tackle these challenges, and has taken measures to provide the highest protection to workers across the supply chain. These include, among others:

- telework for non-essential personnel
- security distances between essential operating staff
- strict hygiene precautions
- health checks for workers in the field
- establishment of protocols to deal with coronavirus cases.

These precautions will be on continuous review to ensure the highest level of safety for essential workers, and to continue meeting consumer demand for citrus fruit around the globe. In addition, the sector is working to ensure the highest food safety and hygiene measures. The [European Food Safety Authority](#) and the [US Food and Drug Administration](#) have confirmed that there is no evidence that transmission through food consumption could occur. The citrus sector would however like to remind consumers to continue following the precautionary recommendations issued by the [WHO](#) on good hygiene practices during any food handling and preparation, such as washing hands or avoiding potential cross-contamination between cooked and uncooked foods.

WCO warmly welcomes the general recognition by national authorities world-wide on the need to ensure food security and supply, and the recognition of citrus production and trade as an essential activity. Global co-operation is essential to restrict the spread of the virus, to keep borders open to citrus trade and to set in place temporary facilitations for customs operations.

In these challenging times, WCO and its members are deeply committed to meeting consumers demand for healthy, high quality citrus fruit.

## Oranges are high in Vitamin C!

Vitamin C contributes to the reduction of tiredness & fatigue.



## Grapefruit is high in Vitamin C.

Vitamin C contributes to the reduction of tiredness & fatigue



Prioritise a diet rich in fruit & vegetables to maintain good health & wellbeing



# 2.1 COVID-19: challenges and opportunities for the citrus market

COVID's implications  
in consumer attitude  
and demand -  
towards a permanent  
change in habits?



## 2.2 Roundtable discussion

- ▶ Outlook for the Southern Hemisphere season globally
- ▶ COVID-19 experiences and impact on current season
- ▶ Challenges and opportunities to reposition the sector



# 3. World Citrus Congress 1st edition

- ▶ **Format:** Online
- ▶ **Date and length:** First week of November & 3 hour meeting with sessions and breaks
- ▶ **Open** webinar to 'introduce WCO' to the world
- ▶ **Sponsorship** to avoid costs for WCO Budget
- ▶ **Partnership** with Fruitnet and CIRAD
- ▶ **Potential topics**
  - ▶ Key production and consumption trends for the citrus trade
  - ▶ How can suppliers and supermarkets work together for the category
  - ▶ Evolution of technology
  - ▶ Added value of innovation and new varieties
  - ▶ New opportunities in a changing global market
  - ▶ Nutrition and promotion

# 4 Meeting closure & WCO Calendar

- ▶ **October 2020** - Collection of Northern Hemisphere Data
- ▶ **November 2020** - 1st edition of World Citrus Congress online
- ▶ **February 2020**- Annual Meeting in FruitLogistica (tbc)

Thank you and see you soon!





# World Citrus Organisation

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