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**Report Name:** Fresh Deciduous Fruit Annual

Country: Argentina

**Post:** Buenos Aires

Report Category: Fresh Deciduous Fruit

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# **Report Highlights:**

Post forecasts fresh deciduous fruit production to rebound to 486,850 MT for apples and 625,400 MT for pears for Marketing Year (MY) 2023/24. This is due to favorable weather conditions, which have restored yields from MY 2022/23. Apple exports are expected to increase to 81,854 metric tons, while pear exports are expected to increase to 317,200 metric tons. Domestic consumption is also expected to increase in line with the production increases. The number of fruit producers in the country continues to decline due to high production costs, low fruit prices, and increased competition for land from other sectors. However, overall outlook for the Argentine fresh deciduous fruit production in MY 2023/2024 remains positive.

# **Executive Summary:**

Marketing Year (MY) 2023/2024 fresh apple and pear production is estimated to increase by 7 and 6 percent, respectively to 486,850 metric tons (MT) and 625,400 MT, due to favorable weather conditions.

Apple exports are expected to increase to 81,854 MT, while pear exports are expected to increase to 317,200 MT, due to the larger production of both fruits.

Domestic consumption of fresh apples and pears is forecast to increase to 407,981 MT and 308,557 MT, respectively, in line with increased production.

Despite the projected increases in production and exports for MY 2023/24, Argentine fresh deciduous fruit exporters continue to face significant challenges in the domestic economy that adversely affect their competitiveness. High inflation paired with government price and currency controls create market distortions that make long-term business planning difficult. The difficulty of importing inputs needed by the fruit industry further compounds these challenges. As a result, growers have postponed needed investments in equipment and replanting with new varietals. While a long cycle of consolidation within the sector appears to be coming to an end, continued high costs and low profitability are likely to lead to reduced investment in the near term. Argentine exporters are consolidating their position in Latin American markets in MY 2023/24, leveraging their proximity and ability to provide a high-quality fruit.

## **Production**

Río Negro is the leading producer of apples and pears in Argentina. In 2022, the province produced 82 percent of the country's apple and pear crop according to Argentina's national official statistics. Neuquén came in second, producing 15 percent, and the Uco Valley in Mendoza Province produced the remaining 3 percent.

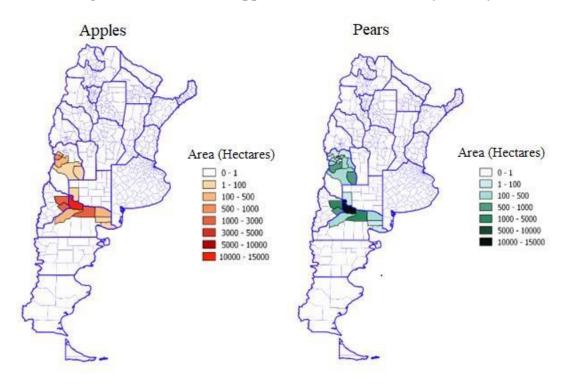


Figure 1: Area Under Apple and Pear Cultivation by County

Source: Secretariat of Agriculture, Livestock, and Fisheries of Argentina

The number of apple and pear producers in Argentina has declined sharply in recent years. According to the National Food Safety and Quality Service (Senasa), there were approximately 9,000 producers in 2005, but only 1,605 in 2023. This decline is likely due to several factors including rising production costs, urbanization, and an aging workforce, among others. However, those producers who remain are relatively financially secure and stable.

The decline in producers in Argentina could be explained by a variety of contributing factors. The most significant factor is the rising cost of production. The cost of land, water, and labor have risen in recent years to levels that make it difficult for small producers to establish a business and compete in the national or international market. Additionally, the domestic market for apples and pears has been declining, as international prices for these fruits have been trending downward at the same time. As a result, many small producers have been forced to leave the industry.

Another factor is the aging workforce. Many of the workers who are skilled in apple and pear production are reaching retirement age. This has led to a shortage of qualified workers, which has made it difficult for some producers to maintain their operations.

The urbanization of production areas, driven by the profitability of real estate development, has also contributed to a decrease in the number of apple and pear producers and the amount of land dedicated to their production.

Despite these challenges, the apple and pear producers who remain have been able to adapt to the changing market conditions. They have invested in new technologies and production methods, and focused on producing high-quality fruit that is in demand both domestically and internationally.

The apple and pear sector in Argentina is supported by a network of 260 packing plants and 198 cold storage facilities. These facilities are responsible for processing and storing the country's apple and pear crop. The packing plants are responsible for cleaning, sorting, and grading the apples and pears. They also package the fruit for shipping. The cold storage facilities are responsible for keeping the fruit cool and fresh. They also maintain the humidity levels in the facilities to prevent the fruit from drying out. Around half of the 60,000 direct-hire employees in the apple and pear sector are seasonal migrants from the northern provinces. These workers come down to the region for the apple and pear harvest, which typically takes place from November to March.

The Ingeniero Ballester Dam, built in 1916 on the Neuquén River, provides artificial irrigation for the Río Negro and Neuquén valleys. A 130-kilometer-long channel gravity-feeds smaller ditches that irrigate orchards. Excess water flows out into the Río Negro. This irrigation system does not require powered pumps and acts as a passive defense against frost.

The recent consolidation of Argentina's apple and pear sector has created a need for public and private investment in technological advancements. These advancements could include increased mechanization, improved logistics, and better communications to boost regional efficiency.

Limited access to capital for reinvestment in orchard health and improved efficiency further limits potential productivity gains. Many Argentine orchards are still producing older fruit varieties that are in less demand than newer varieties. This is particularly a problem in apple production, where Argentina faces competition from Chile and China, which produce newer varieties. Improving Argentina's efficiency to lower production costs is key to remain competitive in the international market. Production issues continue to threaten the long-term viability of the industry. Many factors, including the active government management of the peso exchange rate, rising input costs for labor and energy, and the soaring price of refrigerated containers due to the global container shortage, have created significant challenges to producer's profitability in recent years.

The cost to plant a hectare with new varieties, with protection against hail and double- purpose irrigation (for watering and frost prevention) is about USD\$ 50,000 according to contacts in the business. The production cost for a kilogram of apples or pears was estimated at\$ 0.37/ fruit by the "Fruit Contracting"

Board" (Mesa de Contractualizacion Fruticola) with 60 percent of the cost attributable to labor (40 percent packing and 20 percent production) and 40 percent to capital, inputs, and service costs (energy, fertilizers, transportation, packaging, customs fees, phytosanitary and quality certifications, etc.)

The COVID-19 pandemic has had a profound impact on the fruit sector, both domestically and internationally. One of the most significant challenges has been the shortage of shipping containers, which has led to higher freight prices exacerbated by the rising cost of energy. The shortage of shipping containers is due to a confluence of factors, including a decline in demand for containers during the early stages of the pandemic, a subsequent surge in demand as economies reopened, and the disruption of global supply chains. This has made it difficult for fruit producers to get their products to market, which has had a negative impact on prices and profitability.

Innovation in the agricultural sector is primarily centered on addressing key challenges, including disease resistance, pest control, drought tolerance, and ensuring an adequate water availability while preserving the primary characteristics of crops. These innovations are important given the saturation of the market with a multitude of crop varieties, with a need to reshape their traditional commercial strategies. Additionally, a novel protective membrane has been introduced to shield plants from the damaging effects of hail and the increasingly intense sun. Notably, frost has been causing damage and blemishes on pears that lacked adequate protection, and this issue was exacerbated by extreme heat, resulting in alterations to the size of the fruit. In the case of apples, elevated temperatures led to a change in the fruit's color.

Logistics costs are projected to decline in 2024 compared to tariffs registered in 2022 and 2023 as new shipping containers come into service and the global economy continues to recover from the COVID-19 pandemic. However, even with this decrease, logistics costs are still expected to be approximately 50 percent higher than pre-pandemic levels according to Argentinean fruit producers.

The Government of Argentina (GOA) has implemented a strict import controls policy in an attempt to conserve its dwindling foreign currency reserves. These challenging restrictions aimed to procure imported foreign technology, new varieties, agrochemicals, fertilizers, machinery parts, and packaging materials (particularly boxes) as well as other essential goods. This has had a significant impact on fruit producers, who have experienced difficulties in obtaining the necessary inputs to maintain their production levels or fulfill their overseas contracts. On the other hand, the GOA's export promotion policy, including the Export Increment Program (EIP), has provided some support to fruit producers with a favorable exchange rate policy to stimulate and promote a wide range of exports.

In an effort to improve the production conditions of the fruit value chains, the Ministry of Production and Agribusiness of Río Negro offers some financing opportunities for the sector. These funds are allocated for the installation of anti-hail nets, the purchase of sprinkler irrigation equipment to combat frost, and support for productive conversion and diversification. This instrument, which was negotiated by the province with the national government, allows for up to US\$ 160,000 for the purchase of anti-hail nets, up to US\$ 42,000 for frost protection, and up to US\$ 28,000 for conversion and diversification.

Since 2017, the provincial government has been providing financial assistance to the fruit sector, which not only ensures production, but also improves the quality of the fruit.

# **Apples**

For MY 2023/24, fresh apple production in Argentina is forecast to increase by 7 percent, reaching 486,850 metric tons from last official estimate. This rebound is due to favorable weather conditions, which have led to good yields, but is still 11 percent below than the peak of 550,000 metric tons reached in MY 2020/21, according to USDA estimates.

For MY 2022/23, apple production is revised to 464,100 MT, up 2 percent from the USDA estimate of 455,000 MT. The upward revision is primarily due to favorable weather conditions resulting in a more robust apple crop.

Post's estimate of apple production for MY 2021/22 remained unchanged at 427,000 MT, in line with USDA estimates.

The primary apple varieties cultivated in Argentina are Red Delicious, Granny Smith, and Gala. These three varieties collectively account for almost 90 percent of apple production within the country.

#### Pears

For MY 2023/24, fresh pear production is projected at 625,400 MT, up 6 percent from USDA official estimates due to favorable weather conditions that have resulted in higher yields per acre.

For MY 2022/23 pear production is estimated to increase to 601,800 MT, up 2 percent from official USDA estimates. This is due to an overestimation of the negative effect of frost damage and hailstorms at the beginning of October 2021.

Post's estimate of pear production for MY 2020/21 remains unchanged at 557,000 MT, in line with USDA estimates.

The main pear varieties grown in Argentina are Williams, Packham's Triumph, and Beurre D'Anjou. These three varieties account for nearly 85 percent of total pear production in the country.

## Organic Production

The area of certified organic apple and pear orchards in the provinces of Río Negro and Neuquén remained at 5,500 hectares in MY 2022/23. This is no change from the previous marketing year. The growth of organic production is driven by the increasing international demand for organic fruit products, which is slowing.

However, growers expect the area of organic production to remain at the same level in the coming years, despite the higher production costs of organic fruit. These costs are due to manual pruning, biological weed control, and certification fees.

#### Planted Area

The area planted to apples and pears in MY 2023/24 is forecast at 19,000 hectares for apples and 19,000 hectares for pears. This is based on the expectation of maintaining last year's demand for both fruits.

The planted area for apples in MY 2022/2023 is forecast unchanged from USDA's estimate at 19,000 hectares. This is due to favorable weather conditions and the availability of more accurate supply and demand information for this fruit.

The planted area for pears in MY 2022/2023 is forecast to increase by 3 percent from the USDA estimate to 19,570 hectares. This is due to the availability of more accurate on demand and supply information for this fruit and an overestimation of the impact of weather conditions.

For MY 2020/21, the planted area for both fruits remained unchanged at 19,000 hectares, in line with USDA estimates.

In MY 2023/24, the harvested area for apples is forecast to remain unchanged at 17,270 hectares from official USDA estimates for MY 2022/23. The harvested area for pears is also forecast to remain unchanged at 18,260 hectares, partially due to the uncertainty in the national economy.

In MY 2022/23, the harvested area for apples is forecast to remain unchanged at 17,270 hectares from official USDA estimates. The harvested area for pears is forecast to remain unchanged at 18,260 hectares. For MY 2021/22, the harvested are for both fruits also remained unchanged, in line with USDA estimates.

The decline of apple and pear production in Argentina in the last few years is a complex issue with a variety of contributing factors including increased costs, low prices, and increased competitive from other sectors for land.

One of the most significant factors is the high cost of production. Land, labor, and production inputs such as fertilizers and pesticides have all increased in recent years. In addition, the lack of access to international markets is a challenge for Argentine fruit growers with the country's distance from major markets resulting in even higher shipping costs. These factors have made it difficult for small-scale farmers to maintain their orchards and led many to abandon or convert their land to other crops.

Another important factor decreasing area are low prices for both fruits. The global market for apples and pears is highly competitive, and prices have been stagnant for many years. This has made it difficult for Argentine fruit growers to make a profit and has led some to sell their land to larger producers, the oil and gas industry, or to the growing livestock industry for forage production.

Urban development and the growing demand for craft beer have also had a negative impact on apple and pear production. Urban development has led to the paving over of farmland, which has reduced the amount of land available for agricultural production.

Over the past eight years, one-third of fruit growers, largely small-scale farmers with less than 10 hectares in Argentina have left the industry. Large-scale growers, who make up only 2.5 percentage of all farmers, own 45 percentage of all fruit production land. In contrast, small-scale farmers make up 75 percentage of the farming population but only own 28 percentage of the land. The remaining 27 percentage is owned by mid-sized producers. Small and some medium-sized producers sell most of their production to cooperatives.

# Consumption

For MY 2023/24 fresh apple domestic consumption is forecast to go up to 407,981 MT an increase of 4.1 percent from the last official estimations. This rebound follows the increase in production, which was driven by favorable weather conditions. For MY 2022/23, domestic consumption of fresh apples is expected to grow by 0.8 percent to 395,027 metric tons from official estimates. This growth is explained by favorable weather conditions and by overestimation of the negative impact of the weather. In line with official estimates, Post forecasts that apple consumption will remain stable at 359,300 MT in MY 2021/22.

For MY 2023/24, fresh pear consumption is estimated at 308,557 MT, up 8.2 percent compared to official USDA estimates on the previous marketing year, as a result of the production increase. Pear consumption in MY 2022/23 is expected to slightly increase to 292,100 MT from the official estimate of 285,200 MT, due to an increase of production from the last forecast. Pear consumption in MY 2021/22 remained unchanged at 282,900 MT from USDA estimates.

## Organic Consumption

In recent years, the popularity of fresh organic products has shown an upward trend in affluent areas within the city of Buenos Aires, and other major cities in the interior of Argentina. However, domestic demand for organic products remains relatively low compared to that of northern hemisphere markets, due to higher prices. This northern hemisphere market, however, appears to be stabilizing in recent years, according to exporters.

There may be an uptick in domestic demand for organic products as fresh organic produce is sold in high-end supermarkets and health food stores targeting upscale consumers. In addition, food manufacturers are increasing the volume of organic fruit in their processed products, such as cereal bars and organic juices.

#### **Trade**

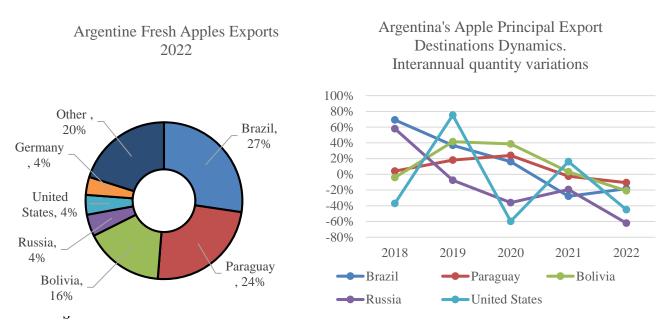
## **Exports**

For MY 2023/24 apple exports are expected to increase by 25.9 percent to 81,854 metric tons due to the increase in production, while pear exports are expected to increase by 4 percent to 317,200 metric tons. However, Argentina's ability to reach its export targets will depend on its ability to successfully compete

with other Southern Hemisphere fruit producing countries. The country's unstable macroeconomic situation could make it difficult to compete, especially if other countries also have strong harvests.

For MY 2022/23 apple exports are expected to increase by 10.8 percent from official estimates to 72,000 metric tons due to the increase in production and public policies implemented to boost exports during this marketing year. Pear exports are expected to increase by 1.6 percent USDA official estimates to 310,000 metric tons.

Figure 2: Principal Destinations of Argentine Exports of Fresh Apples and Annual Variations.



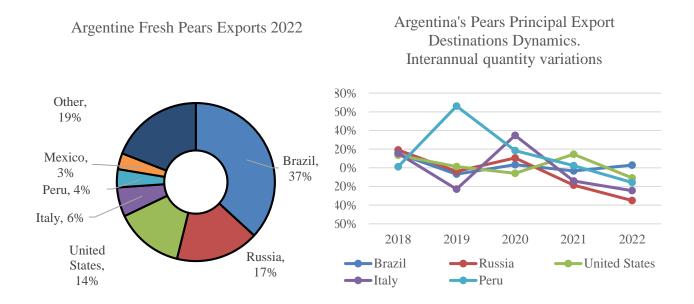
Source: FAS Buenos Aires based on data from Trade Data Monitor.

The six largest fruit companies currently account for over 60 percent of total fruit exports. Some of these companies are vertically integrated with their own production, and only purchase from third parties as needed. This gives them a significant advantage over independent growers, who often struggle to sell their fruit when production is high.

High energy costs have also discouraged producers from storing their fruit in cold storage. This is because cold storage requires a significant amount of energy, and the cost of energy has been rising in recent years. As a result, only high-quality fruit is typically stored in cold storage, while lower-quality fruit is often sold at a loss.

This situation has created several challenges for independent growers. They face stiff competition from the large fruit companies and have difficulty selling their fruit when production is high. Additionally, the high cost of cold storage makes it difficult for them to store their fruit and sell it later.

Figure 2: Principal Destinations of Argentine Exports of Fresh Pears and Annual Variations.



Source: FAS Buenos Aires based on data from Trade Data Monitor.

Apple exports in MY 2022/23 are expected to increase by 10.8 percent to 72,000 MT from official USDA estimates, driven by public policies that boosted sectorial exports. Pear exports for MY 2022/23 are forecast to increase slightly by 1.6 percent to 310,000 from the previous official estimate of 305,000 MT. However, the unfavorable weather conditions are also expected to have a negative impact on pear exports, as the U.S. market demands higher quality standards.

Apple exports in MY 2021/22 are expected to remain unchanged at 70,000 MT from official USDA estimates. Pear exports for MY 2021/22 are forecast to remain unchanged from the previous estimate of 275,000 MT.

Argentine apple exports increased by 8 percent in the first eight months of 2023, reaching 52,471 MT. This is likely due to a higher demand from Latin American countries and from the United States. Pear exports, on the other hand, increased by 18 percent to 268,586 MT. This is likely due to higher demand from international markets specially Brazil and Russia.

Apple and pear exports in MY 2021/22 remained unchanged at 70,000 MT and 315,000 MT, respectively, in line with latest estimate revisions.

During 2022, Russia was the second largest market for Argentine apples and pears after Brazil. However, it remains a challenging market due to a number of factors, including the instability of the ruble, complicated logistics, low purchasing power of consumers, difficulties in making international payments, and other complications arising from Russia's invasion of Ukraine.

In February 2022, when Russia invaded Ukraine, the first shipments of fresh apples and pears from Argentina to Russia were in route. However, shipping lines began cancelling calls to Russian ports, forcing exporters to reorient containers to other destinations. In some cases, fruit that was unsuitable for the EU market had to be unloaded in EU ports. In other cases, exporters had to use the nearest ports, such as Turkey, at additional logistical costs. Local oversupply and longer transit times affected the fruit's condition, which negatively impacted prices. As a result, fruit that normally would have been sold on the fresh market was sold for processing at a discounted price.

Due to uncertainty about international sanctions in the wake of Russia's invasion of Ukraine, many Argentine banks ceased operations with Russian banks. This greatly complicated making payments through international bank transfers.

## **Imports**

Argentina is a major producer and exporter of fresh apples and pears, but imports of these fruits are typically negligible. However, in MY 2023/2024, apple imports are forecast to increase by 49.3 percent from last MY official estimate to 2,927 MT. Pear imports in MY 2023/2024 are also expected to reach 357 MT, accounting for an increase of 78.5 percent from last MY official estimate. This is due to specific contracts from wholesale markets, which demand specific varieties of apples and pears.

Argentina's imports of apples for MY 2022/23 have been revised up from 2,000 MT to 2,927 MT due to an increase of specific demand from the food processing sector. Argentina's imports of pears for MY 2022/23 have been revised up from 200 MT to 300 MT an increase of the domestic demand.

Apple and pear imports in MY 2021/22 remained unchanged from official estimates at 2,300 MT and at 900 MT, respectively, in line with USDA estimates.

## **Policy**

The Argentine government's investment in the apple and pear sector has been limited. The *Programa de Incremento Exportador para las Economías Regionales* (PIER) is a government program that provides financial and technical assistance to apple and pear producers in Argentina. The program offers a number of benefits, including an exchange rate higher than the official rate. This means exporters receive more pesos for each export, which can help to improve their profitability.

The PIER offers a fixed subsidized exchange rate to specific agricultural producers, including apple and pear growers, called the "agro-dollar". The exchange rate was set at 300 Argentine pesos per US dollar from April 8, 2023, to August 31, 2023. This was a 40 percent premium over the official exchange rate at the beginning of the program but decreased to almost only 10 percent by the end of the program due to domestic inflation. The PIER has been a valuable tool for apple and pear producers in Argentina as it helped them marginally reduce their costs from imported inputs.

Argentina relaunched the PIER program with an exchange rate of 340 from July 24, 2023 to August 31, 2023 because domestic inflation continued to rise, and the 300 peso exchange rate was no longer

providing a significant subsidy to agricultural producers. The new exchange rate of 340 pesos per US dollar was intended to offset the rising costs of imported inputs for agricultural producers. The higher exchange rate would give agricultural producers more pesos for each U.S. dollar they earned, which would help them to pay for the more expensive imported inputs.

The disparity between the agro-dollar and the official exchange rate is a symptom of the distortion in the Argentine foreign exchange market. The government regulates the foreign exchange market through a variety of financial instruments, which generate a significant number of exchange rates in many different economic activities.

The availability of long-term loans to apple and pear producers is limited even at the national or provincial level due to the increase in the national interest rate during the last year. In June 2023, the interest rate was set at 97 percent, showing that the government is taking a more conservative approach to monetary policy. This has made it challenging for apple and pear producers to obtain the financing they require to invest in or grow their businesses.

# **Import and Export Regulations**

Table 1: Tariffs, Taxes, and Rebates for Argentine Fresh Apples & Pears

| Tariffs, Taxes, and Rebates for<br>Fresh Apples (0808.10) & Fresh Pears (0808.30) |      |
|---|------|
| Import Tariff (percentage) from outside Mercosur                                  | 10   |
| Statistical Tax (percentage) applies to Imports                                   | 3    |
| Export tax (percentage)   | 0    |
| Apples Export Rebate (percentage)   | 3.75 |
| Pears Export Rebate (percentage)  | 3.5  |
| Additional Export Rebate for Organic Fruit for apples & pears (percentage) (*)    | 0.5  |

Source: FAS Buenos Aires based on data from VUCE.

(\*) All export rebates apply equally within and outside Mercosur.

Note: All tariffs and taxes apply equally to apples and pears. Export Rebates differ for both fruits.

# **Marketing**

**Table 2: Retail Prices of Argentine Apples and Pairs** 

| ces                      |   |  |  |
|--------------------------|---|--|--|
| Variety                  | Price (\$USD/Kilogram)  |  |  |
| Packams                  | \$1.42  |  |  |
| Beurre                   | \$0.95  |  |  |
| D'Anjou                  | \$1.23  |  |  |
| Red Delicious (premium)  | \$3.55  |  |  |
| Red Delicious (standard) | \$2.19  |  |  |
| Granny Smith (premium)   | \$3.55  |  |  |
| Pink Lady                | \$1.91  |  |  |
|                          | Packams  Beurre  D'Anjou  Red Delicious (premium)  Red Delicious (standard)  Granny Smith (premium) |  |  |

Source: Survey of supermarkets and grocery stores in the greater Buenos Aires area.

Note: The official rate as of October 11, 2023 USD\$1= ARS\$365.5

## Free-on-Board (FOB) Prices

The average price of fresh apples exported has shown a slight downward trend over the past few years, with a decrease of 3.4 percent from 2021 to 2022 as shown in Table 3. The average price in 2021 was \$667.30 per metric ton (MT), while the average price in 2022 was \$644.70 per MT. This trend seems to be finished in 2023, with the average price increasing to \$679.60 per MT. However, there have been some significant month-to-month fluctuations in the price of fresh apples. The highest price was \$888 per MT in May of 2021. The lowest price was \$532 per MT in January of 2021.

The lack of long-term investment in Argentina's apple sector has had a ripple effect on the industry, leading to declining yields and quality, a shift to lower-value markets, and falling FOB prices. Producers are price-takers, meaning they do not control the prices of their products. When prices are low, they are less likely to invest in the sector. This has made it difficult for Argentina to compete in high-value markets, and has led to a decline in the overall health of the apple sector.

**Table 3: Freight On Board (FOB) Export Prices for Argentine Apples** 

| Fresh Apples – FOB Prices (\$USD/MT) |          |          |          |  |  |  |
|--------------------------------------|----------|----------|----------|--|--|--|
| Month                                | 2021     | 2022     | 2023     |  |  |  |
| Jan                                  | \$ 633   | \$ 532   | \$ 550   |  |  |  |
| Feb                                  | \$ 538   | \$ 625   | \$ 558   |  |  |  |
| Mar                                  | \$ 605   | \$ 639   | \$ 634   |  |  |  |
| Apr                                  | \$ 755   | \$ 840   | \$ 738   |  |  |  |
| May                                  | \$ 888   | \$ 724   | \$ 751   |  |  |  |
| Jun                                  | \$ 799   | \$ 697   | \$738    |  |  |  |
| Jul                                  | \$ 744   | \$ 637   | \$ 746   |  |  |  |
| Aug                                  | \$ 658   | \$ 673   | \$ 722   |  |  |  |
| Sep                                  | \$ 699   | \$ 602   |          |  |  |  |
| Oct                                  | \$ 537   | \$ 589   |          |  |  |  |
| Nov                                  | \$ 568   | \$ 579   |          |  |  |  |
| Dec                                  | \$ 584   | \$ 599   |          |  |  |  |
| Avg                                  | \$ 667.3 | \$ 644.7 | \$ 679.6 |  |  |  |

Source: FAS Buenos Aires based on data from Trade Data Monitor, LLC

The average price of fresh pears exported has exhibited an upward trend in recent years, increasing by 2.4 percent from 2021 to 2022, which are shown in Table 4. The average price in 2021 was \$729.7 per MT, while the average price in 2022 was \$747.5 per MT. This trend reversed in 2023, with the average price falling to \$717.3 per MT. However, the prices in August were the highest prices registered in 2023, at \$766 per MT.

The price of fresh pears has also fluctuated significantly from month to month, with the highest price being \$835 per MT in March of 2022 and the lowest price being \$680 per MT in February of 2023. These fluctuations are likely due to seasonal demand, weather conditions, and supply chain disruptions.

**Table 4: FOB Export Prices for Argentine Pears** 

| Fresh Pears – FOB Prices (\$USD/MT) |          |          |          |  |  |  |
|-------------------------------------|----------|----------|----------|--|--|--|
| Month                               | 2021     | 2022     | 2023     |  |  |  |
| Jan                                 | \$ 696   | \$ 789   | \$ 702   |  |  |  |
| Feb                                 | \$ 686   | \$ 793   | \$ 680   |  |  |  |
| Mar                                 | \$ 694   | \$ 835   | \$ 683   |  |  |  |
| Apr                                 | \$ 694   | \$ 771   | \$ 690   |  |  |  |
| May                                 | \$ 760   | \$ 719   | \$ 702   |  |  |  |
| Jun                                 | \$ 769   | \$ 726   | \$ 761   |  |  |  |
| Jul                                 | \$ 753   | \$ 723   | \$ 754   |  |  |  |
| Aug                                 | \$ 686   | \$ 727   | \$ 766   |  |  |  |
| Sep                                 | \$ 696   | \$ 699   |          |  |  |  |
| Oct                                 | \$ 759   | \$ 731   |          |  |  |  |
| Nov                                 | \$ 789   | \$ 726   |          |  |  |  |
| Dec                                 | \$ 774   | \$ 731   |          |  |  |  |
| Avg                                 | \$ 729.7 | \$ 747.5 | \$ 717.3 |  |  |  |

Source: FAS Buenos Aires based on data from Trade Data Monitor, LLC

 $\begin{tabular}{ll} \textbf{Table 5: Production, Supply, and Distribution} - \textbf{Apples} \\ \end{tabular}$ 

| Apples, Fresh             | 2021/2022        |             | 2022/2023        |             | 2023/2024        |             |                |
|---------------------------|------------------|-------------|------------------|-------------|------------------|-------------|----------------|
| Market Begin<br>Year      | Jan 2022         |             | Jan 2023         |             | Jan 2024         |             |                |
| Argentina                 | USDA<br>Official | New<br>Post | USDA<br>Official | New<br>Post | USDA<br>Official | New<br>Post | Units          |
| Area Planted              | 19,000           | 19,000      | 19,000           | 19,000      | -                | 19,000      | НА             |
| Area Harvested            | 17,270           | 17,270      | 17,270           | 17,270      | -                | 17,270      | НА             |
| Bearing Trees             | 16,700           |             | 16,700           | 16,700      | -                | 16,700      | 1,000<br>TREES |
| Non-Bearing<br>Trees      | 400              |             | 400              | 400         | -                | 400         | 1,000<br>TREES |
| Total Trees               | 17,100           |             | 17,100           | 17,100      | -                | 17,100      | 1,000<br>TREES |
| Commercial<br>Production  | 427,000          |             | 455,000          | 464,100     | -                | 486,850     | MT             |
| Non-Comm.<br>Production   | -                |             | -                | -           | -                | -           | MT             |
| Production                | 427,000          | 427,000     | 455,000          | 464,100     |                  | 486,850     | MT             |
| Imports                   | 2,300            | 2,300       | 2,000            | 2,927       |                  | 2,986       | MT             |
| Total Supply              | 429,300          | 429,300     | 457,000          | 467,027     |                  | 489,836     | MT             |
| Domestic<br>Consumption   | 359,300          | 359,300     | 392,000          | 395,027     | -                | 407,981     | MT             |
| Exports                   | 70,000           | 70,000      | 65,000           | 72,000      |                  | 81,854      | MT             |
| Withdrawal<br>From Market | -                |             | -                | -           | -                | -           | MT             |
| Total<br>Distribution     | 429,300          | 429,300     | 457,000          | 467,027     | -                | 489,836     | MT             |
| For Processing            | -                |             | -                | -           | -                | -           | MT             |
| TS=TD                     | 0                | -           | 0                | -           | -                | -           |                |

Note: Domestic consumption figures in this table include industrial processing. This means that the figures represent the total amount of a product that is consumed domestically, including both final and intermediate consumption.

**Table 6: Production, Supply, and Distribution – Pears** 

| Pears, Fresh              | 2021/2022        |             | 2022/2023        |             | 2023/2024        |             |                |
|---------------------------|------------------|-------------|------------------|-------------|------------------|-------------|----------------|
| Market Begin<br>Year      | Jan 2022         |             | Jan 2023         |             | Jan 2024         |             |                |
| Argentina                 | USDA<br>Official | New<br>Post | USDA<br>Official | New<br>Post | USDA<br>Official | New<br>Post | Units          |
| Area Planted              | 19,000           | 19,000      | 19,000           | 19,570      |                  | 19,000      | НА             |
| Area Harvested            | 18,260           | 18,260      | 18,260           | 18,260      |                  | 18,260      | НА             |
| Bearing Trees             | 14,200           | 14,200      | 14,200           | 14,200      |                  | 14,200      | 1,000<br>TREES |
| Non-Bearing<br>Trees      | 600              | 600         | 600              | 600         |                  | 600         | 1,000<br>TREES |
| Total Trees               | 14,800           | 14,800      | 14,800           | 14,800      |                  | 14,800      | 1,000<br>TREES |
| Commercial Production     | 557,000          | 557,000     | 590,000          | 601,800     |                  | 625,400     | MT             |
| Non-Comm.<br>Production   | -                | -           | -                | -           |                  |             | MT             |
| Production                | 557,000          | 557,000     | 590,000          | 601,800     |                  | 625,400     | MT             |
| Imports                   | 900              | 900         | 200              | 300         |                  | 357         | MT             |
| Total Supply              | 557,900          | 557,900     | 590,200          | 602,100     |                  | 625,757     | MT             |
| Domestic<br>Consumption   | 282,900          | 282,900     | 285,200          | 292,100     |                  | 308,557     | MT             |
| Exports                   | 275,000          | 275,000     | 305,000          | 310,000     |                  | 317,200     | MT             |
| Withdrawal<br>From Market | -                | -           | -                | -           |                  |             | MT             |
| Total<br>Distribution     | 557,900          | 557,900     | 590,200          | 602,100     |                  | 625,757     | MT             |

| For Processing | - | - | - | - | - | - | MT |
|----------------|---|---|---|---|---|---|----|
| TS=TD          | 0 |   | - | - | - | - |    |

Note: Domestic consumption figures in this table include industrial processing. This means that the figures represent the total amount of a product that is consumed domestically, including both final and intermediate consumption.

# **Attachments:**

No Attachments