

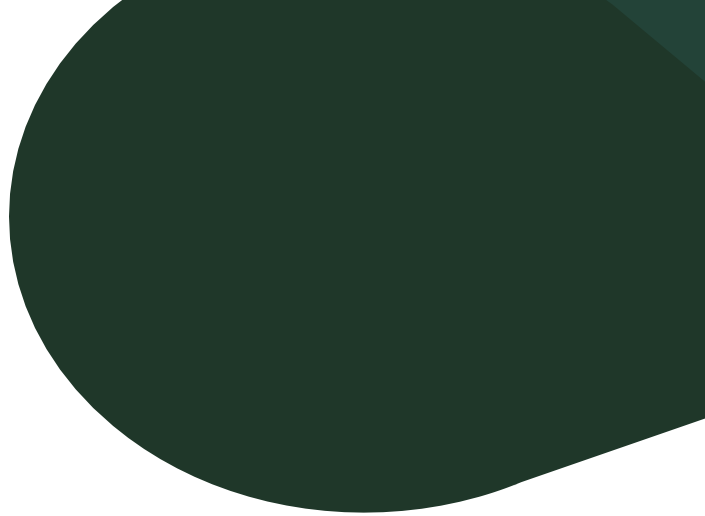
**Pro
Hass**

Asociación de Productores y
Exportadores de Palta Hass del Perú

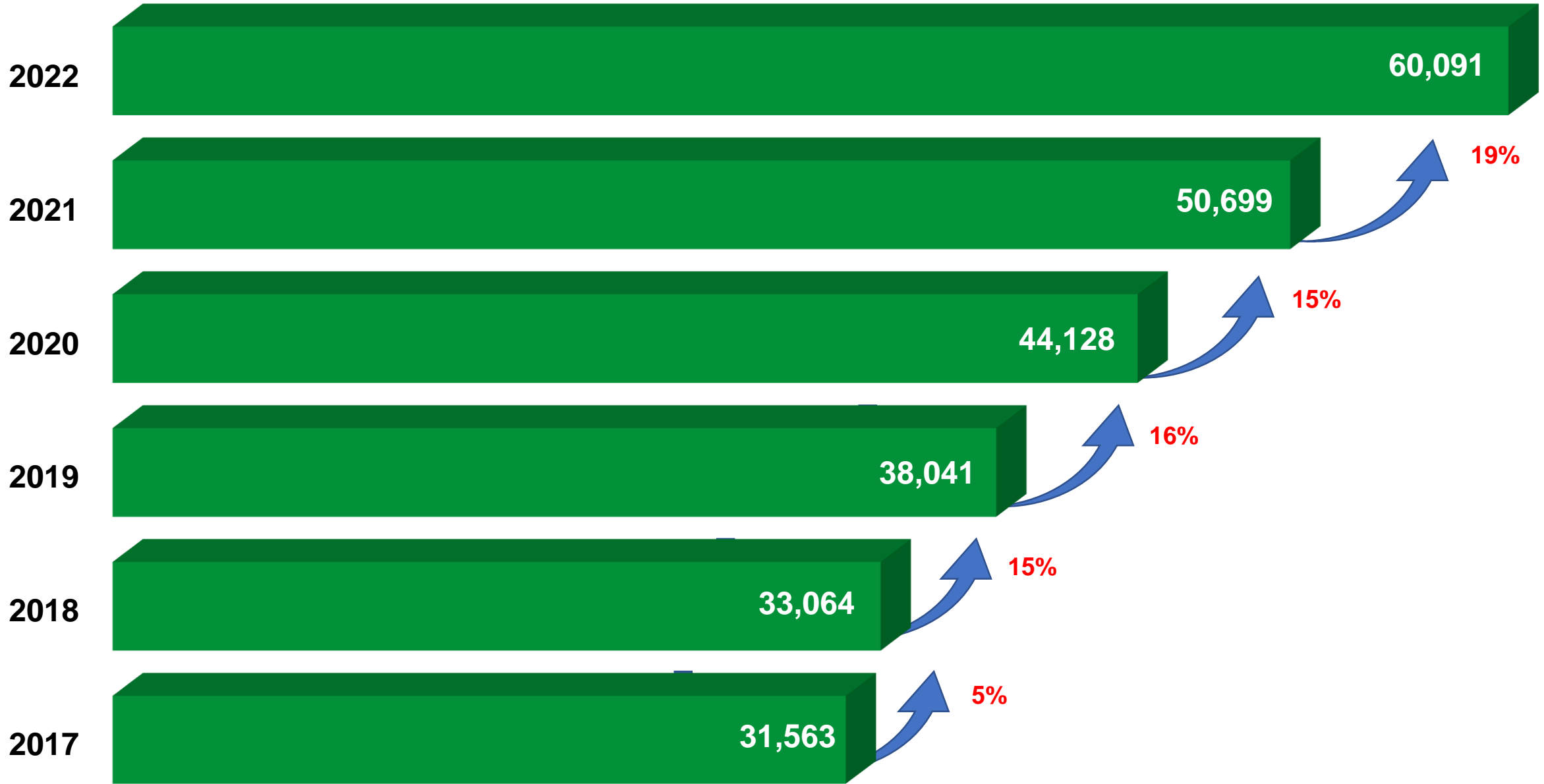
GLOBAL VISION OF PERUVIAN HASS AVOCADO

Cesar Peschiera Clark

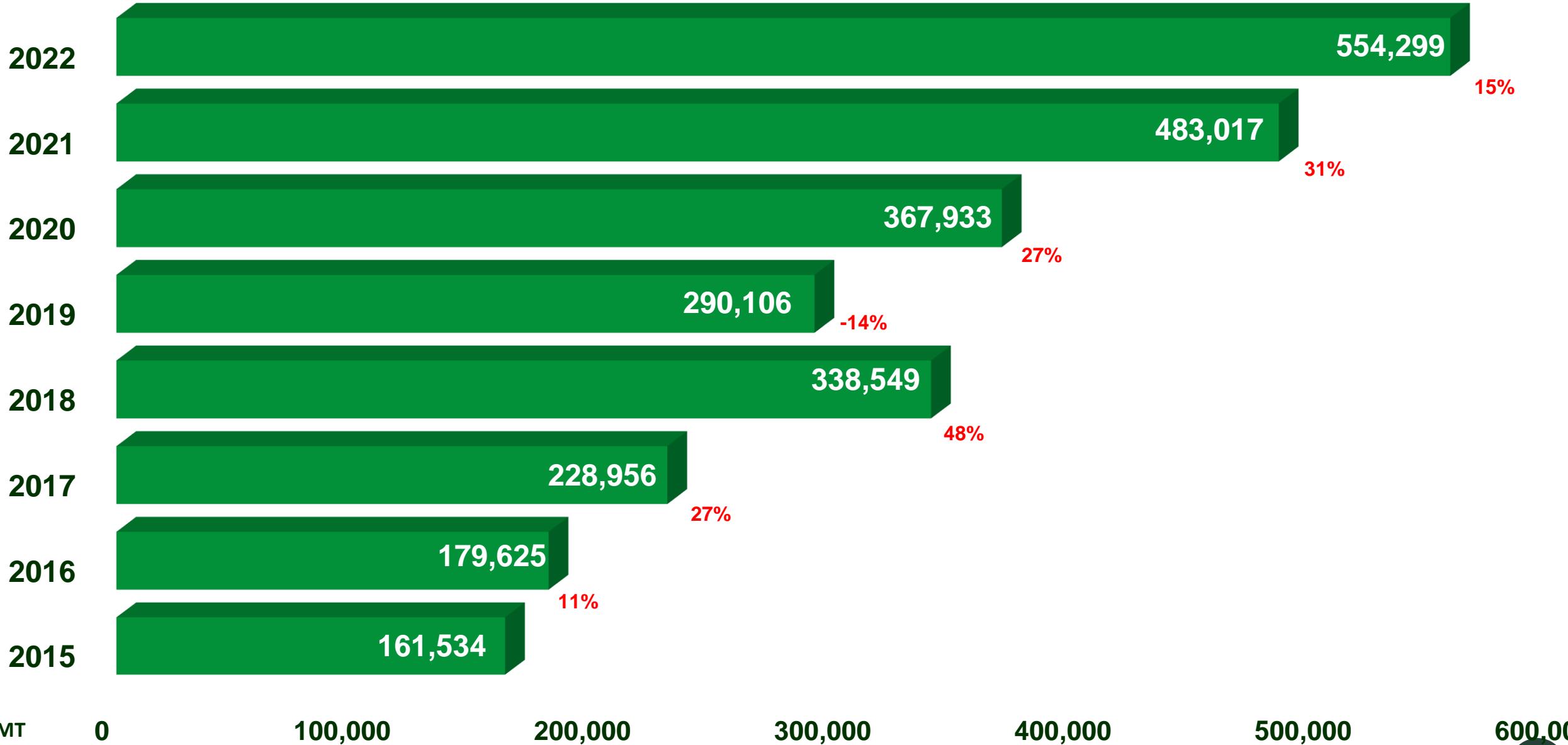
PROHASS



TOTAL HECTARES OF HASS AVOCADO IN PERU



HASS AVOCADO EXPORTS 2015 – 2022 (MT)



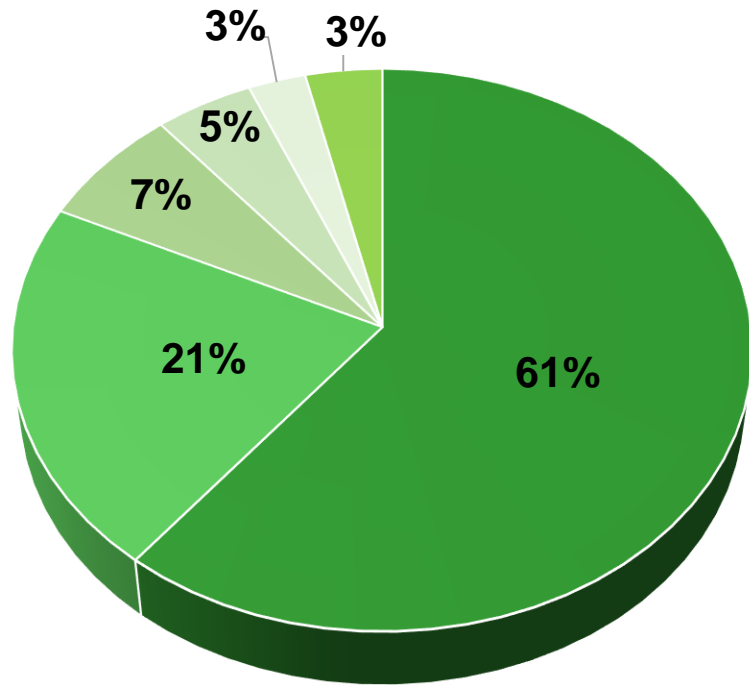
HASS AVOCADO EXPORTS BY DESTINATION

2020 – 2022 (MT)



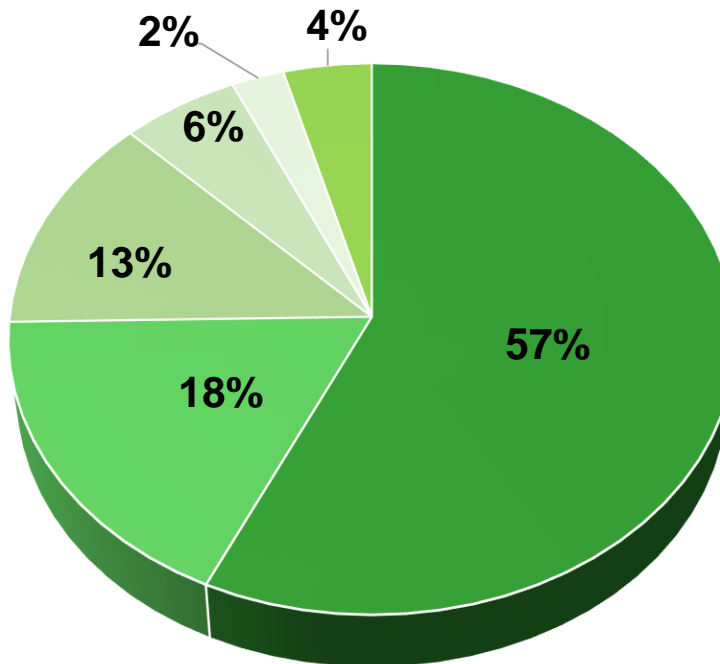
■ EUROPE ■ USA ■ CHILE ■ CHINA ■ JAPAN ■ OTHERS

2020



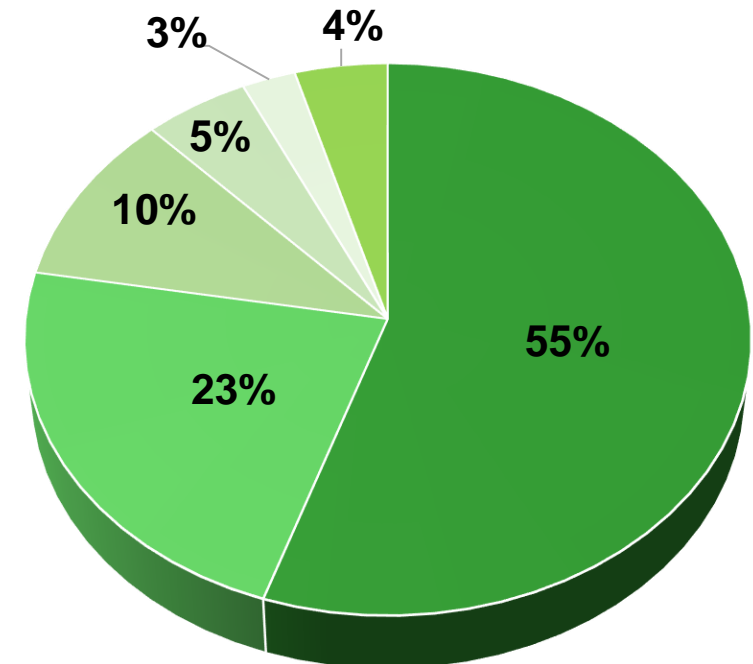
367,933 MT

2021



483,017 MT

2022

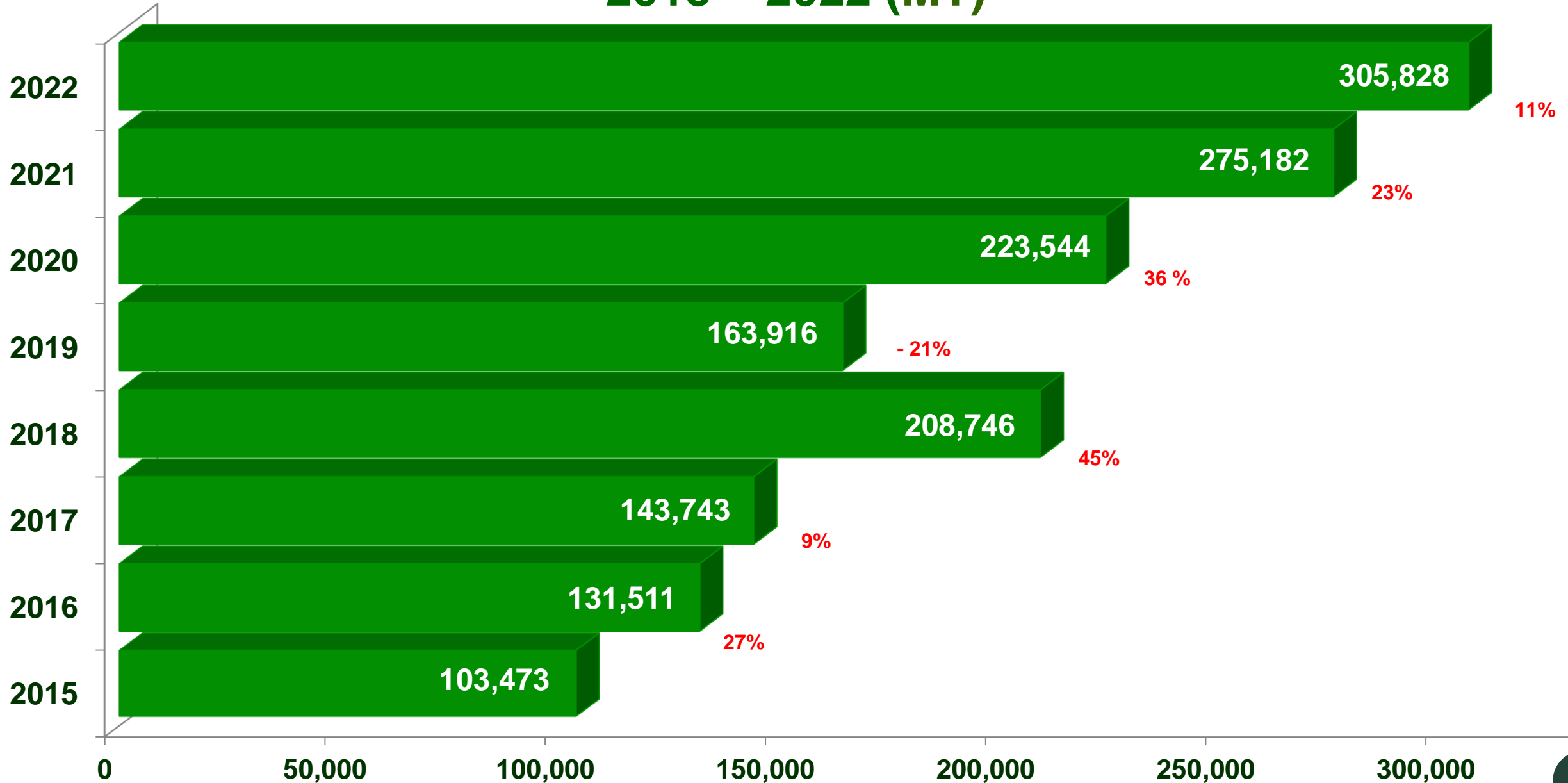


554,299 MT

A circular image showing a worker in a hairnet and dark jacket inspecting an avocado in a large warehouse. The warehouse is filled with many crates of avocados, and the worker is holding one avocado in his hands. The text "MAIN MARKETS OF PERU" is overlaid in white on the image.

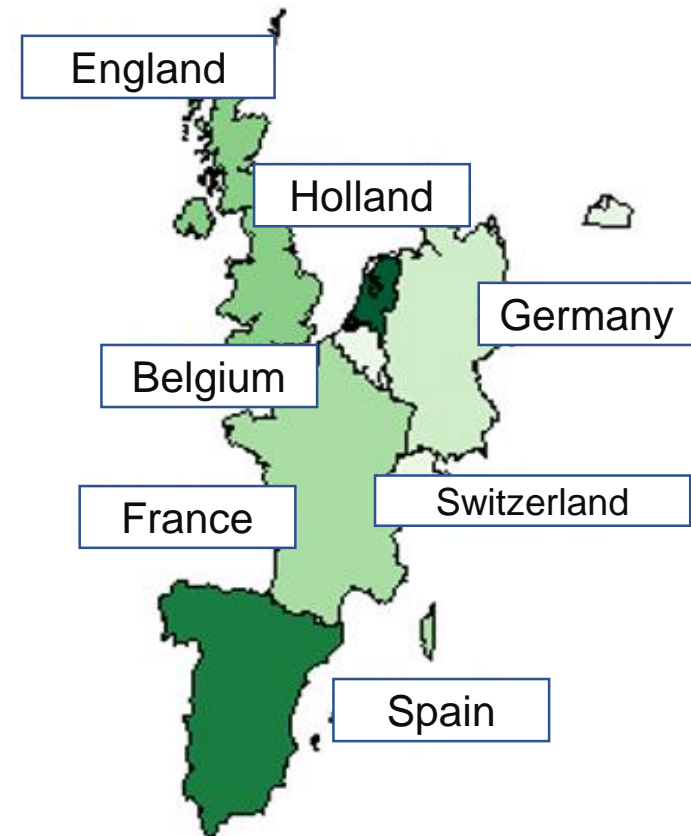
MAIN MARKETS OF PERU

HASS AVOCADO EXPORTS TO EUROPE 2015 – 2022 (MT)





HASS AVOCADO EXPORTS BY DESTINATION 2019 – 2022 (MT)

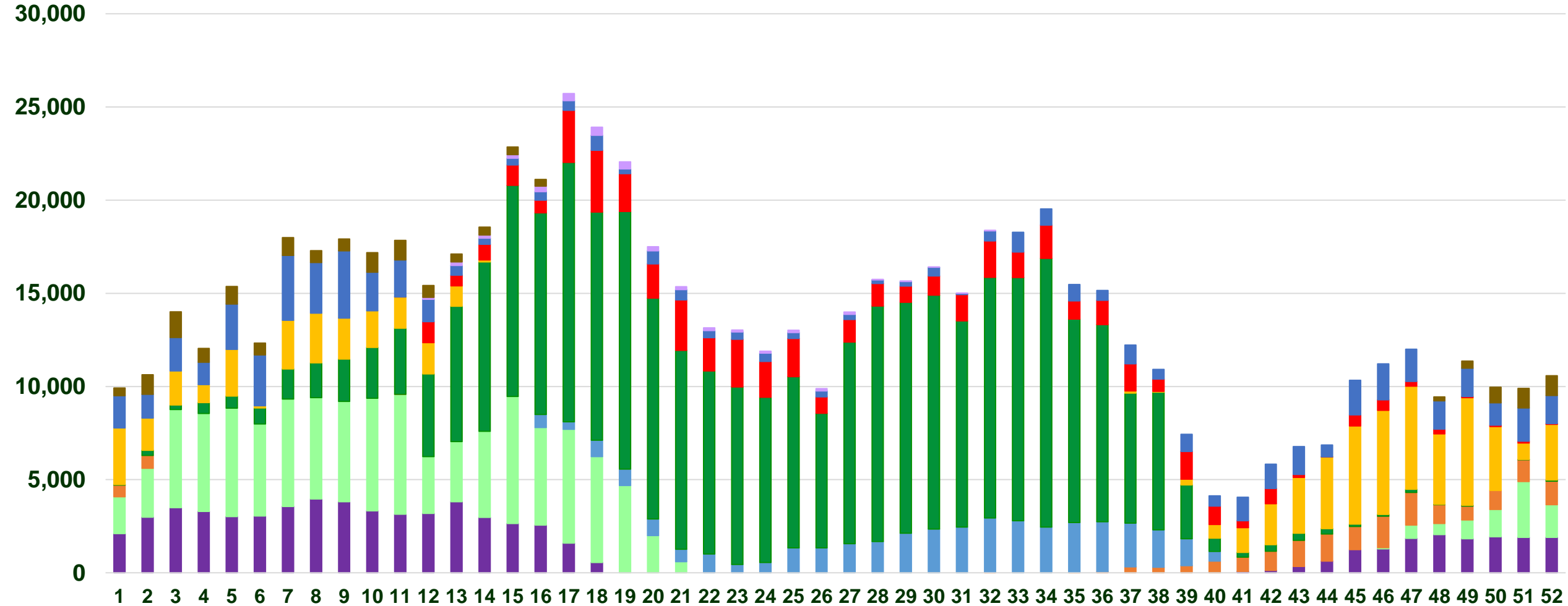


Country	2019	2020	2021	2022	%	% 2021 - 2022
Holland	57,705	77,743	99,318	105,688	35%	↑ 6%
Spain	49,088	70,165	87,654	102,815	34%	↑ 17%
England	23,901	31,045	34,979	32,413	11%	↓ -7%
France	17,994	21,409	24,958	30,706	10%	↑ 23%
Germany	7,762	11,357	11,152	16,634	5%	↑ 49%
Belgium	1,837	2,281	3,044	2,199	1%	↓ -28%
Others	5,629	9,544	14,077	15,373	5%	↑ 9%
Grand total	163,916	223,544	275,182	305,828	100%	↑ 11%

REPRESENTATIVENESS OF PERU ON EUROPE HASS AVOCADO ARRIVAL SEASON 2022 (MT)

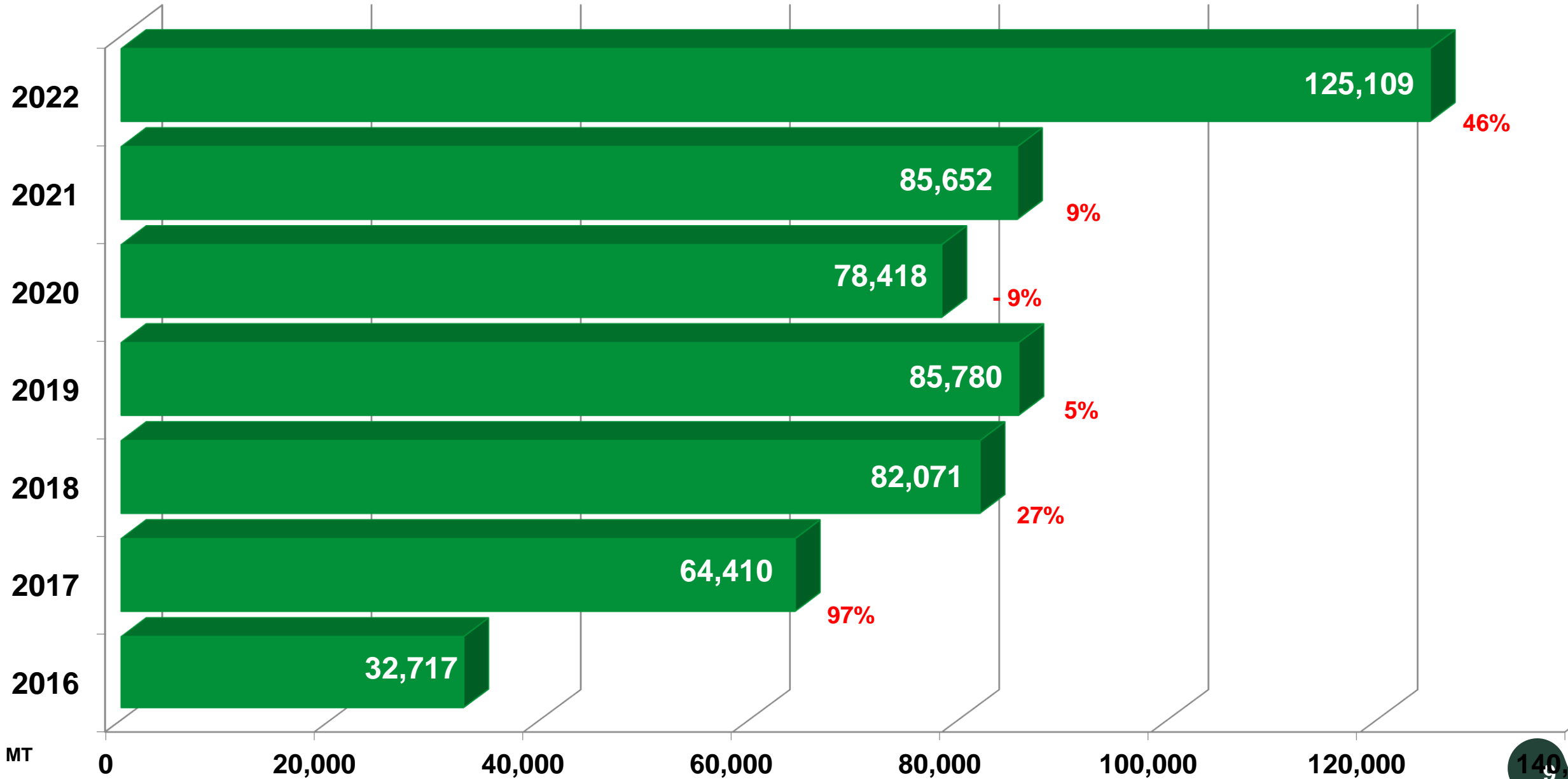


ISRAEL SPAIN MEXICO KENYA PERU CHILE SOUTH AFRICA COLOMBIA BRAZIL MOROCCO



TOTAL EUROPE (TM)	PERU	SPAIN	CHILE	ISRAEL	COLOMBIA	SOUTH AFRICA	KENYA	MEXICO	MOROCCO	BRAZIL	ARGENTINA
730,008	41.89%	14.46%	9.45%	9.35%	8.02%	6.46%	5.36%	2.41%	2.10%	0.47%	0.02%

HASS AVOCADO EXPORTS TO USA 2016 – 2022 (MT)





HASS AVOCADO EXPORTS TO USA BY COAST OF ARRIVAL 2019 – 2022 (MT)

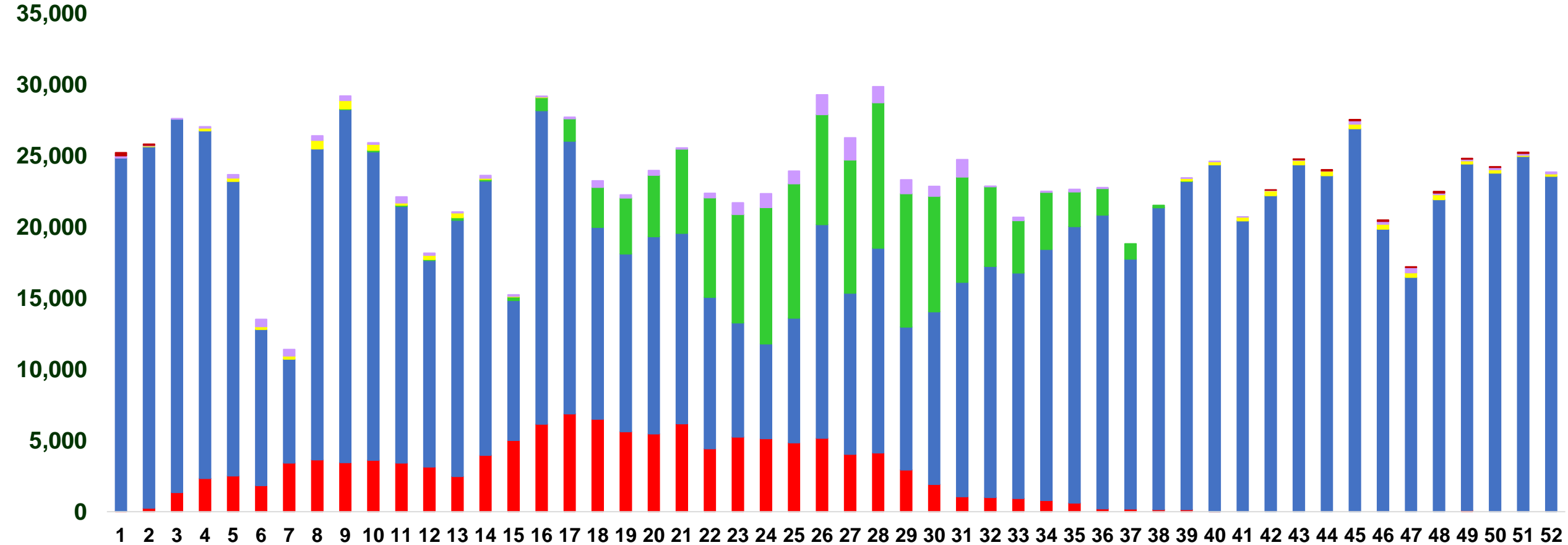


City	2019	2020	2021	2022	%	% 2021 - 2022
East Coast	59,485	53,568	51,757	83,441	67%	↑ 61%
West Coast	23,349	21,527	22,272	31,715	25%	↑ 42%
Houston	2,580	2,127	4,812	4,983	4%	↑ 4%
Miami	366	659	554	1,247	1%	↑ 125%
Savannah	0	537	6,257	3,723	3%	↓ -40%
Grand total	85,780	78,418	85,652	125,109	100%	↑ 46%

REPRESENTATIVENESS OF PERU ON USA HASS AVOCADO ARRIVAL SEASON 2022 (MT)

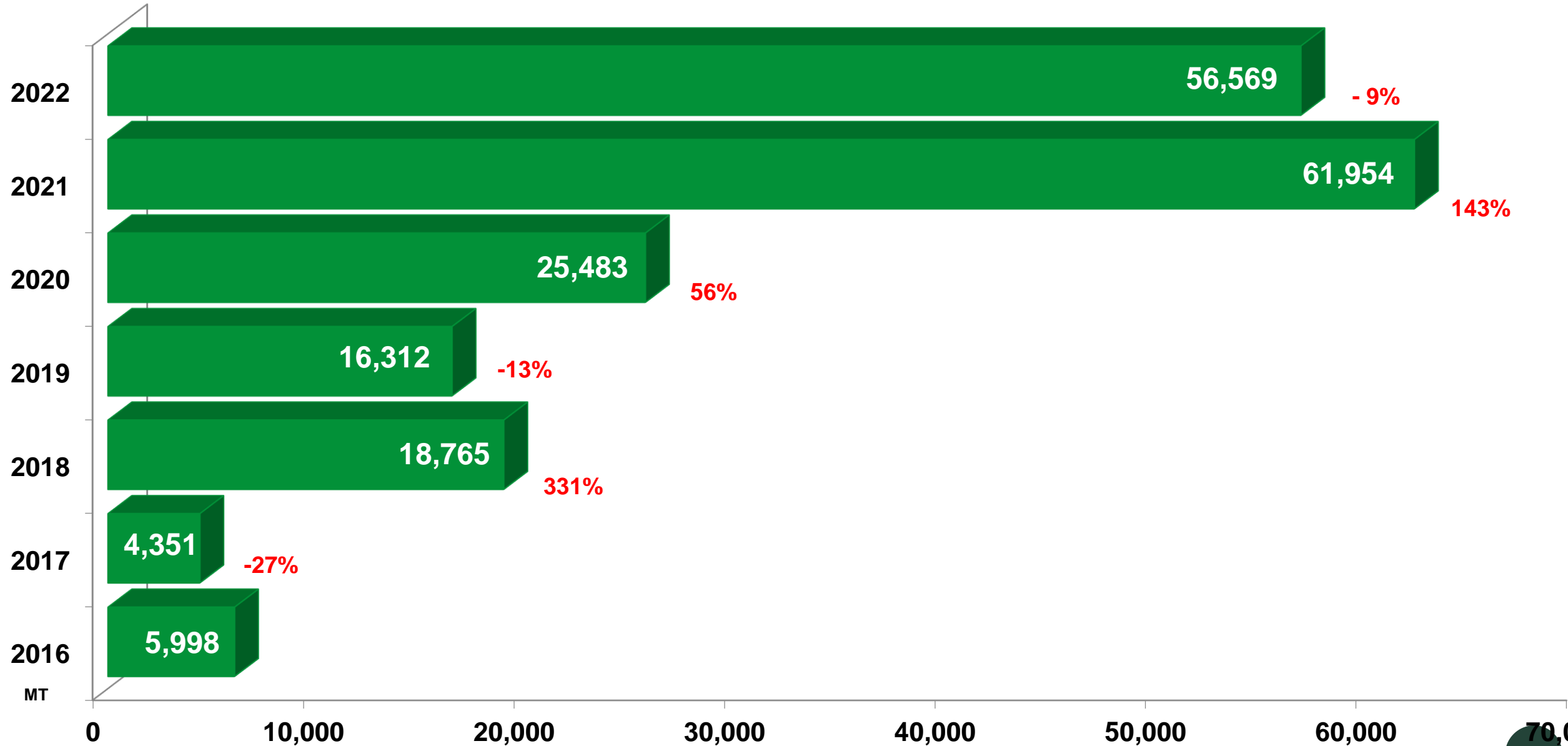


■ CALIFORNIA
 ■ MEXICO
 ■ PERU
 ■ CHILE
 ■ COLOMBIA
 ■ DOMINICAN REPUBLIC

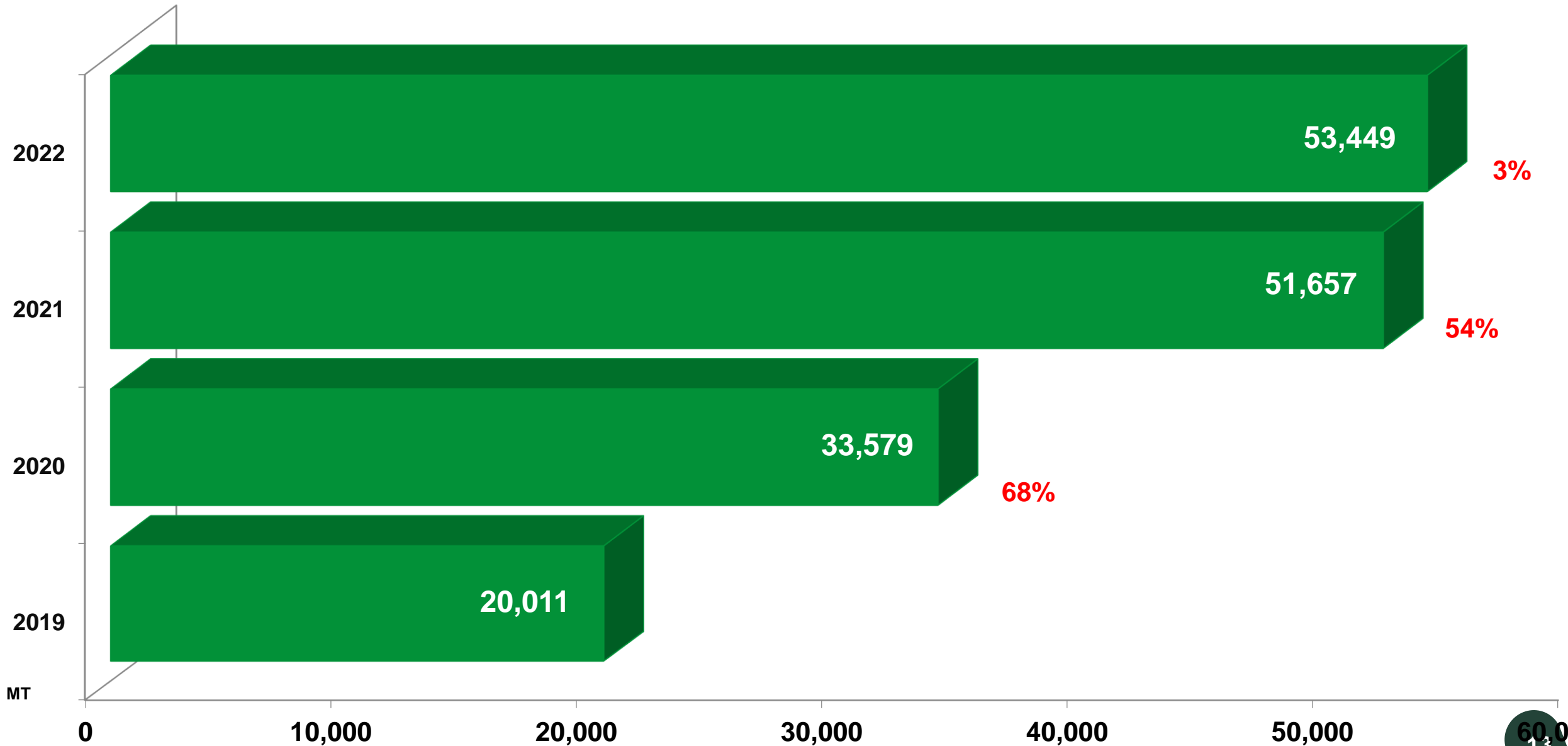


TOTAL USA (TM)	MEXICO	PERU	CALIFORNIA	COLOMBIA	CHILE	DOMINICAN REPUBLIC
1,213,790	77.71%	10.31%	9.94%	1.38%	0.58%	0.08%

HASS AVOCADO EXPORTS TO CHILE 2016 – 2022 (MT)

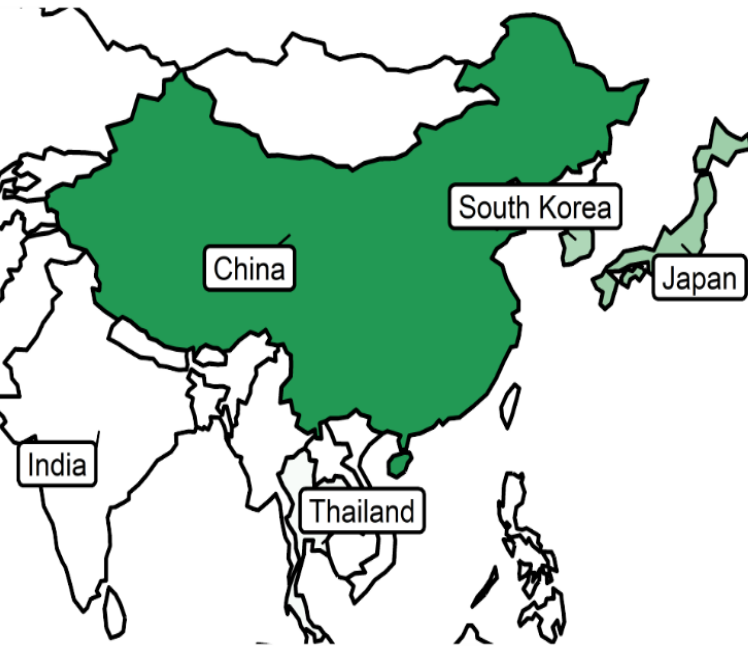


HASS AVOCADO EXPORTS TO ASIA 2019 – 2022 (MT)





HASS AVOCADO EXPORTS TO ASIA 2019 – 2022 (MT)



Country	2019	2020	2021	2022	%	% 2021 - 2022
China	14,277	17,124	27,466	27,970	52%	↑ 2%
Japan	5,200	9,993	12,237	14,200	27%	↑ 16%
Korea	0	5,161	9,926	9,746	18%	↓ -2%
Thailand	0	705	882	1,056	2%	↑ 20%
India	229	214	260	11	0.02%	↓ -96%
Other Asia	304	383	887	467	1%	↓ -47%
Grand total	20,010	33,580	51,658	53,450	100%	↑ 3%



HASS AVOCADO EXPORTS TO OTHER AMERICAN COUNTRIES 2019 – 2022 (MT)

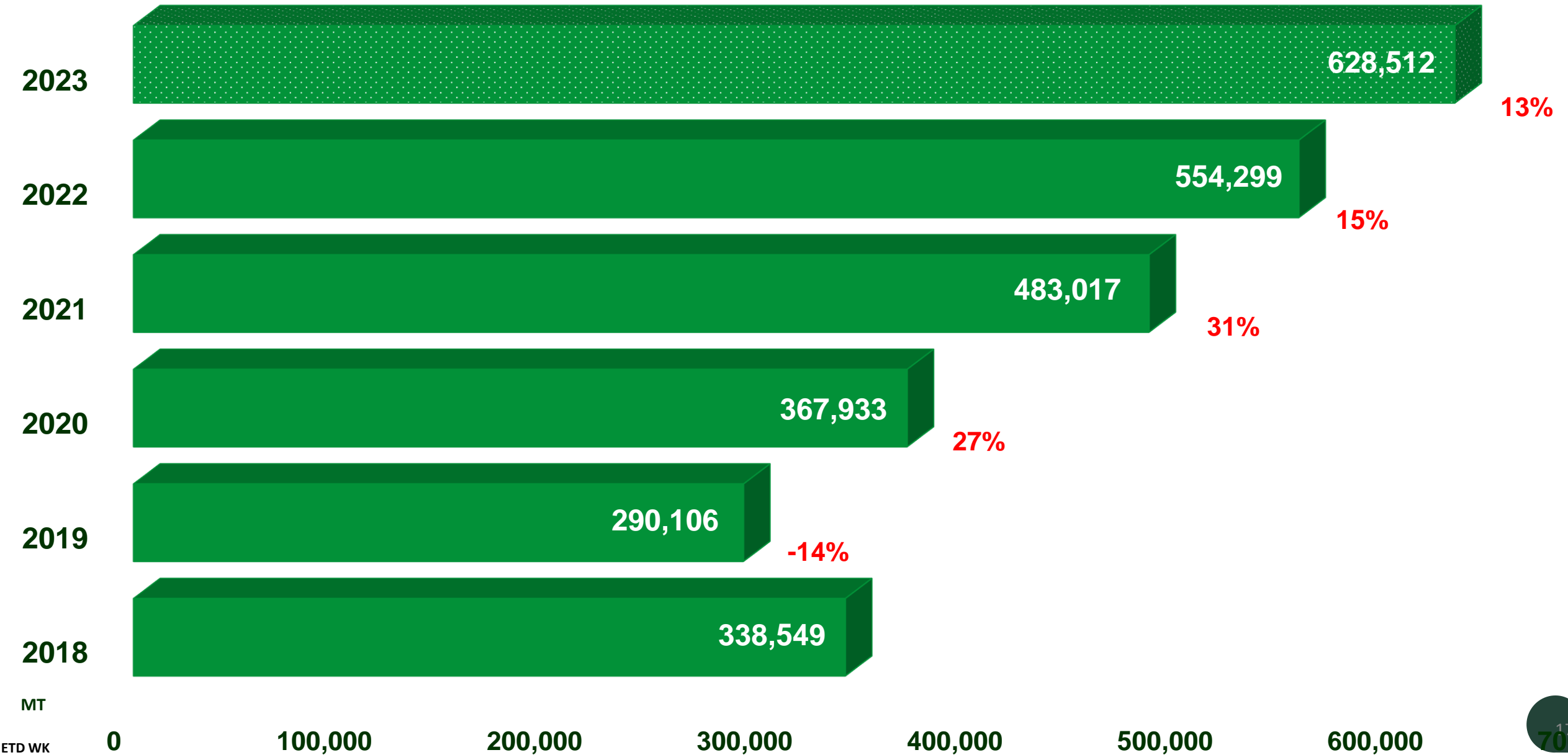


Country	2019	2020	2021	2022	%	% 2021 - 2022
Canada	2,957	3,963	3,594	5,311	40%	↑ 48%
Argentina	908	2,390	3,441	3,497	26%	↑ 2%
Costa Rica	211	253	63	1,567	12%	↑ 2387%
Others	11	302	1,473	2,969	22%	↑ 102%
Grand total	4,087	6,908	8,571	13,344	100%	↑ 56%

PROJECTIONS

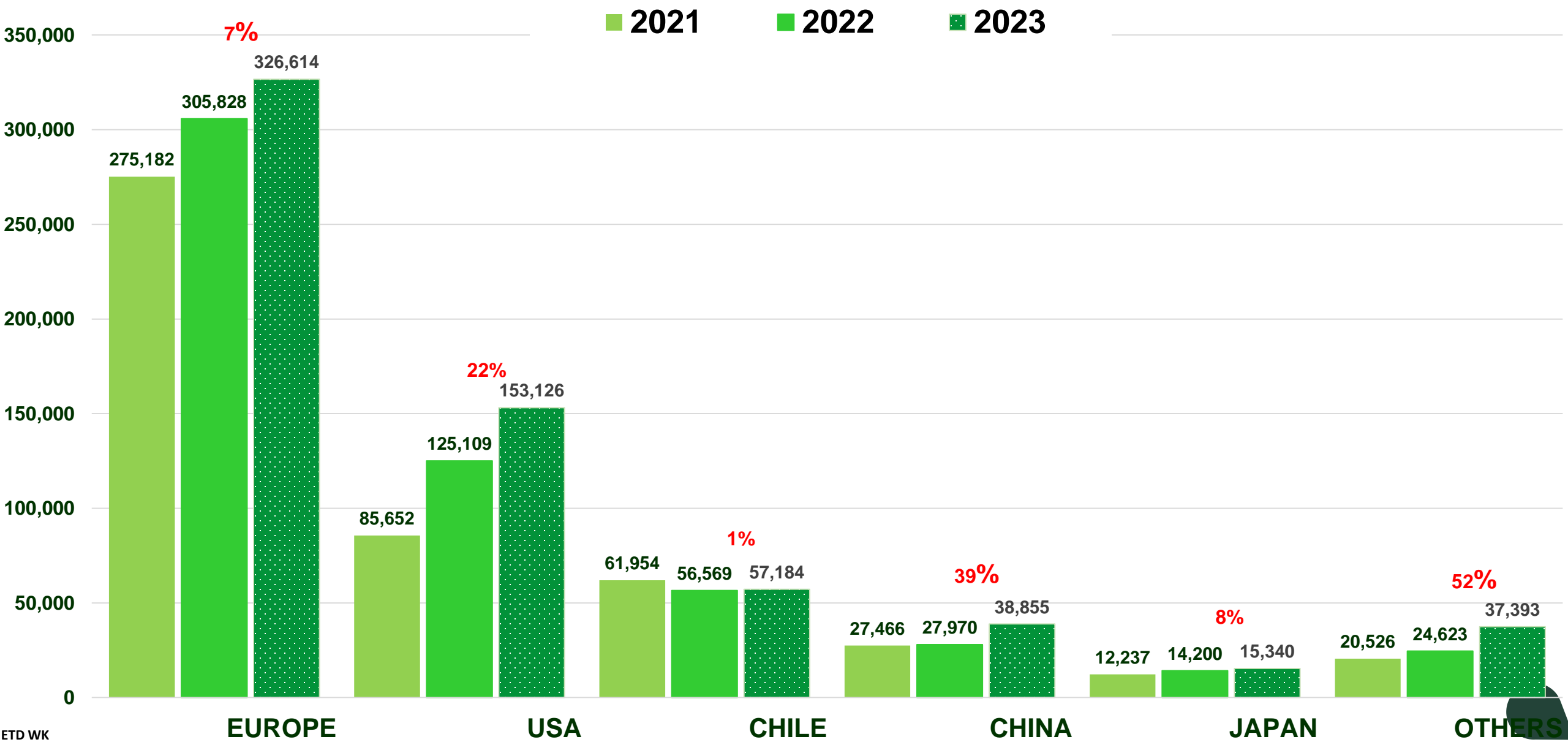
2023

HASS AVOCADO EXPORTS 2018–2022 PROJECTION 2023 (MT)



HASS AVOCADO EXPORT BY DESTINATION 2021 – 2022

PROJECTION 2023 (MT)





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