



In the first two months of the year, Peruvian agricultural exports would have reached US \$ 1.471 million, showing an increase of 21%

According to FreshFruit estimates, Peruvian agro-exports in the first two months of 2021 reached US \$ 1.471 million, 21% more compared to the same period in 2020. Shipments grew in a context where Chile, an important supplier of grapes and Blueberry faces serious production problems that have caused supply problems in many destinations.

Although the result has been positive, the dynamics of shipments each month was different. In January, agro-exports totaled US \$ 991 million, 35% more than in the same month of the previous year. The main exported products were grapes, with 35% participation, mango, with 7%, and asparagus, with 3%. On the contrary, the February result did not reach the expected values. Exports totaled US \$ 480 million, 1% less compared to 2020. The main products were grapes, with a 25% share, mango, with 12%, and avocados, with 4%.

Main products

The main products of the Peruvian agro-export basket in the first two months of 2021 were grapes, mangoes and blueberries, which together represented 44% of the exported value.

During the analyzed period, grape shipments totaled 196.255 tons for US \$ 466 million, 28% more in volume and 39% more in value compared to the same period of 2020. The shortage of the product in the international market allowed Peru to continue growing without having a strong impact on prices. Thus,



Peruvian grapes were priced at US \$ 2.37 per kilogram, 9% higher than that obtained in the same period of the previous year.

As in 2020, 46% of grape exports were concentrated in the United States, where the main buyer was Vanguard Direct Llc., With a 14% share. This market was followed by China (16% share), where the main buyer was Shenzhen Harvest-Time Imp. & Exp. Co. Ltd., and the Netherlands (14%), where Fairconnection BV stood out.

Another product that boosted exports was mango, whose shipments totaled 108.732 tons for US \$ 125 million. Compared to 2020, fruit exports fell 23% in volume and 18% in value. It is worth mentioning that mangoes had already been affected by the bad weather in the north, which had a negative impact on production. Due to the lower Peruvian supply, product prices grew 6% to reach a value of US \$ 1.15 per kilogram. The main destinations for Peruvian fruit were the United States (43% share), where the main buyer was Amazon Produce Network Llc .; and the Netherlands (35%), with Nature's Pride BV leading purchases.

Peruvian blueberry exports grew 85% in volume and 103% in value, reaching 10.957 tons for US \$ 59 million. The global blueberry market is facing a shortage generated by the late start of the Chilean season, which is favoring Peru. For this reason, the price of Peruvian fruit was US \$ 5.42 per kilogram, 10% more compared to the previous year. The main blueberry destinations in this period were the United States (67% share), with Camposol Fresh Usa Inc. as the main buyer; and the Netherlands (22%), where Camposol Fresh BV stood out

Products that grew the most

In the first two months of 2021, the products that showed the highest growth were ginger and onion, products that represented 2% of the Peruvian agro-export basket.





During the analyzed period, ginger shipments totaled 6.086 tons for US \$ 17 million, 35% more in volume and 74% more in value compared to the same period of 2020. The good reception in the international market allowed the root to continue growing without affecting their prices. Peruvian ginger was priced at US \$ 2.79 per kilogram, 29% higher than that obtained in the same period of the previous year. As in 2020, 68% of root exports were concentrated in the United States, where the main buyer was Smart Group Traders Inc. This market was followed by the Netherlands (14% share), where the main buyer was Fairtrasa Holland BV, and Canada (8%), where Broadview Produce Company Inc. stood out.

Another product with extraordinary growth was onion, whose shipments totaled 41.459 tons for US \$ 20 million. Compared to 2020, vegetable exports grew 42% in volume and 112% in value. Product prices grew 49% to reach a value of US \$ 0.47 per kilogram. The main destinations for Peruvian fruit were the United States (50% participation), where the main buyer was Shuman Farms Inc. ; and Spain (46%), with Almacenes Lomar SL leading purchases.

Products that fell

The products that fell during the first two months of the year were coffee and bananas, which were again affected by the pandemic. Both due to the higher contagion rate among the population - which included farm workers - and the second quarantine imposed by the State during the month of February.

Coffee shipments totaled 10.091 tons for US \$ 34 million in the two-month period, 19% less in volume and 6% less in value compared to the same period of 2020. The contraction of the Peruvian supply as a result of the second wave allowed obtaining prices Taller. Peruvian coffee was priced at US \$ 3.33 per kilogram, 16% higher than that obtained in the same period of the previous year. The main destinations for the grain were Germany (38% share), with Alois



Dallmayr Kaffee GmbH & Co. Kg. As the main buyer, and Belgium (11%), where A Van Weely BV stood out.

Another product that was impacted by the second wave and the State's restrictions was bananas, whose shipments totaled 33.112 tons for US \$ 23 million. Compared to 2020, fruit exports fell 4% in volume and value. The scarcity of the fruit, added to the preference for purchasing healthy products (Peruvian bananas are organic), allowed companies to obtain higher prices. In this period, bananas were priced at US \$ 0.70 per kilogram, similar to 2020. The main destinations for Peruvian fruit were the Netherlands (30% share), with Agrofair Benelux BV leading purchases, and Panama (25%), where Chiquita Panamá Llc.

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