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"No summer lasts forever" (Stephen King)

The season ends and summer begins

The Spanish Lemon and Grapefruit ® campaign is over. **Summer begins and we make a technical stop in this weekly letter until September.** During the last 36 weeks we have tried to make a different communication, inviting to reflection and commenting on key aspects for our activity.

The last 2021/2022 campaign has been complex, difficult and different. In reality nothing new, all campaigns are like that, there are no magic recipes from one year to another, the truth is that in this business we never stop learning. Geopolitics (to which we have devoted a good deal of space several weeks in this weekly letter) often marks our work agenda, but also the weather, legal changes, economic indicators... **We live in an increasingly volatile and uncertain environment, but that is precisely why strategy and planning are more necessary than ever.**

See you the first week of September.



Lemon and grapefruit plantations continue to increase in Spain

Last week we talked about the leadership of Spain, and **this week we inform you of an objective data such as the number of trees sold by nurseries.** This data is of utmost importance to be able to make a crop forecast in the medium term. Although it will obviously be conditioned by the weather, the availability and quality of water, plant health ... here mathematics are inexact or in other words, 2 plus two sometimes are not exactly four. In any case, there is an obvious conclusion: if there are more lemon and grapefruit trees planted, it is logical that there will be more lemon and grapefruit crop.

Lemon and Grapefruits trees planted in season 2020/21 and in the last 7 seasons

Trees	2020/21	2014/15 to 2020/21
FINO	726,414	4,324,604
VERNA	305,924	2,032,478
TOTAL LEMON	1,032,338	6,357,082
GRAPEFRUIT	163,897	819,749

The following table shows the number of trees planted in the last season and in the last 7 seasons for each species: 6.3 million lemon trees and 820,000 grapefruit trees.

The lemon area in Spain reached 50,414 hectares in the 2020/21 season (34.4% more in the last 7 years). In the case of grapefruit, the increase was 75.5% during the same period, reaching 3,271 hectares in 2020/21.

Due to the fact that the cultivation area, both in lemon and grapefruit has grown in 2020/21 more than expected according to the projection of the production potential for the 2025/26 season that we made last year, we have readjusted the figures of this projection, estimating that the total production potential of lemon would reach in the 2025/26 season the figure of 1,800,215 tons, of which 1,348,993.5 t would be of the Fino variety and 451,221.5 t of the Verna variety. In the case of grapefruit, the production potential for 2025/26 would be 143,359 tons.

What is important are the trends, and to properly dimension the potential that Spain has. Time will tell if these concrete numbers that come out of the work of an Excel sheet are reached or exceeded.

But **what is really important is to have this information to be able to prepare and anticipate with the right decisions and strategies.**

And this is AILIMPO's commitment: to collect the data and report in a transparent way.