



# LIMÓN DE ESPAÑA

## Informe fin de campaña 2018-2019

De 1 de septiembre de 2018 a 31 de agosto de 2019

## LEMON FROM SPAIN

## Lemon crop report 2018-2019

From 1 September 2018 to 31 August 2019

| Estimación AILIMPO<br>producción España 18-19<br><b>Spanish crop forecast<br/>AILIMPO 18-19</b> | Producción final limón<br>España 18-19<br><b>Spanish lemon final crop<br/>18-19</b> | Desviación %<br><b>Error %</b> |
|-------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|--------------------------------|
| <b>1.300.000</b>                                                                                | <b>1.302.076</b>                                                                    | <b>-0,2 %</b>                  |

*“Cosecha récord y  
récord de  
exportación y  
transformación”*

*“Record crop  
leading to record  
exports and  
processing  
figures”*

*“España  
mantiene su  
posición líder en  
el mercado de la  
UE en fresco”*

*“Spain keeps  
its leadership  
position in the EU  
fresh market”*



Elaborado por:



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Miembros de la Comisión  
Consultiva de AILIMPO:



## EVOLUCIÓN CAMPAÑA LIMÓN 2018/2019 / LEMON CROP REPORT 2018/2019

### VOLUMEN (TONELADAS) / VOLUME (TONS)

| RESUMEN (Tm) / TOTAL (Tons)   | 15/16          | 16/17            | 17/18            | 18/19            |
|-------------------------------|----------------|------------------|------------------|------------------|
| EXP. UE / EU EXPORTS          | 497.805        | 625.053          | 583.185          | 643.966          |
| EXP. P.TERC. / NON EU EXPORTS | 27.269         | 40.948           | 34.088           | 43.947           |
| Mº. INTERIOR / DOMESTIC       | 150.480        | 160.000          | 184.392          | 184.392          |
| MERMAS / LOSSES               | 16.889         | 43.778           | 40.083           | 74.615           |
| INDUSTRIA / PROCESSING        | 108.410        | 282.118          | 211.374          | 355.155          |
| <b>TOTAL / TOTAL</b>          | <b>800.852</b> | <b>1.151.897</b> | <b>1.053.123</b> | <b>1.302.076</b> |

### RESUMEN DE LA CAMPAÑA 2018/2019

La campaña 2018/2019 se inició en septiembre con la perspectiva de un ligero aumento de cosecha en fino y un importante incremento en vernas después de un año anómalo para esta variedad. La climatología fue adversa en el inicio de la campaña debido a la falta de lluvias que provocó un inicio de campaña retrasado y con fruta de calibre pequeño lo que tensionó el mercado de origen y facilitó las exportaciones turcas. Por su parte, la situación ha sido difícil en el mercado de venta donde los stocks de limón sudafricano en octubre, y el regreso de Turquía al escenario de venta europeo con cotizaciones agresivas y volumen, provocaron un descenso de un 10% en las exportaciones españolas en el primer trimestre. Las lluvias de final de octubre y noviembre facilitaron lentamente la disponibilidad de fruta de calibre comercial en España, que trata de recuperar su posición en los mercados europeos en la confianza de la activación de la demanda. En paralelo, el menor ritmo de corte en la primera parte de la campaña provocó una menor actividad de procesado. La situación da un giro a partir de febrero, la demanda se reactiva ante la finalización de la campaña turca, y la industria entra en plena actividad favorecida por el alto porcentaje de destrío. Desde finales de marzo la exportación se recupera y crece a tasas positivas respecto al año anterior una vez que la oferta turca disminuye. De esta forma, la segunda parte de la campaña fue clave para determinar el resultado económico del balance de la campaña de finos, y todo permite indicar a pesar de las dificultades comerciales de la campaña, del alto porcentaje de destrío y de la presión de un volumen de cosecha récord, las cotizaciones promedio para el productor se sitúan netamente por encima del coste de producción. A partir de mayo se inició la campaña de limón verna con buenas expectativas, con un volumen récord de cosecha y excelente calidad, dejando un espacio muy limitado para la fruta de Hemisferio Sur y consolidando a España como proveedor de referencia indiscutible hasta finales de julio.

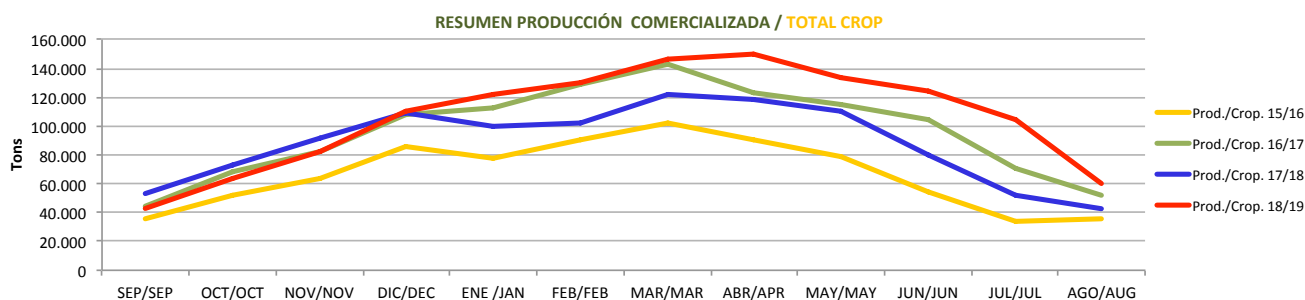
### SUMMARY SEASON 2018/2019

The 2018/2019 season began in September with the prospect of a slight increase in the harvest in fino and a significant increase in vernas after an anomalous year for this variety. The weather was adverse at the beginning of the season due to the lack of rain that caused a delayed start of the season and small size fruit which strained the market of origin and facilitated Turkish exports. The situation has been difficult in the sales market where the stocks of South African lemons in October and the return of Turkey to the European sales scenario with aggressive prices and volume, caused a decrease of 10% in Spanish exports in the first quarter. The rains at the end of October and November slowly facilitated the availability of fruit of commercial size in Spain, which was trying to recover its position in European markets in the confidence of the activation of demand. At the same time, the lower cutting rate in the first part of the season led to less processing activity. The situation turned around from February onwards, demand reactivates at the end of the Turkish season and the industry enters full activity favoured by the high percentage of bad quality fruit. Since the end of March exports were recovering and growing at positive rates compared to the previous year once the Turkish supply decreased. In this way, the second part of the season was key in determining the economic result of the season's balance of fino lemon, and everything made it possible to indicate that despite the commercial difficulties of the season, the high percentage of fruit for processing and the pressure of a record harvest volume, the average prices for the producer are clearly above the cost of production. From May onwards, the Verna lemon season began with good expectations, record crop volume and excellent quality, leaving a very limited space for fruit from the Southern Hemisphere and consolidating Spain as the undisputed reference supplier until the end of July.

## EVOLUCIÓN CAMPAÑA LIMÓN 2018/2019 / LEMON CROP REPORT 2018/2019

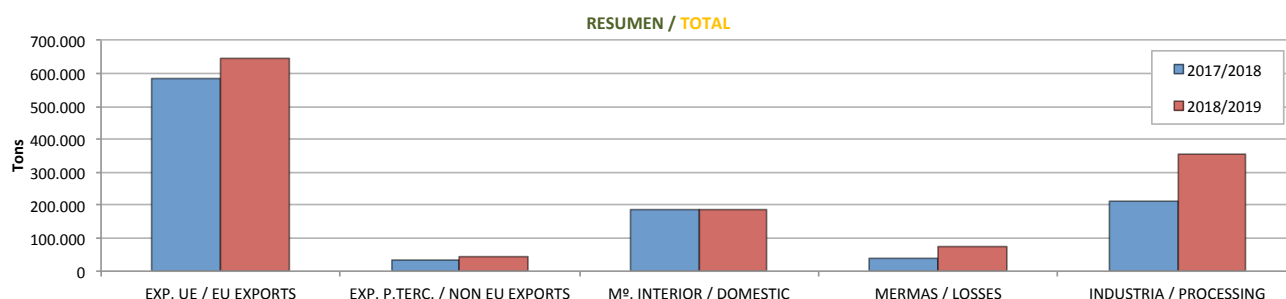
### VOLUMEN (TONELADAS) / VOLUME (TONS)

| RESUMEN PRODUCCIÓN COMERCIALIZADA (Tm) / TOTAL CROP (Tons) |         |         |         |         |         |         |         |         |         |         |         |         |           |
|------------------------------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------|
|                                                            | SEP/SEP | OCT/OCT | NOV/NOV | DIC/DEC | ENE/JAN | FEB/FEB | MAR/MAR | ABR/APR | MAY/MAY | JUN/JUN | JUL/JUL | AGO/AUG | TOTAL     |
| 2017/2018                                                  | 42.882  | 63.939  | 82.381  | 110.612 | 121.973 | 129.712 | 145.991 | 149.529 | 134.072 | 124.416 | 104.940 | 60.629  | 1.271.076 |
| 2016/2017                                                  | 53.141  | 72.874  | 91.116  | 108.665 | 99.628  | 102.313 | 121.959 | 118.344 | 110.459 | 80.132  | 51.928  | 42.564  | 1.053.123 |
| 2015/2016                                                  | 44.442  | 68.590  | 82.364  | 107.649 | 112.689 | 129.031 | 143.242 | 123.304 | 114.608 | 104.307 | 70.198  | 51.473  | 1.151.897 |
| 2014/2015                                                  | 35.454  | 52.580  | 64.088  | 86.151  | 77.312  | 90.395  | 102.279 | 89.999  | 78.415  | 54.946  | 33.941  | 35.292  | 800.852   |



| RESUMEN (Tm) / TOTAL (Tons)                |  | 15/16          | 16/17            | 17/18            | 18/19            |
|--------------------------------------------|--|----------------|------------------|------------------|------------------|
| <sup>1</sup> EXP. UE / EU EXPORTS          |  | 497.805        | 625.053          | 583.185          | 643.966          |
| <sup>2</sup> EXP. P.TERC. / NON EU EXPORTS |  | 27.269         | 40.948           | 34.088           | 43.947           |
| <sup>3</sup> Mº. INTERIOR / DOMESTIC       |  | 150.480        | 160.000          | 184.392          | 184.392          |
| <sup>4</sup> MERMAS / LOSSES               |  | 16.889         | 43.778           | 40.083           | 74.615           |
| <sup>5</sup> INDUSTRIA / PROCESSING        |  | 108.410        | 282.118          | 211.374          | 355.155          |
| <b>TOTAL / TOTAL</b>                       |  | <b>800.852</b> | <b>1.151.897</b> | <b>1.053.123</b> | <b>1.302.076</b> |

| Fuentes / Sources: |                                       |
|--------------------|---------------------------------------|
| <sup>1</sup>       | AEAT                                  |
| <sup>2</sup>       | SOIVRE                                |
| <sup>3</sup>       | MAPAMA                                |
| <sup>4</sup>       | 5% (Exportación + mº int.) 2,5% 15/16 |
| <sup>5</sup>       | AILIMPO                               |



### DESTINO DE LA COSECHA LIMÓN 2018/2019 / BREAKDOWN OF SPANISH LEMON CROP 2018/2019



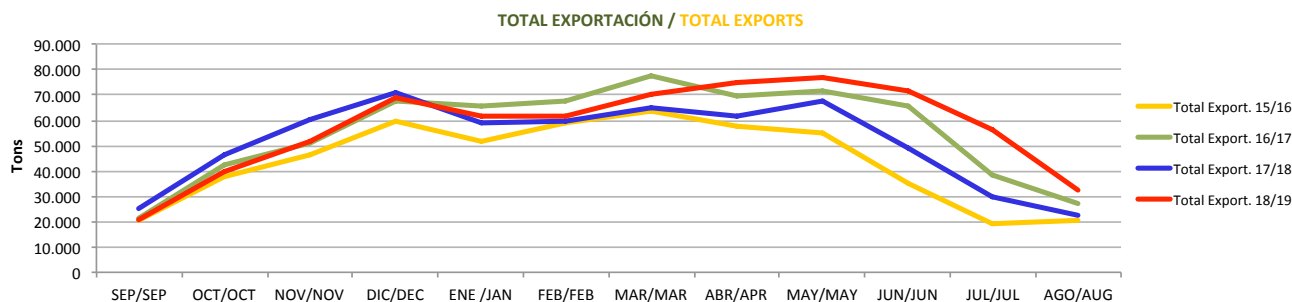
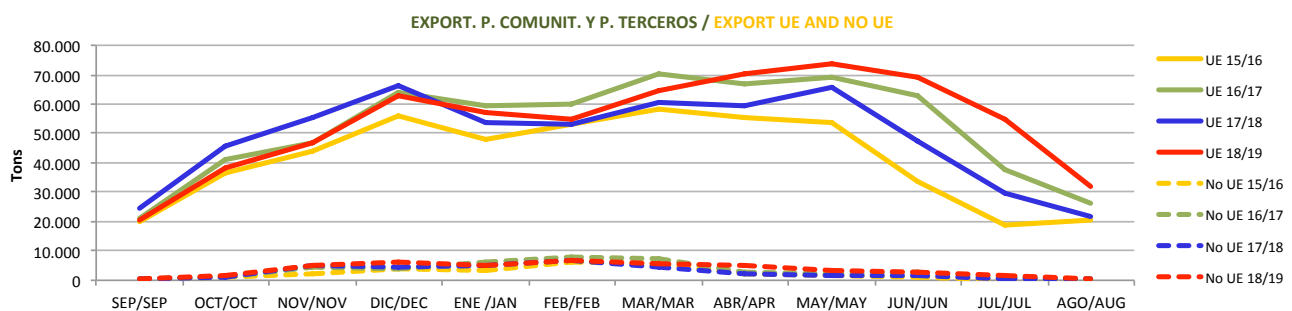
## EVOLUCIÓN CAMPAÑA LIMÓN 2018/2019 / LEMON CROP REPORT 2018/2019

### VOLUMEN (TONELADAS) / VOLUME (TONS)

| EXPORT. PAÍSES COMUNITARIOS (Tm) / EU EXPORTS (Tons) |         |         |         |         |          |         |         |         |         |         |         |         |         |  |
|------------------------------------------------------|---------|---------|---------|---------|----------|---------|---------|---------|---------|---------|---------|---------|---------|--|
|                                                      | SEP/SEP | OCT/OCT | NOV/NOV | DIC/DEC | ENE /JAN | FEB/FEB | MAR/MAR | ABR/APR | MAY/MAY | JUN/JUN | JUL/JUL | AGO/AUG | TOTAL   |  |
| 2017/2018                                            | 20.332  | 38.388  | 46.819  | 62.736  | 56.868   | 54.706  | 64.594  | 70.102  | 73.583  | 68.885  | 54.984  | 31.971  | 643.966 |  |
| 2016/2017                                            | 24.706  | 45.511  | 55.206  | 66.346  | 53.809   | 52.918  | 60.746  | 59.540  | 65.728  | 47.435  | 29.521  | 21.720  | 583.185 |  |
| 2015/2016                                            | 20.947  | 40.960  | 46.596  | 63.941  | 59.348   | 59.836  | 70.530  | 66.778  | 69.439  | 62.840  | 37.417  | 26.422  | 625.053 |  |
| 2014/2015                                            | 19.850  | 36.617  | 44.119  | 56.084  | 48.133   | 53.040  | 58.110  | 55.383  | 53.658  | 33.818  | 18.713  | 20.280  | 497.805 |  |

| EXPORT. PAÍSES TERCEROS (Tm) / NON EU EXPORTS (Tons) |         |         |         |         |          |         |         |         |         |         |         |         |        |  |
|------------------------------------------------------|---------|---------|---------|---------|----------|---------|---------|---------|---------|---------|---------|---------|--------|--|
|                                                      | SEP/SEP | OCT/OCT | NOV/NOV | DIC/DEC | ENE /JAN | FEB/FEB | MAR/MAR | ABR/APR | MAY/MAY | JUN/JUN | JUL/JUL | AGO/AUG | TOTAL  |  |
| CAMP. 18/19                                          | 409     | 1.411   | 5.072   | 6.183   | 5.093    | 6.637   | 5.707   | 4.925   | 3.378   | 2.779   | 1.609   | 744     | 43.947 |  |
| CAMP. 17/18                                          | 462     | 848     | 5.012   | 4.670   | 5.207    | 6.638   | 4.368   | 2.387   | 1.792   | 1.703   | 515     | 487     | 34.088 |  |
| CAMP. 16/17                                          | 388     | 1.301   | 4.727   | 3.683   | 6.075    | 8.070   | 7.070   | 3.008   | 2.285   | 2.524   | 1.210   | 606     | 40.948 |  |
| CAMP. 15/16                                          | 501     | 1.168   | 2.036   | 3.742   | 3.431    | 6.016   | 5.364   | 2.253   | 1.433   | 1.019   | 163     | 143     | 27.269 |  |

| TOTAL EXPORTACIÓN (Tm) / TOTAL EXPORTS (Tons) |         |         |         |         |         |         |         |         |         |         |         |         |         |  |
|-----------------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|--|
|                                               | SEP/SEP | OCT/OCT | NOV/NOV | DIC/DEC | ENE/JAN | FEB/FEB | MAR/MAR | ABR/APR | MAY/MAY | JUN/JUN | JUL/JUL | AGO/AUG | TOTAL   |  |
| CAMP. 18/19                                   | 20.741  | 39.799  | 51.891  | 68.919  | 61.960  | 61.343  | 70.301  | 75.028  | 76.960  | 71.663  | 56.593  | 32.715  | 687.913 |  |
| CAMP. 17/18                                   | 25.168  | 46.359  | 60.218  | 71.016  | 59.016  | 59.556  | 65.113  | 61.927  | 67.520  | 49.138  | 30.037  | 22.207  | 617.274 |  |
| CAMP. 16/17                                   | 21.335  | 42.261  | 51.323  | 67.624  | 65.423  | 67.906  | 77.600  | 69.786  | 71.724  | 65.365  | 38.627  | 27.028  | 666.001 |  |
| CAMP. 15/16                                   | 20.351  | 37.785  | 46.155  | 59.826  | 51.564  | 59.056  | 63.474  | 57.637  | 55.091  | 34.837  | 18.876  | 20.423  | 525.074 |  |



#### EXPORTACIÓN

687.000 Toneladas exportadas, superando el anterior record en la campaña de 2014/2015 cuando se exportaron 673.000 toneladas.

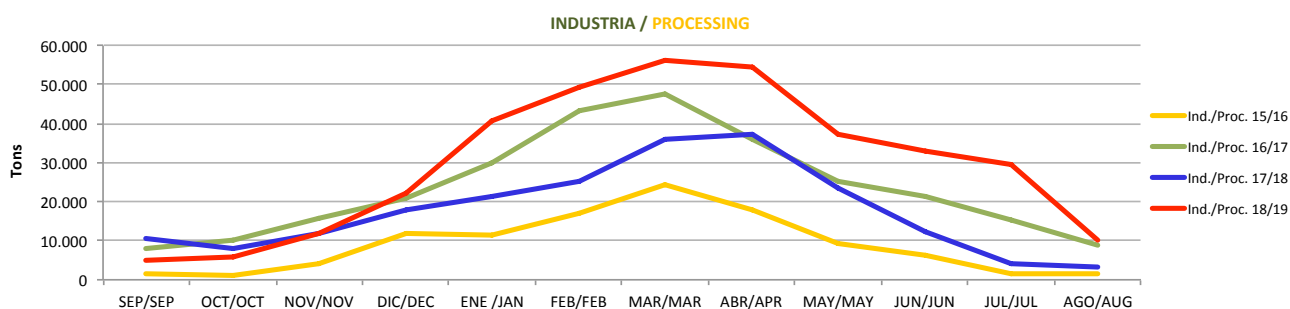
#### TOTAL EXPORTS

687,000 tonnes exported, exceeding the previous record in the 2014/2015 campaign when 673,000 tonnes were exported.

## EVOLUCIÓN CAMPAÑA LIMÓN 2018/2019 / LEMON CROP REPORT 2018/2019

### VOLUMEN (TONELADAS) / VOLUME (TONS)

| INDUSTRIA / PROCESSING | SEP/SEP | OCT/OCT | NOV/NOV | DIC/DEC | ENE /JAN | FEB/FEB | MAR/MAR | ABR/APR | MAY/MAY | JUN/JUN | JUL/JUL | AGO/AUG | TOTAL          |
|------------------------|---------|---------|---------|---------|----------|---------|---------|---------|---------|---------|---------|---------|----------------|
| <b>2017/2018</b>       | 4.970   | 6.016   | 11.761  | 22.113  | 40.781   | 49.168  | 56.041  | 54.616  | 37.129  | 33.035  | 29.383  | 10.143  | <b>355.155</b> |
| <b>2016/2017</b>       | 10.580  | 8.063   | 11.753  | 17.964  | 21.527   | 25.129  | 35.973  | 37.187  | 23.428  | 12.403  | 4.255   | 3.113   | <b>211.374</b> |
| <b>2015/2016</b>       | 7.936   | 10.049  | 15.810  | 20.872  | 29.759   | 43.486  | 47.490  | 35.780  | 25.042  | 21.437  | 15.483  | 8.972   | <b>282.118</b> |
| <b>2014/2015</b>       | 1.741   | 998     | 3.925   | 11.976  | 11.605   | 17.010  | 24.364  | 18.069  | 9.093   | 6.384   | 1.739   | 1.506   | <b>108.410</b> |



### TRANSFORMACIÓN

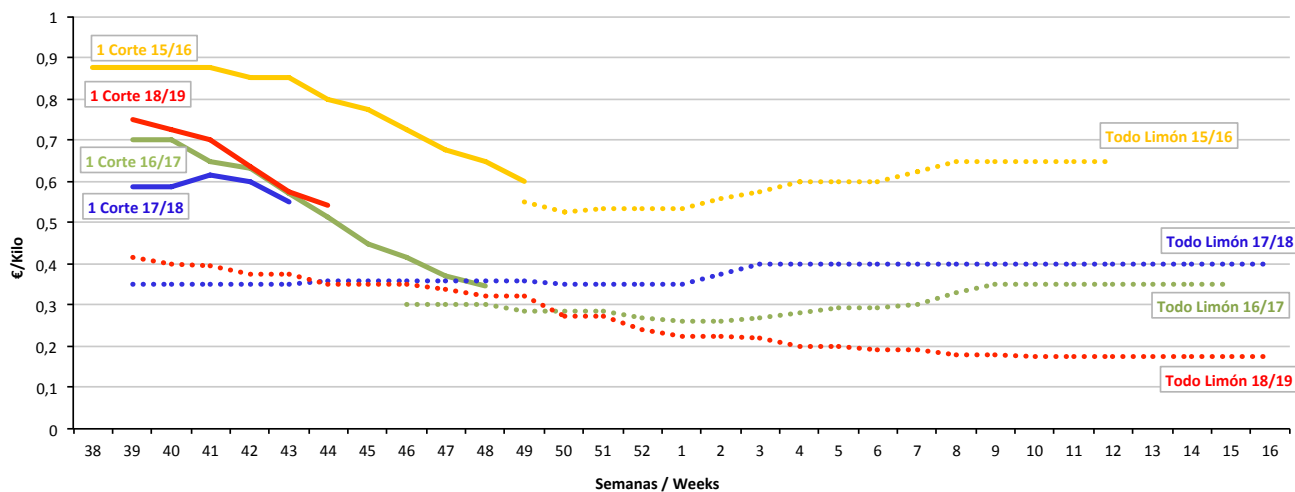
355.0000 toneladas de limón procesado, record de volumen. España continúa siendo el segundo jugador de zumo, aceite esencial y cáscara deshidratada a nivel mundial, transformando el 27% de la producción.

### PROCESSING

355,000 tons of lemon sent to processing, a record figure. Spain confirms its position as 2nd worldwide player of lemon juice, essential oil and dehydrated peel. 27% of the total lemon crop is processed.

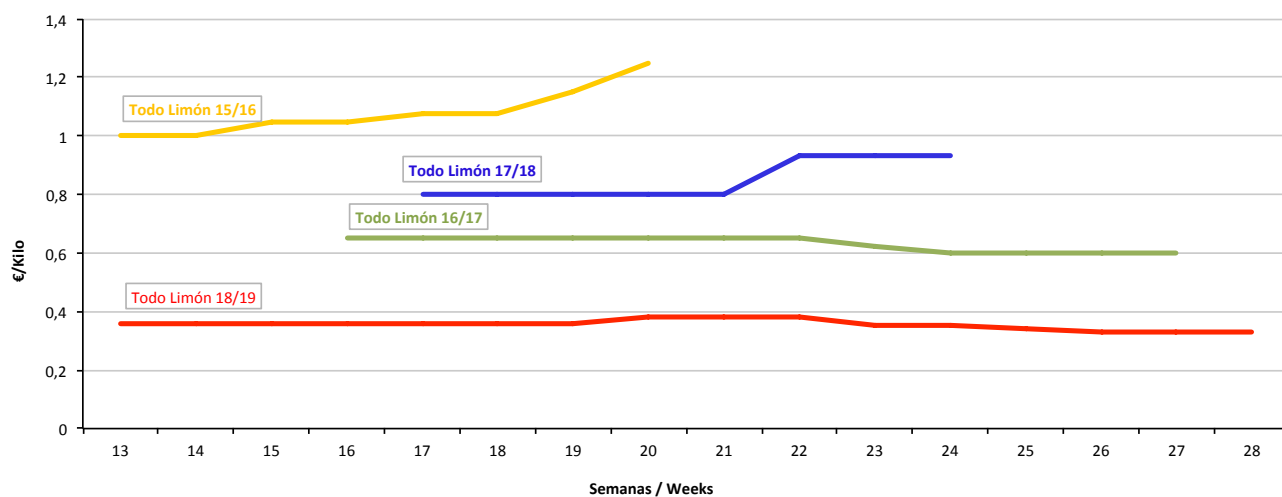
## PRECIOS DE REFERENCIA PARA EL AGRICULTOR (POSICIÓN ÁRBOL €/KG) / REFERENCE PRICES FOR THE GROWER (TREE POSITION €/KILO)

| SEMANA /<br>WEEK | LIMÓN FINO / FINO LEMON |          |          |          |           |          |          |          |
|------------------|-------------------------|----------|----------|----------|-----------|----------|----------|----------|
|                  | "Todo Limón"            |          |          |          | "1/Corte" |          |          |          |
|                  | C. 15/16                | C. 16/17 | C. 17/18 | C. 18/19 | C. 15/16  | C. 16/17 | C. 17/18 | C. 18/19 |
| 38               |                         |          |          |          | 0,88      |          |          |          |
| 39               |                         |          | 0,35     | 0,42     | 0,88      | 0,70     | 0,59     | 0,75     |
| 40               |                         |          | 0,35     | 0,40     | 0,88      | 0,70     | 0,59     | 0,73     |
| 41               |                         |          | 0,35     | 0,40     | 0,88      | 0,65     | 0,62     | 0,70     |
| 42               |                         |          | 0,35     | 0,38     | 0,85      | 0,63     | 0,60     | 0,64     |
| 43               |                         |          | 0,35     | 0,38     | 0,85      | 0,57     | 0,55     | 0,58     |
| 44               |                         |          | 0,36     | 0,35     | 0,80      | 0,52     |          | 0,54     |
| 45               |                         |          | 0,36     | 0,35     | 0,78      | 0,45     |          |          |
| 46               |                         | 0,30     | 0,36     | 0,35     | 0,73      | 0,42     |          |          |
| 47               |                         | 0,30     | 0,36     | 0,34     | 0,68      | 0,37     |          |          |
| 48               |                         | 0,30     | 0,36     | 0,32     | 0,65      | 0,35     |          |          |
| 49               | 0,55                    | 0,29     | 0,36     | 0,32     | 0,60      |          |          |          |
| 50               | 0,53                    | 0,29     | 0,35     | 0,28     |           |          |          |          |
| 51               | 0,54                    | 0,29     | 0,35     | 0,28     |           |          |          |          |
| 52               | 0,54                    | 0,27     | 0,35     | 0,24     |           |          |          |          |
| 1                | 0,54                    | 0,26     | 0,35     | 0,23     |           |          |          |          |
| 2                | 0,56                    | 0,26     | 0,38     | 0,23     |           |          |          |          |
| 3                | 0,58                    | 0,27     | 0,40     | 0,22     |           |          |          |          |
| 4                | 0,60                    | 0,28     | 0,40     | 0,20     |           |          |          |          |
| 5                | 0,60                    | 0,30     | 0,40     | 0,20     |           |          |          |          |
| 6                | 0,60                    | 0,30     | 0,40     | 0,19     |           |          |          |          |
| 7                | 0,63                    | 0,30     | 0,40     | 0,19     |           |          |          |          |
| 8                | 0,65                    | 0,33     | 0,40     | 0,18     |           |          |          |          |
| 9                | 0,65                    | 0,35     | 0,40     | 0,18     |           |          |          |          |
| 10               | 0,65                    | 0,35     | 0,40     | 0,18     |           |          |          |          |
| 11               | 0,65                    | 0,35     | 0,40     | 0,18     |           |          |          |          |
| 12               | 0,65                    | 0,35     | 0,40     | 0,18     |           |          |          |          |
| 13               |                         | 0,35     | 0,40     | 0,18     |           |          |          |          |
| 14               |                         | 0,35     | 0,40     | 0,18     |           |          |          |          |
| 15               |                         | 0,35     | 0,40     | 0,18     |           |          |          |          |
| 16               |                         |          | 0,40     | 0,18     |           |          |          |          |



## PRECIOS DE REFERENCIA PARA EL AGRICULTOR (POSICIÓN ÁRBOL €/KG) / REFERENCE PRICES FOR THE GROWER (TREE POSITION €/KILO)

| SEMANA /<br>WEEK | LIMÓN VERNA / VERNAL LEMON |          |          |          |
|------------------|----------------------------|----------|----------|----------|
|                  | "Todo Limón"               |          |          |          |
|                  | C. 15/16                   | C. 16/17 | C. 17/18 | C. 18/19 |
| 13               | 1,00                       |          |          | 0,36     |
| 14               | 1,00                       |          |          | 0,36     |
| 15               | 1,05                       |          |          | 0,36     |
| 16               | 1,05                       | 0,65     |          | 0,36     |
| 17               | 1,08                       | 0,65     | 0,80     | 0,36     |
| 18               | 1,08                       | 0,65     | 0,80     | 0,36     |
| 19               | 1,15                       | 0,65     | 0,80     | 0,36     |
| 20               | 1,25                       | 0,65     | 0,80     | 0,38     |
| 21               |                            | 0,65     | 0,80     | 0,38     |
| 22               |                            | 0,65     | 0,93     | 0,38     |
| 23               |                            | 0,62     | 0,93     | 0,35     |
| 24               |                            | 0,60     | 0,93     | 0,35     |
| 25               |                            | 0,60     |          | 0,34     |
| 26               |                            | 0,60     |          | 0,33     |
| 27               |                            | 0,60     |          | 0,33     |
| 28               |                            |          |          | 0,33     |





EXPORTACIÓN DE **LIMÓN A PAÍSES COMUNITARIOS**  
COMPARATIVO ACUMULADO DE CAMPAÑA  
DESDE 1 DE SEPTIEMBRE HASTA 31 DE AGOSTO  
CAMPAÑA 2018/2019  
VOLUMEN (TONELADAS)

**LEMON EXPORTS TO THE EU**  
**TOTAL EXPORTS**  
**FROM 1 SEPTEMBER TO 31 AUGUST**  
**CROP 2018/2019**  
**VOLUME (TONS)**

| PAIS / COUNTRY                     | Total (Tons)<br>2017/2018 | Total (Tons)<br>2018/2019 | Diferencia /<br>Difference | Diferencia % /<br>Difference % |
|------------------------------------|---------------------------|---------------------------|----------------------------|--------------------------------|
| ALEMANIA / GERMANY                 | 178.833                   | 193.838                   | 15.005                     | 8%                             |
| FRANCIA / FRANCE                   | 119.820                   | 118.309                   | -1.510                     | -1%                            |
| GRAN BRETAÑA / UK                  | 61.145                    | 71.274                    | 10.129                     | 17%                            |
| ITALIA / ITALY                     | 61.183                    | 64.929                    | 3.746                      | 6%                             |
| POLONIA / POLAND                   | 46.364                    | 54.422                    | 8.058                      | 17%                            |
| HOLANDA / HOLLAND                  | 23.316                    | 27.184                    | 3.867                      | 17%                            |
| AUSTRIA / AUSTRIA                  | 13.696                    | 15.593                    | 1.896                      | 14%                            |
| SUECIA / SWEDEN                    | 11.927                    | 13.664                    | 1.737                      | 15%                            |
| REP. CHECA / REP. CZECH            | 12.041                    | 13.048                    | 1.006                      | 8%                             |
| BELGICA / BELGIUM                  | 12.104                    | 11.894                    | -210                       | -2%                            |
| PORTUGAL / PORTUGAL                | 7.189                     | 8.810                     | 1.621                      | 23%                            |
| RUMANIA / ROMANIA                  | 3.265                     | 7.395                     | 4.129                      | 126%                           |
| DINAMARCA / DENMARK                | 6.370                     | 7.305                     | 935                        | 15%                            |
| HUNGRÍA / HUNGARY                  | 6.749                     | 6.780                     | 32                         | 0,5%                           |
| ESLOVAQUIA / SLOVAKIA              | 2.847                     | 6.636                     | 3.789                      | 133%                           |
| ESLOVENIA / SLOVENIA               | 2.395                     | 3.864                     | 1.469                      | 61%                            |
| CROACIA / CROATIA                  | 2.242                     | 3.430                     | 1.007                      | 45%                            |
| IRLANDA / IRELAND                  | 2.896                     | 3.425                     | 529                        | 18%                            |
| FINLANDIA / FINLAND                | 2.774                     | 2.856                     | 81                         | 3%                             |
| LETONIA / LATVIA                   | 1.551                     | 2.590                     | 1.039                      | 67%                            |
| LITUANIA / LITHUANIA               | 2.644                     | 2.238                     | -406                       | -15%                           |
| ESTONIA / ESTONIA                  | 441                       | 1.695                     | 1.254                      | 284%                           |
| GRECIA / GREECE                    | 644                       | 1.186                     | 542                        | 84%                            |
| BULGARIA / BULGARIA                | 96                        | 887                       | 791                        | 825%                           |
| LUXEMBURGO / LUXEMBOURG            | 423                       | 495                       | 71                         | 17%                            |
| MALTA / MALT                       | 205                       | 201                       | -4                         | -2%                            |
| CHIPRE / CYPRUS                    | 23                        | 18                        | -5                         | -20%                           |
| <b>Total general / Grand total</b> | <b>583.185</b>            | <b>643.966</b>            | <b>60.781</b>              | <b>10%</b>                     |

Fuente / Source: A.E.A.T.

### EXPORTACIÓN UE (Tm)

Se han exportado 644.000 toneladas. Alemania se mantiene como primer destino de las exportaciones de limón fresco de España, seguido de Francia, Reino Unido e Italia. Estos 4 mercados totalizan más de 445.000 toneladas, un 70% del total de las exportaciones.

En la campaña 2018/2019, la mayor disponibilidad de limón español ha provocado un aumento del volumen exportado del 10%, y se mantiene una clara preferencia por parte del consumidor por el limón de España frente al limón de otros orígenes.

### EXPORTS TO THE EU MARKETS (Tons)

644,000 tons of fresh lemons have been exported to the EU markets. Germany is the main client followed by France, UK and Italy. Total volumes sent to these 4 markets sums up more than 445,000 tons representing a market share of 70%. Bigger crop meant increasing exports by 10% and consumers clearly keep the preference of Spanish lemon versus other origins.



EXPORTACIÓN DE **LIMÓN** A **PAÍSES COMUNITARIOS**  
COMPARATIVO ACUMULADO DE CAMPAÑA  
DESDE 1 DE SEPTIEMBRE HASTA 31 DE AGOSTO  
CAMPAÑA 2018/2019  
FACTURACIÓN VALOR (€)

**LEMON** EXPORTS TO THE **EU**  
TOTAL EXPORTS  
FROM 1 SEPTEMBER TO 31 AUGUST  
CROP 2018/2019  
TURNOVER VALUE (€)

| PAIS / COUNTRY                     | Total (€)<br>2017/2018 | Total (€)<br>2018/2019 | Diferencia /<br>Difference | Diferencia % /<br>Difference % |
|------------------------------------|------------------------|------------------------|----------------------------|--------------------------------|
| ALEMANIA / GERMANY                 | 224.805.906            | 214.344.186            | -10.461.720                | -5%                            |
| FRANCIA / FRANCE                   | 145.541.043            | 129.128.788            | -16.412.255                | -11%                           |
| GRAN BRETAÑA / UK                  | 67.405.210             | 70.969.176             | 3.563.966                  | 5,3%                           |
| ITALIA / ITALY                     | 61.549.731             | 53.087.842             | -8.461.888                 | -14%                           |
| POLONIA / POLAND                   | 44.045.784             | 43.633.760             | -412.024                   | -1%                            |
| HOLANDA / HOLLAND                  | 24.649.860             | 24.366.880             | -282.980                   | -1%                            |
| AUSTRIA / AUSTRIA                  | 19.176.468             | 17.409.476             | -1.766.993                 | -9,2%                          |
| SUECIA / SWEDEN                    | 13.072.186             | 12.734.904             | -337.282                   | -3%                            |
| BELGICA / BELGIUM                  | 14.528.025             | 12.286.167             | -2.241.858                 | -15%                           |
| REP. CHECA / REP. CZECH            | 11.458.026             | 10.137.281             | -1.320.745                 | -12%                           |
| DINAMARCA / DENMARK                | 8.209.697              | 9.082.235              | 872.538                    | 11%                            |
| PORTUGAL / PORTUGAL                | 7.037.362              | 7.298.301              | 260.939                    | 4%                             |
| RUMANIA / ROMANIA                  | 3.392.215              | 6.377.892              | 2.985.678                  | 88%                            |
| HUNGRÍA / HUNGARY                  | 6.734.093              | 5.980.486              | -753.607                   | -11%                           |
| ESLOVAQUIA / SLOVAKIA              | 2.442.678              | 5.271.527              | 2.828.849                  | 116%                           |
| IRLANDA / IRELAND                  | 3.213.065              | 3.500.302              | 287.237                    | 9%                             |
| ESLOVENIA / SLOVENIA               | 2.634.969              | 3.075.447              | 440.479                    | 17%                            |
| CROACIA / CROATIA                  | 2.754.955              | 2.833.788              | 78.833                     | 3%                             |
| FINLANDIA / FINLAND                | 2.758.825              | 2.558.875              | -199.949                   | -7%                            |
| LITUANIA / LITHUANIA               | 2.647.516              | 1.563.853              | -1.083.663                 | -41%                           |
| LETONIA / LATVIA                   | 1.341.968              | 1.122.615              | -219.352                   | -16%                           |
| GRECIA / GREECE                    | 670.590                | 972.322                | 301.732                    | 45%                            |
| LUXEMBURGO / LUXEMBOURG            | 748.490                | 726.044                | -22.445                    | -3%                            |
| BULGARIA / BULGARIA                | 90.496                 | 725.862                | 635.365                    | 702%                           |
| ESTONIA / ESTONIA                  | 387.091                | 474.683                | 87.592                     | 23%                            |
| MALTA / MALT                       | 204.479                | 162.272                | -42.207                    | -21%                           |
| CHIPRE / CYPRUS                    | 24.087                 | 16.266                 | -7.821                     | -32%                           |
| <b>Total general / Grand total</b> | <b>671.524.815</b>     | <b>639.841.231</b>     | <b>-31.683.584</b>         | <b>-4,7%</b>                   |

Fuente / Source: A.E.A.T.

### EXPORTACIÓN UE (€)

El volumen de negocio en la UE para el mercado en fresco ha sido en la campaña 2018/2019 de 639 millones de euros, menor facturación que en la campaña anterior, pero con un mayor tonelaje.

### EXPORTS TO THE EU MARKETS (€)

Total turnover in the EU markets during this season reached 639 million euros, less turnover than previous year but with a bigger tonnage.

EXPORTACIÓN DE LIMÓN A TERCEROS PAÍSES  
COMPARATIVO ACUMULADO DE CAMPAÑA (Tm)  
DESDE 1 DE SEPTIEMBRE HASTA 31 DE AGOSTO  
CAMPAÑA 2018/2019  
VOLUMEN (TONELADAS)

LEMON EXPORTS TO NON EU COUNTRIES  
TOTAL EXPORTS (TONS)  
FROM 1 SEPTEMBER TO 31 AUGUST  
CROP 2018/2019  
VOLUME (TONS)

| PAIS / COUNTRY                         | Total (Tm)<br>LIMÓN 17/18 | Total (Tm)<br>LIMÓN 18/19 | Diferencia /<br>Difference | Diferencia % /<br>Difference % |
|----------------------------------------|---------------------------|---------------------------|----------------------------|--------------------------------|
| CANADÁ / CANADA                        | 11.527                    | 12.913                    | 1.386                      | 12%                            |
| SUIZA / SWITZERLAND                    | 10.222                    | 10.801                    | 579                        | 6%                             |
| ESTADOS UNIDOS / UNITED STATES         | 3.743                     | 7.139                     | 3.395                      | 91%                            |
| NORUEGA / NORWAY                       | 2.794                     | 2.838                     | 44                         | 2%                             |
| SERBIA / SERBIA                        | 67                        | 2.219                     | 2.152                      | 3202%                          |
| BRASIL / BRAZIL                        | 1.850                     | 1.872                     | 22                         | 1%                             |
| BIELORRUSIA / BELARUS                  | 113                       | 1.184                     | 1.071                      | 945%                           |
| EMIRATOS ÁRABES. U. / U. ARAB EMIRATES | 478                       | 819                       | 341                        | 71%                            |
| UCRANIA / UKRAINE                      | 62                        | 641                       | 579                        | 935%                           |
| MOLDAVIA / MOLDOVA                     | 431                       | 501                       | 70                         | 16%                            |
| SINGAPUR / SINGAPORE                   | 83                        | 441                       | 358                        | 433%                           |
| MACEDONIA / MACEDONIA                  | 67                        | 433                       | 366                        | 550%                           |
| BOSNIA-HERCEGOV. / BOSNIA-HERCEGOV.    | 39                        | 340                       | 301                        | 768%                           |
| QATAR / QATAR                          | 249                       | 228                       | -21                        | -8%                            |
| MALASIA / MALAYSIA                     | 271                       | 224                       | -47                        | -17%                           |
| CABO VERDE / CAPE VERDE                | 186                       | 162                       | -24                        | -13%                           |
| ARABIA SAUDITA / SAUDI ARABIA          | 196                       | 162                       | -34                        | -17%                           |
| AUSTRALIA / AUSTRALIA                  | 23                        | 113                       | 90                         | 389%                           |
| ANDORRA / ANDORRA                      | 120                       | 105                       | -15                        | -13%                           |
| KAZAJISTÁN / KAZAKHSTAN                | 67                        | 104                       | 38                         | 56%                            |
| URUGUAY / URUGUAY                      | 294                       | 100                       | -194                       | -66%                           |
| MARRUECOS / MOROCCO                    | 136                       | 83                        | -53                        | -39%                           |
| GIBRALTAR / GIBRALTAR                  | 84                        | 73                        | -11                        | -14%                           |
| GUINEA ECUAT. / EQUAT. GUINEA          | 53                        | 55                        | 2                          | 3%                             |
| PANAMÁ / PANAMA                        | 24                        | 44                        | 21                         | 88%                            |
| KUWAIT / KUWAIT                        | 0                         | 41                        | 41                         | -----                          |
| R. CENTROAFRICANA / CENTRAL AFRICAN R. | 24                        | 34                        | 10                         | 40%                            |
| MONTENEGRO / MONTENEGRO                | 0                         | 27                        | 27                         | -----                          |
| CHINA / CHINA                          | 4                         | 26                        | 22                         | 488%                           |
| SUDÁFRICA / SOUTH AFRICA               | 247                       | 25                        | -222                       | -90%                           |
| BAHRAIN / BAHRAIN                      | 25                        | 25                        | 0                          | 0%                             |
| JORDANIA / JORDAN                      | 0                         | 24                        | 24                         | -----                          |
| COSTA DE MARFIL / IVORY COAST          | 19                        | 22                        | 2                          | 13%                            |
| MAURICIO / MAURITIUS                   | 0                         | 18                        | 18                         | -----                          |
| NIGERIA / NIGERIA                      | 4                         | 18                        | 14                         | 341%                           |
| KOSOVO / KOSOVO                        | 0                         | 15                        | 15                         | -----                          |
| GHANA / GHANA                          | 18                        | 14                        | -4                         | -21%                           |
| GABÓN / GABON                          | 18                        | 11                        | -7                         | -37%                           |
| CAMERÚN / CAMEROON                     | 4                         | 11                        | 8                          | 199%                           |
| OMÁN / OMAN                            | 30                        | 11                        | -19                        | -62%                           |
| TOGO / TOGOLESE                        | 0                         | 9                         | 9                          | -----                          |
| CONGO (REPÚBLICA) / CONGO (REPUBLIC)   | 5                         | 7                         | 2                          | 47%                            |
| COSTA RICA / COSTA RICA                | 10                        | 7                         | -3                         | -30%                           |
| HONG-KONG / HONG KONG                  | 26                        | 4                         | -23                        | -86%                           |
| SENEGAL / SENEGAL                      | 0                         | 2                         | 2                          | -----                          |
| MALÍ / MALI                            | 11                        | 1                         | -10                        | -90%                           |
| MAURITANIA / MAURITANIA                | 2                         | 1                         | -2                         | -76%                           |
| GUINEA / GUINEA                        | 0                         | 1                         | 1                          | -----                          |
| ANGOLA / ANGOLA                        | 110                       | 0                         | -110                       | -100%                          |
| ARGENTINA / ARGENTINA                  | 344                       | 0                         | -344                       | -100%                          |
| GUATEMALA / GUATEMALA                  | 1                         | 0                         | -1                         | -100%                          |
| HONDURAS / HONDURAS                    | 1                         | 0                         | -1                         | -100%                          |
| LÍBANO / LEBANON                       | 4                         | 0                         | -4                         | -100%                          |
| MONGOLIA / MONGOLIA                    | 2                         | 0                         | -2                         | -100%                          |
| Total general / Grand total            | 34.088                    | 43.947                    | 9.859                      | 29%                            |

Fuente / Source: SOIVRE (Valencia)

#### MERCADOS TERCEROS PAÍSES (Tm)

La exportación a mercados fuera de la UE totalizó 44.000 Toneladas en la campaña 2018/2019, y los limones españoles se consumieron en 48 países fuera de la UE. Este volumen representa tan solo el 6,4% de las exportaciones totales de limón español. Es evidente que la prioridad del sector español es atender la demanda en los mercados comunitarios, pero siempre con un ojo en posibles nuevos mercados. En este grupo de mercados, Canada es el primer destino del limón español, seguido de Suiza.

#### EXPORTS TO NON EU MARKETS (Tons)

44,000 Tons of lemons were exported from Spain to the non EU markets. The figure is quite limited comparing with the total export volume (roughly 6,4%) but proves the capacity and leadership of Spanish exporters. Apart from consolidating service and quality to the EU clients, an effort is made to satisfy the demand of non EU consumers exporting our lemons to 48 countries outside the EU. Canada is the main client followed by Switzerland.

EXPORTACIÓN DE LIMÓN A TERCEROS PAÍSES  
COMPARATIVO ACUMULADO DE CAMPAÑA (€)  
DESDE 1 DE SEPTIEMBRE HASTA 31 DE AGOSTO  
CAMPAÑA 2018/2019  
FACTURACIÓN VALOR (€)

LEMON EXPORTS TO NON EU COUNTRIES  
TOTAL EXPORTS (€)  
FROM 1 SEPTEMBER TO 31 AUGUST  
CROP 2018/2019  
TURNOVER VALUE (€)

| PAIS / COUNTRY                         | Total (€)<br>LIMÓN 17/18 | Total (€)<br>LIMÓN 18/19 | Diferencia /<br>Difference | Diferencia % /<br>Difference % |
|----------------------------------------|--------------------------|--------------------------|----------------------------|--------------------------------|
| CANADÁ / CANADA                        | 12.987.689               | 14.046.180               | 1.058.491                  | 8%                             |
| SUIZA / SWITZERLAND                    | 13.331.556               | 11.611.033               | -1.720.523                 | -13%                           |
| ESTADOS UNIDOS / UNITED STATES         | 4.075.798                | 7.836.684                | 3.760.886                  | 92%                            |
| NORUEGA / NORWAY                       | 3.797.620                | 3.528.267                | -269.353                   | -7%                            |
| SERBIA / SERBIA                        | 86.255                   | 2.019.726                | 1.933.472                  | 2242%                          |
| BRASIL / BRAZIL                        | 1.962.016                | 1.784.406                | -177.611                   | -9%                            |
| CONGO (REPÚBLICA) / CONGO (REPUBLIC)   | 7.010                    | 1.043.285                | 1.036.276                  | 14784%                         |
| EMIRATOS ÁRABES. U. / U. ARAB EMIRATES | 598.889                  | 827.625                  | 228.736                    | 38%                            |
| BIELORRUSIA / BELARUS                  | 199.222                  | 783.744                  | 584.522                    | 293%                           |
| UCRANIA / UKRAINE                      | 41.685                   | 451.645                  | 409.960                    | 983%                           |
| SINGAPUR / SINGAPORE                   | 96.411                   | 446.019                  | 349.608                    | 363%                           |
| MOLDAVIA / MOLDOVA                     | 378.420                  | 332.855                  | -45.565                    | -12%                           |
| QATAR / QATAR                          | 289.652                  | 221.897                  | -67.755                    | -23%                           |
| MALASIA / MALAYSIA                     | 303.122                  | 206.837                  | -96.285                    | -32%                           |
| MACEDONIA / MACEDONIA                  | 38.185                   | 198.077                  | 159.892                    | 419%                           |
| BOSNIA-HERCEGOV. / BOSNIA-HERCEGOV.    | 27.371                   | 155.903                  | 128.531                    | 470%                           |
| AUSTRALIA / AUSTRALIA                  | 27.412                   | 149.460                  | 122.049                    | 445%                           |
| ARABIA SAUDITA / SAUDI ARABIA          | 161.418                  | 148.042                  | -13.375                    | -8%                            |
| CABO VERDE / CAPE VERDE                | 156.673                  | 145.786                  | -10.887                    | -7%                            |
| ANDORRA / ANDORRA                      | 147.854                  | 107.515                  | -40.339                    | -27%                           |
| GIBRALTAR / GIBRALTAR                  | 122.962                  | 92.392                   | -30.570                    | -25%                           |
| URUGUAY / URUGUAY                      | 301.481                  | 88.448                   | -213.033                   | -71%                           |
| GUINEA ECUAT. / EQUAT. GUINEA          | 86.597                   | 86.458                   | -138                       | -0,2%                          |
| KAZAJISTÁN / KAZAKHSTAN                | 63.686                   | 79.979                   | 16.293                     | 26%                            |
| MONTENEGRO / MONTENEGRO                | 0                        | 72.557                   | 72.557                     | -----                          |
| R. CENTROAFRICANA / CENTRAL AFRICAN R. | 645.114                  | 47.325                   | -597.790                   | -93%                           |
| PANAMÁ / PANAMA                        | 25.380                   | 46.396                   | 21.017                     | 83%                            |
| KUWAIT / KUWAIT                        | 0                        | 42.588                   | 42.588                     | -----                          |
| CHINA / CHINA                          | 1.482                    | 36.430                   | 34.948                     | 2359%                          |
| MARRUECOS / MOROCCO                    | 79.897                   | 25.922                   | -53.976                    | -68%                           |
| BAHRAIN / BAHRAIN                      | 27.638                   | 25.693                   | -1.945                     | -7%                            |
| COSTA DE MARFIL / IVORY COAST          | 28.649                   | 24.245                   | -4.403                     | -15%                           |
| SUDÁFRICA / SOUTH AFRICA               | 290.311                  | 20.919                   | -269.392                   | -93%                           |
| MAURICIO / MAURITIUS                   | 0                        | 19.136                   | 19.136                     | -----                          |
| JORDANIA / JORDAN                      | 0                        | 18.794                   | 18.794                     | -----                          |
| GABÓN / GABON                          | 23.901                   | 16.436                   | -7.466                     | -31%                           |
| HONG-KONG / HONG KONG                  | 32.637                   | 15.957                   | -16.680                    | -51%                           |
| NIGERIA / NIGERIA                      | 4.736                    | 15.151                   | 10.414                     | 220%                           |
| CAMERÚN / CAMEROON                     | 4.998                    | 14.741                   | 9.743                      | 195%                           |
| TOGO / TOGOLESE                        | 0                        | 11.803                   | 11.803                     | -----                          |
| OMÁN / OMAN                            | 33.400                   | 10.868                   | -22.532                    | -67%                           |
| GHANA / GHANA                          | 17.589                   | 5.802                    | -11.786                    | -67%                           |
| COSTA RICA / COSTA RICA                | 12.431                   | 5.677                    | -6.754                     | -54%                           |
| KOSOVO / KOSOVO                        | 0                        | 5.175                    | 5.175                      | -----                          |
| SENEGAL / SENEGAL                      | 0                        | 2.354                    | 2.354                      | -----                          |
| MALÍ / MALI                            | 2.144                    | 1.445                    | -699                       | -33%                           |
| GUINEA / GUINEA                        | 0                        | 507                      | 507                        | -----                          |
| MAURITANIA / MAURITANIA                | 2.349                    | 64                       | -2.285                     | -97%                           |
| ARGENTINA / ARGENTINA                  | 336.126                  | 0                        | -336.126                   | -100%                          |
| ANGOLA / ANGOLA                        | 132.856                  | 0                        | -132.856                   | -100%                          |
| LÍBANO / LEBANON                       | 4.677                    | 0                        | -4.677                     | -100%                          |
| HONDURAS / HONDURAS                    | 1.377                    | 0                        | -1.377                     | -100%                          |
| MONGOLIA / MONGOLIA                    | 1.261                    | 0                        | -1.261                     | -100%                          |
| GUATEMALA / GUATEMALA                  | 1.117                    | 0                        | -1.117                     | -100%                          |
| <b>Total general / Grand total</b>     | <b>40.999.055</b>        | <b>46.878.250</b>        | <b>5.879.195</b>           | <b>14%</b>                     |

Fuente / Source: SOIVRE (Valencia)

#### MERCADOS TERCEROS PAÍSES (€)

El volumen de negocio a estos mercados fue de 46 millones de euros, un incremento del 14% respecto a la campaña precedente.

#### EXPORTS TO NON EU MARKETS (€)

Total turnover to these markets reached 46 million euros, a 14% increase comparing with previous season.